

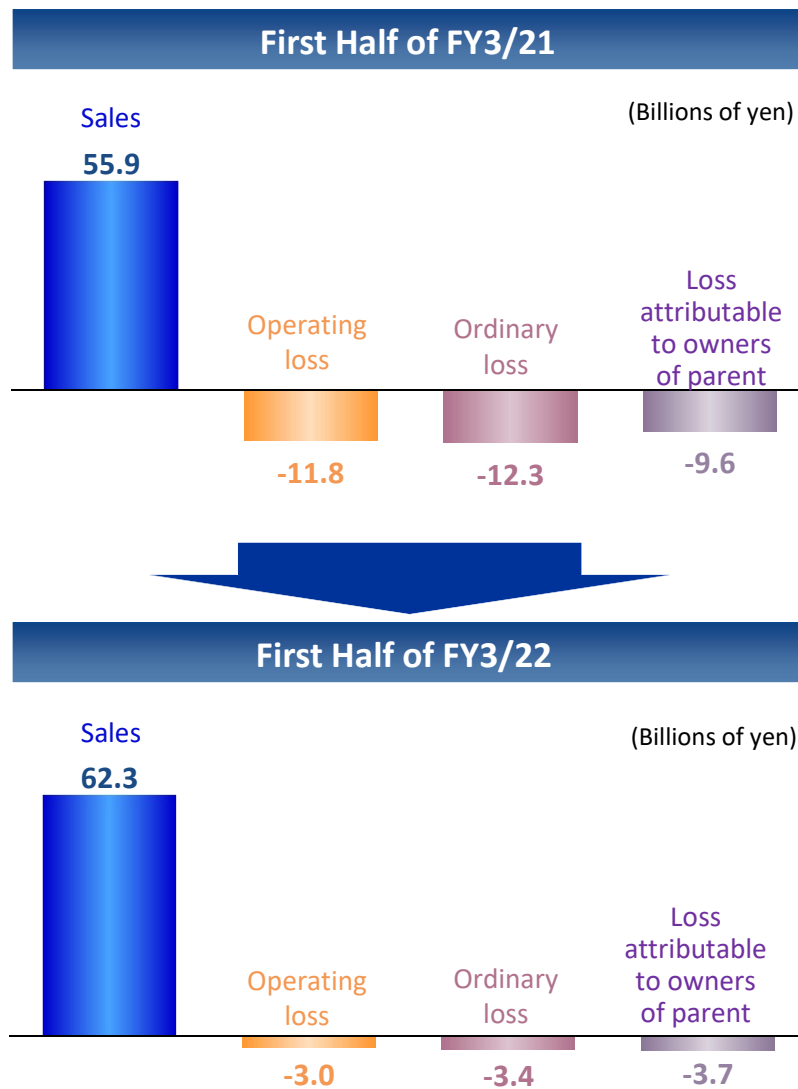
Supplementary Materials

for the First Half of the Fiscal Year Ending March 31, 2022

November 5, 2021
AOKI Holdings Inc.

First Half of FY3/22 Results

(Revenue recognition accounting standards are not applied retroactively to figures prior to the same period of the previous year)



Business climate

- Due to the spread of the COVID-19 Crisis, some prefectures have declared an emergency and extended priority measures such as prevention of spread
- Infected people are decreasing from the end of September
- Vaccination progresses
- People are slowly adjusting to new life styles

AOKI Group

- Impact of COVID-19 Crisis decreased compared to the previous year
- The number of temporarily closed stores has decreased except for karaoke
- New-store opened : 38stores, Store closed : 32stores
- Decrease in SG&A expenses in all business segments

