

Supplementary Documents

AOKI Holdings Inc.

May 10, 2019

FY3/19 Consolidated Business Results

(Millions of yen unless otherwise stated)

	FY3/18 Results	%	FY3/19 Forecast	%	FY3/19 Results	%	YoY change	YoY %
Sales	198,417	100.0	196,280	100.0	193,918	100.0	-4,499	97.7
Fashion	118,455	100.0	117,100	100.0	114,404	100.0	-4,051	96.6
Anniversaire/Bridal	27,173	100.0	26,320	100.0	25,433	100.0	-1,740	93.6
Karaoke	18,691	100.0	17,460	100.0	17,305	100.0	-1,385	92.6
Café Complex	34,129	100.0	35,440	100.0	36,797	100.0	2,667	107.8
Gross profit	86,864	43.8	86,140	43.9	83,592	43.1	-3,272	96.2
Fashion	70,878	59.8	70,100	59.9	67,748	59.2	-3,129	95.6
Anniversaire/Bridal	7,876	29.0	7,700	29.3	7,136	28.1	-740	90.6
Karaoke	2,708	14.5	2,690	15.4	2,799	16.2	91	103.4
Café Complex	5,020	14.7	5,230	14.8	5,473	14.9	452	109.0
SG&A expenses	72,000	36.3	71,140	36.2	70,209	36.2	-1,790	97.5
Fashion	62,351	52.6	61,350	52.4	60,526	52.9	-1,824	97.1
Anniversaire/Bridal	5,067	18.6	5,300	20.1	4,966	19.5	-101	98.0
Karaoke	1,943	10.4	1,740	10.0	1,777	10.3	-166	91.5
Café Complex	2,948	8.6	3,030	8.5	3,315	9.0	366	112.4
Operating profit	14,864	7.5	15,000	7.6	13,382	6.9	-1,481	90.0
Fashion	8,526	7.2	8,750	7.5	7,222	6.3	-1,304	84.7
Anniversaire/Bridal	2,809	10.3	2,400	9.1	2,169	8.5	-639	77.3
Karaoke	765	4.1	950	5.4	1,022	5.9	257	133.6
Café Complex	2,071	6.1	2,200	6.2	2,158	5.9	86	104.2
Ordinary profit	14,003	7.1	13,750	7.0	11,890	6.1	-2,112	84.9
Profit attributable to owners of parent	7,377	3.7	7,000	3.6	4,602	2.4	-2,774	62.4
Net income per share (yen)	84.87	-	80.91	-	53.34	-	-31.53	-

FY3/20 Consolidated Forecast

(Millions of yen unless otherwise stated)

	FY3/19 Results	%	FY3/20 Forecast	%	YoY change	YoY %
Sales	195,054	100.0	194,050	100.0	-1,004	99.5
Fashion	114,404	100.0	110,250	100.0	-4,154	96.4
Anniversaire/Bridal	25,433	100.0	25,000	100.0	-433	98.3
Entertainment	54,102	100.0	57,500	100.0	3,397	106.3
Karaoke	17,305	100.0	14,900	100.0	-2,405	86.1
Café Complex	36,797	100.0	42,600	100.0	5,802	115.8
Gross profit	83,673	42.9	81,690	42.1	-1,983	97.6
Fashion	67,748	59.2	65,600	59.5	-2,148	96.8
Anniversaire/Bridal	7,136	28.1	7,020	28.1	-116	98.4
Entertainment	8,275	15.3	8,630	15.0	354	104.3
Karaoke	2,800	16.2	3,020	20.3	219	107.8
Café Complex	5,474	14.9	5,610	13.2	135	102.5
SG&A expenses	70,182	36.0	69,390	35.8	-792	98.9
Fashion	60,485	52.9	58,100	52.7	-2,385	96.1
Anniversaire/Bridal	4,966	19.5	5,520	22.1	553	111.1
Entertainment	5,092	9.4	5,830	10.1	737	114.5
Karaoke	1,777	10.3	1,520	10.2	-257	85.5
Café Complex	3,315	9.0	4,310	10.1	994	130.0
Operating profit	13,491	6.9	12,300	6.3	-1,191	91.2
Fashion	7,263	6.3	7,500	6.8	236	103.3
Anniversaire/Bridal	2,169	8.5	1,500	6.0	-669	69.1
Entertainment	3,182	5.9	2,800	4.9	-382	88.0
Karaoke	1,023	5.9	1,500	10.1	476	146.6
Café Complex	2,159	5.9	1,300	3.1	-859	60.2
Ordinary profit	11,890	6.1	11,750	6.1	-140	98.8
Profit attributable to owners of parent	4,602	2.4	5,400	2.8	797	117.3
Net income per share (yen)	53.34	-	62.85	-	9.50	-

Number of Stores Opened/Closed, Capital Expenditures, Depreciation Outlook for Store Openings/Closings, Capital Expenditures, Depreciation

(Number of stores)

