

Supplementary Documents

AOKI Holdings Inc.

1. Number of Stores Opened/Closed and Outlook for Store Openings/Closings

Stores/Facilities	FY3/16 Number of Stores	FY3/17		FY3/18(Forecast)	
		Opened/Closed	Number of Stores	To be Opened/To be Closed	Number of Stores
Fashion	711	19/12	718	14/15	717
AOKI	567	14/8	573	9/7	575
ORIHICA	144	5/4	145	5/8	142
Anniversaire and Bridal	14	-	14	-	14
Entertainment	478	61/8	531	27/6	552
Karaoke	183	9/7	185	6/4	187
Café Complex	295	52/1	346	21/2	365
Total	1,203	80/20	1,263	41/21	1,283

2. Capital Expenditures

	FY3/17	YoY%	FY3/18(Forecast)	YoY%
Fashion	6,289	297.1	2,743	43.6
Anniversaire and Bridal	300	31.1	500	166.1
Entertainment	7,852	125.5	6,307	80.3
Karaoke	1,917	97.4	2,049	106.9
Café Complex	5,935	138.3	4,258	71.7
Consolidated Total	14,994	158.0	10,500	70.0

3. Depreciation Performance and Outlook

	FY3/17	YoY%	FY3/18(Forecast)	YoY%
Consolidated Total	8,032	104.6	8,700	108.3

4. Fashion Business Performance and Outlook

1) Change in existing-store sales, number of customers and sales per customer at existing stores

	FY3/17			FY3/18 Forecast		
	First half	Second half	Full year	First half	Second half	Full year
Sales	4.4	3.2	3.6	1.4	0.8	1.0
Number of customers	3.1	-0.6	1.1	-2.9	-0.8	-1.8
Sales per customer	1.3	3.9	2.5	4.4	1.6	2.8

2) Number of units sold and unit prices of suits

	FY3/17				
	First half	YoY%	Second half	YoY%	Full Year
Number of units sold (in ten thousands)	46.0	105.2	87.4	104.2	133.3
Number of units sold (includes formal wear)(in ten thousands)	61.6	104.8	107.0	104.8	168.6
Unit price (thousands of yen)	25.3	96.2	26.2	97.8	26.1

5. Anniversaire and Bridal Business Performance and Outlook

1) Number of couples married and Average sales per couple

	FY3/17			FY3/18 Forecast		
	Full year	YoY	YoY%	Full year	YoY	YoY%
No. of couples married	6,016	-394	93.9	6,077	+61	101.0
Average sales per couple (thousands of yen)	4,412	-73	98.4	4,520	+108	102.4

6. Entertainment Business Performance and Outlook

1) Karaoke facilities operations: Change in existing-store sales, number of customers and sales per customer at existing

	FY3/17			FY3/18 Forecast		
	First half	Second half	Full year	First half	Second half	Full year
Sales	-4.6	-3.0	-3.8	-0.7	0.5	-0.1
Number of customers	-5.3	-1.2	-3.2	0.7	1.1	0.9
Sales per customer	0.7	-1.8	-0.6	-1.4	-0.6	-1.0

2) Café complexes operations: Change in existing-store sales, number of customers and sales per customer at existing

	FY3/17			FY3/18 Forecast		
	First half	Second half	Full year	First half	Second half	Full year
Sales	2.6	-2.3	0.2	-1.0	1.0	0.0
Number of customers	2.5	-1.8	0.3	-1.1	0.6	-0.3
Sales per customer	0.1	-0.4	-0.2	0.0	0.5	0.2