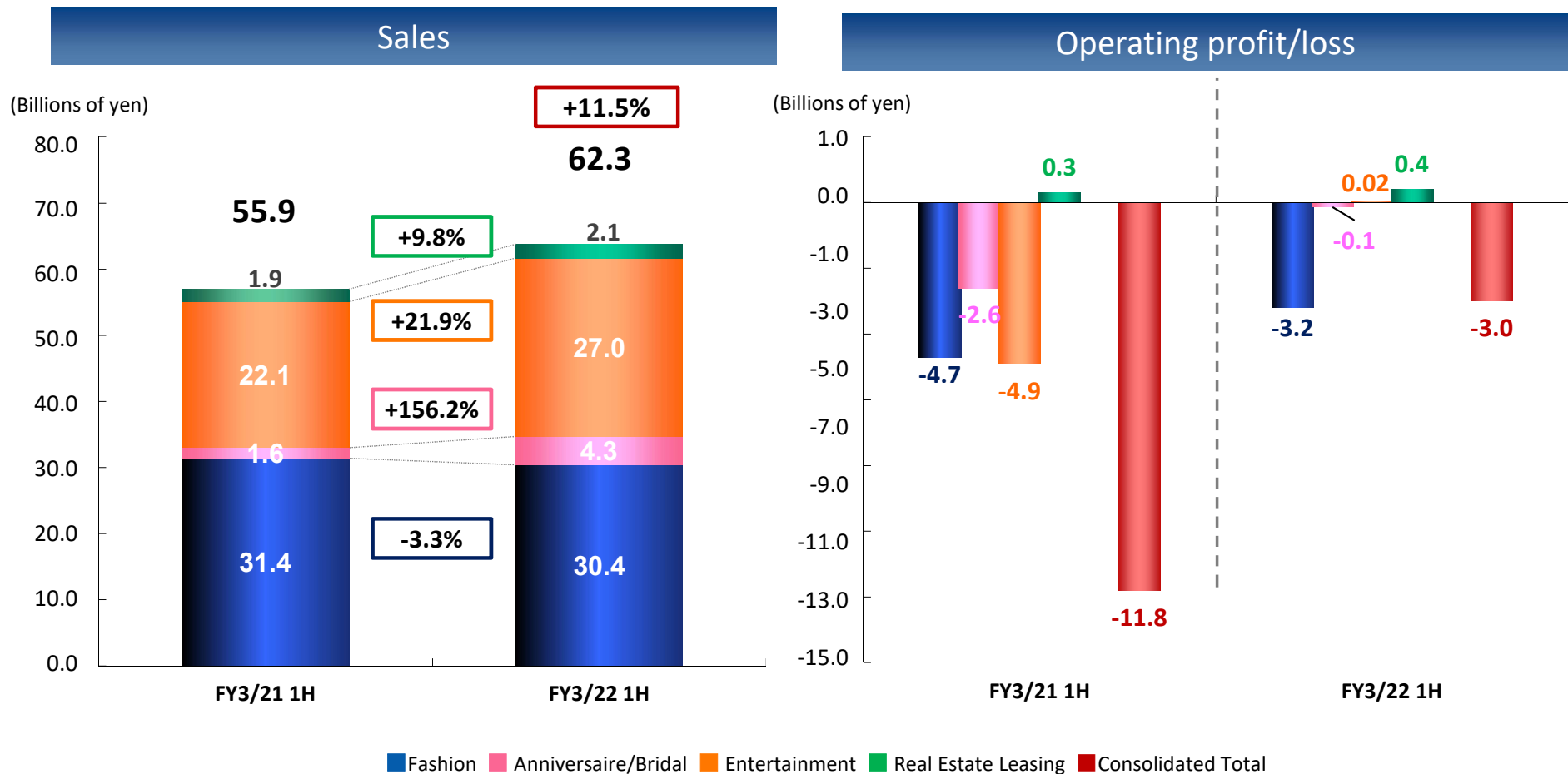
11.5% increase in sales and improved operating loss

First Half of FY3/22 Results by Segment

Fashion: Sales decreased due to regional expansion such as a state of emergency, operating loss improved by reducing SG & A expenses

ANNIVERSAIRE/Bridal: Increased sales and profits due to an increase in the number of weddings

Entertainment: Increased sales and profits due to reduced impact of COVID-19 Crisis and contribution from new store openings



