

Supplementary Documents

AOKI Holdings Inc.

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

Stores/Facilities	FY3/18	1H FY3/19		FY3/19(Forecast)	
	Number of Stores	Opened/Closed	Number of Stores	To be Opened/To be Closed	Number of Stores
Fashion	711	2/6	707	7/21	697
AOKI	574	/3	571	4/15	563
ORIHICA	137	2/3	136	3/6	134
Anniversaire and Bridal	14	-	14	/1	13
Entertainment	531	7/18	520	16/33	514
Karaoke	172	/11	161	1/24	149
Café Complex	359	7/7	359	15/9	365
Total	1,256	9/24	1,241	23/55	1,224

2. Capital Expenditures

(Millions of yen)

	1H FY3/19 Results	YoY%	FY3/19 Initial forecast	FY3/19 Reserved forecast	YoY%
Fashion	1,167	90.4	2,150	2,333	105.9
Anniversaire and Bridal	309	147.9	430	430	119.8
Entertainment	2,473	57.4	3,818	4,715	84.1
Karaoke	202	16.3	483	431	24.2
Café Complex	2,271	74.0	3,335	4,284	111.9
Consolidated Total	4,928	84.5	8,700	9,780	104.7

3. Depreciation Performance and Outlook

(Millions of yen)

	1H FY3/19 Results	YoY%	FY3/19 Initial forecast	FY3/19 Reserved forecast	YoY%
Consolidated Total	4,089	97.5	8,800	8,600	101.7

4. Fashion Business Performance and Outlook

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

	FY3/19		
	First half Results	Second half Reserved forecast	Full year Reserved forecast
Sales	-2.0	0.9	-0.2
Number of customers	-3.4	-0.7	-1.9
Sales per customer	1.4	1.6	1.7

2) Number of units sold and unit prices of suits

	FY3/19	
	First half	YoY%
Number of units sold (in ten thousands)	42.2	94.5
Number of units sold (includes formal wear)(in ten thousands)	57.9	96.1
Unit price (thousands of yen)	25.2	97.7

5. Anniversaire and Bridal Business Performance and Outlook

Number of couples married and Average sales per couple

	FY3/19					
	First half Results	YoY	Second half Reserved forecast	YoY	Full year Reserved forecast	YoY
No.of couples married	2,821	-145	2,959	-163	5,780	-308
Average sales per couple (thousands of yen)	4,371	-22	4,615	+183	4,495	+82

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		
	FY3/19			FY3/19		
	First half Results	Second half Reserved forecast	Full year Reserved forecast	First half Results	Second half Reserved forecast	Full year Reserved forecast
Sales	0.1	1.7	1.0	3.9	1.7	2.9
Number of customers	3.2	2.1	2.6	3.1	1.6	2.4
Sales per customer	-2.9	-0.4	-1.5	0.8	0.0	0.4