

Supplementary Documents

AOKI Holdings Inc.

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

Stores/Facilities	FY3/17 Number of Stores	FY3/18		FY3/19 Forecast	
		Opened/Closed	Number of Stores	To be Opened/To be Closed	Number of Stores
Fashion	718	20/27	711	5/3	713
AOKI	573	14/13	574	2/1	575
ORIHICA	145	6/14	137	3/2	138
Anniversaire and Bridal	14	-	14	/1	13
Entertainment	531	28/28	531	6/8	529
Karaoke	185	6/19	172	/7	165
Café Complex	346	22/9	359	6/1	364
Total	1,263	48/55	1,256	11/12	1,255

2. Capital Expenditures

(Millions of yen)

	FY3/18	YoY%	FY3/19 Forecast	YoY%
Fashion	2,202	35.0	2,150	97.6
Anniversaire and Bridal	359	119.3	430	119.8
Entertainment	5,606	71.4	3,818	67.3
Karaoke	1,780	92.8	483	27.1
Café Complex	3,826	64.5	3,335	85.7
Consolidated Total	9,344	62.3	8,700	92.5

3. Depreciation Performance and Outlook

(Millions of yen)

	FY3/18	YoY%	FY3/19 Forecast	YoY%
Consolidated Total	8,459	105.3	8,800	104.0

4. Fashion Business Performance and Outlook

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

(%)

	FY3/18			FY3/19 Forecast		
	First half	Second half	Full year	First half	Second half	Full year
Sales	-1.8	-0.2	-0.8	0.9	1.5	1.3
Number of customers	-7.1	-4.5	-5.7	-2.9	-0.8	-1.8
Sales per customer	5.7	4.5	5.2	3.9	2.3	3.1

2) Number of units sold and unit prices of suits

	FY3/18					
	First half	YoY%	Second half	YoY%	Full Year	YoY%
Number of units sold (in ten thousands)	44.6	97.1	85.0	97.3	129.6	97.2
Number of units sold (includes formal wear)(in ten thousands)	60.2	97.9	104.5	97.7	164.8	97.8
Unit price (thousands of yen)	25.8	102.0	26.1	99.6	26.1	100.0

5. Anniversaire and Bridal Business Performance and Outlook

1) Number of couples married and Average sales per couple

	FY3/18			FY3/19 Forecast		
	Full year	YoY	YoY%	Full year	YoY	YoY%
No. of couples married	6,088	+72	101.2	6,021	-67	98.9
Average sales per couple (thousands of yen)	4,413	±0	100.0	4,460	+48	101.1

6. Entertainment Business Performance and Outlook

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

(%)

	FY3/18			FY3/19 Forecast		
	First half	Second half	Full year	First half	Second half	Full year
Sales	-0.5	-0.7	-0.6	0.0	1.6	0.8
Number of customers	2.5	0.3	1.4	0.1	1.1	0.6
Sales per customer	-2.9	-0.9	-1.9	-0.1	0.4	0.2

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

(%)

	FY3/18			FY3/19 Forecast		
	First half	Second half	Full year	First half	Second half	Full year
Sales	1.6	-0.4	0.6	0.2	1.5	0.8
Number of customers	0.1	-2.5	-1.2	-0.3	1.5	0.6
Sales per customer	1.5	2.1	1.8	0.5	0.0	0.3