Impact of COVID-19

Business Segment	Change in Existing-store Performance vs. First Half of FY3/21 And vs. First Half of FY3/20	Number of stores closed after declaration of a state of emergency and other effects
Fashion	<p>Vs. First Half of FY3/21 <u>Sales: down 5.5%</u></p> <p>Vs. First Half of FY3/20 <u>Sales: down 23.7%</u></p>	<ul style="list-style-type: none"> • Number of stores closed for 5 days or more including Saturday and Sunday (April : 26stores, May : 33stores, June : 18stores) • New-store opened : 1store , store closed :10stores • Due to the reaction to mask sales and sale implementation in the same period of the previous year Number of customers: down 16.3% (Vs. 1H of FY3/21) Sales per customer: up 12.9%(Vs. 1H of FY3/21)
Anniversaire and Bridal	<p>Vs. First Half of FY3/21 <u>Sales: up 169.4%</u></p> <p>Vs. First Half of FY3/20 <u>Sales: down 59.1%</u></p>	<ul style="list-style-type: none"> • Weddings and receptions were canceled last year (April 7- May 31) at all facilities • Number of coupled married in Existing-store : 1,320 (Vs.1H of FY3/21 : +1,052, Vs.1H of FY3/20: -697) • Store closed: 1store(Tokyo Bay Store)
Entertainment	<p>Vs. First Half of FY3/21 <u>Sales: up 14.0%</u></p> <p>Vs. First Half of FY3/20 <u>Sales: down 19.4%</u></p>	<ul style="list-style-type: none"> • Number of facilities closed for 5 days or more including Saturday and Sunday (April : 33stores, May : 42stores, June : 41stores July: 21stores, August : 86stores, September : 86stores) • Short-time business and discontinuation of alcohol provision in the target • Karaoke Cote d'Azur has a big influence • New-store opened : 37stores, store closed : 21stores

Consolidated Profit and Loss

(Millions of yen)

Account/Period	First Half of FY3/20	First Half of FY3/21	First Half of FY3/22	Change	YoY %	Major Components
Sales	82,795	55,952	62,382	6,429	111.5	Sales of Bridal Business and Entertainment Business increased due to reduced impact of COVID-19 Crisis
Gross profit Gross profit margin	32,231 38.9%	13,765 24.6%	21,044 33.7%	7,279 +9.1pt	152.9	Increase in gross profit margin by 2.9pt in the Fashion Business Gross profit in Bridal Business and entertainment business improved positively
Selling, general and administrative expenses	31,854	25,651	24,139	-1,511	94.1	Lower expenses in each business
Operating profit(loss) Operating margin	377 0.5%	-11,885 -	-3,094 -	8,790 -	-	
Non-operating profit	173	172	117	-55	68.2	
Non-operating expenses	1,047	685	459	-226	67.0	Loss on retirement of fixed assets
Ordinary loss	-496	-12,397	-3,436	8,961	-	
Extraordinary gains	205	568	484	-83	85.3	Subsidies for employment adjustment
Extraordinary losses	861	2,599	1,980	-619	76.2	Loss due to temporary closure
Loss attributable to owners of parent	-988	-9,661	-3,776	5,885	-	

Assumptions

- ◆ Depreciation: ¥4,649 million (including lease assets of ¥1,061 million)
- ◆ YoY existing-store sales: -5.5% for Fashion, 14.0% for Entertainment (16.0% for KAIKATSU CLUB, -8.5% for COTE D'AZUR)

First Half of FY3/22 Consolidated Business Results

(Millions of yen unless otherwise stated)