Business Segment	Stores/Facilities	FY3/18			FY3/19			FY3/20 (Forecast)		
		Number of Stores	Opened	Closed	Number of Stores	Opened	Closed	Number of Stores	To be Opened	To be Closed
Fashion	AOKI	574	14	13	566	7	15	526	5	45
	ORIHICA	137	6	14	131	2	8	129	4	6
Anniversaire and Bridal	ANNIVERSAIRE	14	-	-	13	-	1	13	-	-
Karaoke	COTE D'AZUR	172	6	19	131	1	42	121	-	10
Café Complex	KAIKATSU CLUB, other*	359	22	9	368	20	11	466	100	2
Total		1,256	48	55	1,209	30	77	1,254	109	63
Capital Expenditures (Millions of yen)		9,344			10,477			14,150		

* Includes KAIKATSU FITNESS CLUB

(Millions of yen)

Capital Expenditures	FY3/18	FY3/19	YoY %	FY3/20 (Forecast)	YoY %
Fashion	2,202	2,348	106.6	780	33.2
Anniversaire and Bridal	359	480	133.8	800	166.5
Karaoke	1,780	333	18.8	138	41.3
Café Complex	3,826	5,095	133.1	11,902	233.6
Consolidated Total	9,344	10,477	112.1	14,150	135.0

(Millions of yen)

Depreciation	FY3/18	FY3/19	YoY %	FY3/20 (Forecast)	YoY %
Consolidated Total	8,459	8,229	97.3	8,700	105.7

Reference: Fashion Business

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

(%)

		1Q	2Q	First half	3Q	4Q	Second half	Full year
Sales	FY3/20 (forecast)	-0.7	3.2	0.9	-3.1	1.2	-0.5	0.0
	FY3/19	-3.3	-0.2	-2.0	-3.5	-1.6	-2.4	-2.2
Number of customers	FY3/20 (forecast)	-1.7	3.8	0.5	-5.9	1.2	-2.2	-1.0
	FY3/19	-5.9	0.3	-3.4	-2.9	-1.0	-1.9	-2.6
Sales per customer	FY3/20 (forecast)	1.0	-0.5	0.4	3.0	0.0	1.7	1.0
	FY3/19	2.7	-0.5	1.4	-0.6	-0.6	-0.5	0.4

(2) Number of units sold and unit prices of suits

		First half	YoY %	Second half	YoY %	Full year	YoY %
Number of units sold (in ten thousands)	FY3/19	42.2	94.5	82.5	97.1	124.7	96.2
	FY3/18	44.6	97.1	85.0	97.3	129.6	97.2
Unit price (thousands of yen)	FY3/19	25.2	97.7	25.6	98.1	25.5	97.7
	FY3/18	25.8	102.0	26.1	99.6	26.1	100.0

Reference: Anniversaire/Bridal Business

Number of couples married and Average sales per couples at existing stores※

		First half	YoY %	Second half	YoY %	Full year	YoY %
Number of couples married	FY3/20 (forecast)	2,559	94.0	2,966	104.4	5,525	99.3
	FY3/19	2,721	94.6	2,842	94.4	5,563	94.5
Average sales per couple (thousands of yen)	FY3/20 (forecast)	4,402	99.7	4,498	101.2	4,454	100.5
	FY3/19	4,417	99.9	4,445	99.4	4,432	99.7

※Stores except for the Fukuoka store which closed in December, 18

Reference: Entertainment Business

(1) Karaoke facility operations:

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

		1Q	2Q	First half	3Q	4Q	Second half	Full year
Sales	FY3/20 (forecast)	2.4	-0.7	0.7	-0.5	-2.1	-1.3	-0.3
	FY3/19	-0.7	0.9	0.1	-0.1	1.4	0.5	0.4
Number of customers	FY3/20 (forecast)	-0.5	-0.7	-0.6	-0.5	-2.0	-1.3	-0.9
	FY3/19	3.9	2.5	3.2	1.5	4.4	2.8	3.0
Sales per customer	FY3/20 (forecast)	2.9	0.0	1.4	0.0	-0.1	0.0	0.6
	FY3/19	-4.5	-1.6	-2.9	-1.6	-2.9	-2.2	-2.6

(2) Café complex operations :

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

		1Q	2Q	First half	3Q	4Q	Second half	Full year
Sales	FY3/20 (forecast)	4.5	0.6	2.4	1.9	0.7	1.3	1.8
	FY3/19	3.2	4.5	3.9	5.0	8.7	6.9	5.2
Number of customers	FY3/20 (forecast)	3.0	0.5	1.7	0.5	0.0	0.2	1.0
	FY3/19	2.4	3.7	3.1	5.0	6.6	5.8	4.3
Sales per customer	FY3/20 (forecast)	1.4	0.1	0.7	1.3	0.7	1.0	0.9
	FY3/19	0.7	0.8	0.8	0.0	2.0	1.0	0.9