

Supplementary Documents

AOKI Holdings Inc.

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

Stores/Facilities	FY3/17	1H FY3/18		FY3/18(Forecast)	
	Number of Stores	Opened/Closed	Number of Stores	To be Opened/To be Closed	Number of Stores
Fashion	718	10/13	715	19/27	710
AOKI	573	8/8	573	13/12	574
ORIHICA	145	2/5	142	6/15	136
Anniversaire and Bridal	14	-	14	-	14
Entertainment	531	23/9	545	28/11	548
Karaoke	185	4/6	183	6/7	184
Café Complex	346	19/3	362	22/4	364
Total	1,263	33/22	1,274	47/38	1,272

2. Capital Expenditures

(Millions of yen)

	1H FY3/18 Results	YoY%	FY3/18 Initial forecast	FY3/18 Reserved forecast	YoY%
Fashion	1,291	41.3	2,743	2,670	42.4
Anniversaire and Bridal	208	116.3	500	500	166.1
Entertainment	4,310	110.3	6,307	6,874	87.5
Karaoke	1,242	110.7	2,049	2,435	127.0
Café Complex	3,067	110.1	4,258	4,439	74.8
Consolidated Total	5,830	77.8	10,500	11,000	73.4

3. Depreciation Performance and Outlook

(Millions of yen)

	1H FY3/17 Results	YoY%	FY3/18 Initial forecast	FY3/18 Reserved forecast	YoY%
Consolidated Total	4,195	107.6	8,700	8,650	107.7

4. Fashion Business Performance and Outlook

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

	FY3/18		
	First half Results	Second half Reserved forecast	Full year Reserved forecast
Sales	-1.8	1.1	0.0
Number of customers	-7.1	-1.9	-4.3
Sales per customer	5.7	3.0	4.5

2) Number of units sold and unit prices of suits

	FY3/18	
	First half	YoY%
Number of units sold (in ten thousands)	44.6	97.1
Number of units sold (includes formal wear)(in ten thousands)	60.2	97.9
Unit price (thousands of yen)	25.8	102.0

5. Anniversaire and Bridal Business Performance and Outlook

1) Number of couples married and Average sales per couple

	FY3/18					
	First half Results	YoY	Second half Reserved forecast	YoY	Full year Reserved forecast	YoY
No.of couples married	2,966	+78	3,191	+63	6,157	+141
Average sales per couple (tousands of yen)	4,392	-21	4,495	+83	4,445	+33

6. Entertainment Business Performance and Outlook

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

(%)

	Karaoke facilities operations			Café complexes operations		
	FY3/18			FY3/18		
	First half Results	Second half Reserved forecast	Full year Reserved forecast	First half Results	Second half Reserved forecast	Full year Reserved forecast
Sales	-0.5	0.4	-0.2	1.6	1.9	1.7
Number of customers	2.5	3.0	2.6	0.1	1.9	0.9
Sales per customer	-2.9	-2.6	-2.7	1.5	0.0	0.8