	First Half of FY3/20	%	First Half of FY3/21	%	First Half of FY3/22	%	YoY change	YoY %
Sales	82,795	100.0	55,952	100.0	62,382	100.0	6,429	111.5
Fashion	42,580	100.0	31,480	100.0	30,433	100.0	-1,047	96.7
Anniversaire / Bridal	11,282	100.0	1,679	100.0	4,302	100.0	2,623	256.2
Entertainment	28,327	100.0	22,156	100.0	27,010	100.0	4,854	121.9
KAIKATSU CLUB	21,067	100.0	18,031	100.0	23,273	100.0	5,241	129.1
COTE D'AZUR	7,013	100.0	3,345	100.0	2,220	100.0	-1,125	66.4
FIT24	246	100.0	779	100.0	1,517	100.0	737	194.7
Real Estate Leasing	1,727	100.0	1,930	100.0	2,120	100.0	189	109.8
Gross profit	32,231	38.9	13,765	24.6	21,044	33.7	7,279	152.9
Fashion	24,896	58.5	16,785	53.3	17,099	56.2	314	101.9
Anniversaire / Bridal	2,598	23.0	-1,328	—	924	21.5	2,252	—
Entertainment	4,511	15.9	-1,909	—	2,763	10.2	4,673	—
KAIKATSU CLUB(including FIT24)	3,428	16.1	-1,339	—	3,077	12.4	4,417	—
COTE D'AZUR	1,082	15.4	-569	—	-313	—	255	—
Real Estate Leasing	322	18.7	372	19.3	433	20.5	61	116.5
SG&A expenses	31,854	38.5	25,651	45.8	24,139	38.7	-1,511	94.1
Fashion	26,273	61.7	21,582	68.6	20,342	66.8	-1,240	94.3
Anniversaire / Bridal	2,632	23.3	1,311	78.1	1,072	24.9	-238	81.8
Entertainment	3,084	10.9	3,075	13.9	2,734	10.1	-340	88.9
KAIKATSU CLUB(including FIT24)	2,432	11.4	2,629	14.0	2,433	9.8	-195	92.6
COTE D'AZUR	651	9.3	445	13.3	300	13.5	-144	67.5
Operating profit(loss)	377	0.5	-11,885	—	-3,094	—	8,790	—
Fashion	-1,377	—	-4,797	—	-3,242	—	1,555	—
Anniversaire / Bridal	-34	—	-2,640	—	-148	—	2,491	—
Entertainment	1,427	5.0	-4,984	—	29	0.1	5,013	—
KAIKATSU CLUB(including FIT24)	996	4.7	-3,969	—	644	2.6	4,613	—
COTE D'AZUR	430	6.1	-1,014	—	-614	—	400	—
Real Estate Leasing	322	18.7	372	19.3	433	20.5	61	116.5
Ordinary loss	-496	—	-12,397	—	-3,436	—	8,961	—
Loss attributable to owners of parent	-988	—	-9,661	—	-3,776	—	5,885	—

Second Quarter of FY3/22 Consolidated Business Results

(Millions of yen unless otherwise stated)

	Second quarter of FY3/20	%	Second quarter of FY3/21	%	Second Quarter of FY3/22	%	YoY change	YoY %
Sales	39,461	100.0	29,748	100.0	29,477	100.0	-271	99.1
Fashion	18,398	100.0	14,885	100.0	13,068	100.0	-1,816	87.8
Anniversaire / Bridal	5,690	100.0	1,425	100.0	1,847	100.0	421	129.6
Entertainment	15,065	100.0	13,133	100.0	14,248	100.0	1,115	108.5
KAIKATSU CLUB	11,293	100.0	10,556	100.0	12,461	100.0	1,904	118.0
COTE D'AZUR	3,626	100.0	2,089	100.0	955	100.0	-1,134	45.7
FIT24	145	100.0	486	100.0	832	100.0	345	171.0
Real Estate Leasing	880	100.0	958	100.0	1,066	100.0	108	111.3
Gross profit	14,998	38.0	7,726	26.0	9,728	33.0	2,001	125.9
Fashion	10,967	59.6	8,323	55.9	7,346	56.2	-977	88.3
Anniversaire / Bridal	1,263	22.2	-671	—	278	15.1	950	—
Entertainment	2,633	17.5	-55	—	2,016	14.1	2,072	—
KAIKATSU CLUB(including FIT24)	2,021	17.7	180	1.6	2,134	16.1	1,954	—
COTE D'AZUR	612	16.9	-236	—	-118	—	117	—
Real Estate Leasing	200	22.7	177	18.5	185	17.4	8	104.8
SG&A expenses	14,848	37.6	12,045	40.5	11,365	38.6	-680	94.4
Fashion	11,949	64.9	10,176	68.4	9,419	72.1	-757	92.6
Anniversaire / Bridal	1,262	22.2	644	45.2	524	28.4	-119	81.4
Entertainment	1,670	11.1	1,403	10.7	1,432	10.1	28	102.1
KAIKATSU CLUB(including FIT24)	1,348	11.8	1,168	10.6	1,313	9.9	144	112.4
COTE D'AZUR	321	8.9	235	11.2	118	12.4	-116	50.6
Operating profit(loss)	149	0.4	-4,318	—	-1,636	—	2,682	—
Fashion	-982	—	-1,853	—	-2,072	—	-219	—
Anniversaire / Bridal	0	0.0	-1,315	—	-245	—	1,069	—
Entertainment	963	6.4	-1,459	—	583	4.1	2,043	—
KAIKATSU CLUB(including FIT24)	672	5.9	-988	—	821	6.2	1,809	—
COTE D'AZUR	290	8.0	-471	—	-237	—	233	—
Real Estate Leasing	200	22.7	177	18.5	185	17.4	8	104.8
Ordinary loss	-370	—	-4,630	—	-1,852	—	2,777	—
Loss attributable to owners of parent	-700	—	-3,231	—	-2,037	—	1,194	—

Consolidated Forecast

(Millions of yen)

Account/Period	FY3/20	FY3/21	FY3/22 (Initial forecast)	FY3/22 (Forecast)	Change	YoY %	Major Components
Net sales	180,220	143,169	169,350	156,500	13,330	109.3	Increased sales in each business
Gross profit Gross profit margin	72,483 40.2%	48,364 33.8%	63,150 37.3%	59,900 38.3%	11,535 +4.5pt	123.9	Increase in gross profit margin by 1.4pt in the Fashion Business and by 11.7pt in the Entertainment Business Gross profit in Bridal Business improved positively
Selling, general and administrative expenses	65,833	54,157	58,150	54,900	742	101.4	
Operating profit (loss) Operating margin	6,649 3.7%	-5,793 -	5,000 3.0%	5,000 3.2%	10,793	-	
Non-operating profit	557	365	200	200	-165	54.7	
Non-operating expenses	1,705	1,178	1,100	1,100	-78	93.3	Penalty income
Ordinary profit (loss)	5,501	-6,606	4,100	4,100	10,706	-	
Extraordinary gains	170	767	300	1,420	652	185.1	Subsidies for employment adjustment
Extraordinary losses	3,964	5,775	1,800	2,650	-3,125	45.9	Temporary closure and Impairment loss
Profit (loss) attributable to owners of parent	447	-11,931	1,300	1,300	13,231	-	

Assumptions

- ◆ Depreciation: ¥9,550 million (including lease assets of ¥2,236 million)
- ◆ YoY existing-store sales: 0.8% for Fashion, 18.2% for Entertainment (16.5% for KAIKATSU CLUB, 30.4% for COTE D'AZUR)

FY3/22 Consolidated Forecast

(Millions of yen unless otherwise stated)

	FY3/20	%	FY3/21	%	FY3/22 (Initial Forecast)	%	FY3/22 (forecast)	%	YoY change	YoY %
Sales	180,220	100.0	143,169	100.0	169,350	100.0	156,500	100.0	13,330	109.3
Fashion	98,352	100.0	85,387	100.0	90,500	100.0	85,400	100.0	12	100.0
Anniversaire / Bridal	22,270	100.0	8,033	100.0	10,850	100.0	9,700	100.0	1,666	120.7
Entertainment	58,388	100.0	48,499	100.0	66,550	100.0	60,000	100.0	11,500	123.7
KAIKATSU CLUB	43,109	100.0	39,379	100.0	51,609	100.0	48,830	100.0	9,450	124.0
COTE D'AZUR	14,108	100.0	7,067	100.0	10,850	100.0	7,700	100.0	632	109.0
FIT24	1,170	100.0	2,053	100.0	4,091	100.0	3,470	100.0	1,416	169.0
Real Estate Leasing	3,624	100.0	3,876	100.0	4,000	100.0	4,270	100.0	393	110.1
Gross profit	72,483	40.2	48,364	33.8	63,150	37.3	59,900	38.3	11,535	123.9
Fashion	57,695	58.7	48,483	56.8	51,840	57.3	49,690	58.2	1,206	102.5
Anniversaire / Bridal	5,426	24.4	-627	—	3,130	28.8	2,600	26.8	3,227	—
Entertainment	8,903	15.2	102	0.2	7,514	11.3	7,113	11.9	7,010	—
KAIKATSU CLUB(including FIT24)	6,544	14.8	787	1.9	6,534	11.7	6,883	13.2	6,095	874.4
COTE D'AZUR	2,358	16.7	-685	—	980	9.0	230	3.0	915	—
Real Estate Leasing	668	18.5	678	17.5	850	21.3	850	19.9	171	125.2
SG&A expenses	65,833	36.5	54,157	37.8	58,150	34.3	54,900	35.1	742	101.4
Fashion	54,809	55.7	46,984	55.0	48,840	54.0	46,690	54.7	-294	99.4
Anniversaire / Bridal	4,987	22.4	2,460	30.6	2,830	26.1	2,300	23.7	-160	93.5
Entertainment	6,231	10.7	5,292	10.9	6,014	9.0	5,613	9.4	320	106.0
KAIKATSU CLUB(including FIT24)	4,925	11.1	4,519	10.9	4,864	8.7	4,829	9.2	309	106.9
COTE D'AZUR	1,305	9.3	773	10.9	1,150	10.6	784	10.2	10	101.3
Operating profit(loss)	6,649	3.7	-5,793	—	5,000	3.0	5,000	3.2	10,793	—
Fashion	2,886	2.9	1,499	1.8	3,000	3.3	3,000	3.5	1,500	200.1
Anniversaire / Bridal	439	2.0	-3,088	—	300	2.8	300	3.1	3,388	—
Entertainment	2,672	4.6	-5,190	—	1,500	2.3	1,500	2.5	6,690	—
KAIKATSU CLUB(including FIT24)	1,618	3.7	-3,732	—	1,670	3.0	2,054	3.9	5,786	—
COTE D'AZUR	1,053	7.5	-1,458	—	-170	—	-554	—	904	—
Real Estate Leasing	668	18.5	678	17.5	850	21.3	850	19.9	171	125.2
Ordinary profit(loss)	5,501	3.1	-6,606	—	4,100	2.4	4,100	2.6	10,706	—
Profit(loss) attributable to owners of parent	447	0.2	-11,931	—	1,300	0.8	1,300	0.8	13,231	—

Second Half of FY3/22 Consolidated Forecast

(Millions of yen unless otherwise stated)

	Second Half of FY3/20	%	Second Half of FY3/21	%	Second half of FY3/22 (Initial Forecast)	%	Second Half of FY3/22 (forecast)	%	YoY change	YoY %
Sales	97,425	100.0	87,216	100.0	98,270	100.0	94,117	100.0	6,900	107.9
Fashion	55,772	100.0	53,907	100.0	57,050	100.0	54,966	100.0	1,059	102.0
Anniversaire / Bridal	10,988	100.0	6,354	100.0	5,070	100.0	5,397	100.0	-957	84.9
Entertainment	30,061	100.0	26,343	100.0	35,350	100.0	32,989	100.0	6,646	125.2
KAIKATSU CLUB	22,041	100.0	21,347	100.0	26,528	100.0	25,556	100.0	4,209	119.7
COTE D'AZUR	7,095	100.0	3,721	100.0	6,320	100.0	5,479	100.0	1,758	147.2
FIT24	924	100.0	1,274	100.0	2,502	100.0	1,952	100.0	678	153.3
Real Estate Leasing	1,896	100.0	1,945	100.0	2,050	100.0	2,149	100.0	203	110.5
Gross profit	40,251	41.3	34,598	39.7	39,450	40.1	38,855	41.3	4,256	112.3
Fashion	32,799	58.8	31,697	58.8	32,640	57.2	32,590	59.3	892	102.8
Anniversaire / Bridal	2,828	25.7	701	11.0	1,430	28.2	1,675	31.0	974	239.0
Entertainment	4,392	14.6	2,011	7.6	5,024	14.2	4,349	13.2	2,337	216.2
KAIKATSU CLUB(including FIT24)	3,115	13.6	2,126	9.4	3,824	13.2	3,805	13.8	1,678	178.9
COTE D'AZUR	1,276	18.0	-115	—	1,200	19.0	543	9.9	659	—
Real Estate Leasing	346	18.3	306	15.7	450	22.0	416	19.4	109	135.8
SG&A expenses	33,979	34.9	28,506	32.7	31,350	31.9	30,760	32.7	2,254	107.9
Fashion	28,535	51.2	25,401	47.1	26,520	46.5	26,347	47.9	946	103.7
Anniversaire / Bridal	2,355	21.4	1,149	18.1	1,370	27.0	1,227	22.7	77	106.8
Entertainment	3,147	10.5	2,217	8.4	3,089	8.7	2,878	8.7	660	129.8
KAIKATSU CLUB(including FIT24)	2,493	10.9	1,889	8.4	2,445	8.4	2,395	8.7	505	126.8
COTE D'AZUR	653	9.2	328	8.8	644	10.2	483	8.8	155	147.3
Operating profit(loss)	6,271	6.4	6,092	7.0	8,100	8.2	8,094	8.6	2,002	132.9
Fashion	4,264	7.6	6,296	11.7	6,120	10.7	6,242	11.4	-54	99.1
Anniversaire / Bridal	473	4.3	-448	—	60	1.2	448	8.3	896	—
Entertainment	1,245	4.1	-206	—	1,935	5.5	1,470	4.5	1,676	—
KAIKATSU CLUB(including FIT24)	622	2.7	237	1.0	1,379	4.8	1,409	5.1	1,172	593.8
COTE D'AZUR	622	8.8	-444	—	556	8.8	60	1.1	504	—
Real Estate Leasing	346	18.3	306	15.7	450	22.0	416	19.4	109	135.8
Ordinary profit	5,998	6.2	5,791	6.6	7,600	7.7	7,536	8.0	1,744	130.1
Profit(loss) attributable to owners of parent	1,436	1.5	-2,269	—	3,850	3.9	5,076	5.4	7,346	—

Number of Stores Opened/Closed, Capital Expenditures, Depreciation

(Number of stores)

Business Segment	Stores/Facilities	First Half of FY3/21			First Half of FY3/22		
		Number of Stores	Opened	Closed	Number of Stores	Opened	Closed
Fashion	AOKI	514	—	5	507	—	6
	ORIHICA	120	3	2	113	1	4
Anniversaire and Bridal	ANNIVERSAIRE	13	—	—	11	—	1
Entertainment	KAIKATSU CLUB	496	49	2	498	19	17
	COTE D'AZUR	118	—	5	113	—	4
	FIT24	46	17	1	64	18	—
Total		1,307	69	15	1,306	38	32

(Millions of yen)

Capital Expenditures	First Half of FY3/21	First Half of FY3/22	YoY%
Fashion	449	483	107.7
Anniversaire and Bridal	76	5	7.0
Entertainment	10,533	3,974	37.7
KAIKATSU CLUB	8,921	1,226	13.7
COTE D'AZUR	270	74	27.5
FIT24	1,341	2,673	199.3
Consolidated Total	11,069	4,629	41.8

(Millions of yen)

Depreciation	First Half of FY3/21	First Half of FY3/22	YoY %
Consolidated Total	4,703	4,649	98.8

Outlook for Store Openings/Closings, Capital Expenditures and Depreciation

(Number of stores)

Business Segment	Stores/Facilities	FY3/21			FY3/22(Forecast)		
		Number of Stores	Opened	Closed	Number of Stores	To be opened	To be closed
Fashion	AOKI	512	—	7	502	1	12
	ORIHICA	116	3	6	106	1	11
Anniversaire and Bridal	ANNIVERSAIRE	12	—	1	10	—	2
Entertainment	KAIKATSU CLUB	496	50	3	505	29	20
	COTE D'AZUR	117	—	6	113	—	4
	FIT24	46	18	2	91	45	—
Total		1,299	71	25	1,327	76	49

(Millions of yen)

Capital Expenditures	FY3/21	FY3/22(Forecast)	YoY%
Fashion	988	700	70.8
Anniversaire and Bridal	70	20	28.5
Entertainment	15,220	6,336	41.6
KAIKATSU CLUB	11,758	3,426	29.1
COTE D'AZUR	740	209	28.3
FIT24	2,721	2,700	99.2
Consolidated Total	16,402	7,350	44.8

(Millions of yen)

Depreciation	FY3/21	FY3/22(Forecast)	YoY %
Consolidated Total	9,380	9,550	101.8

Reference: First Half of FY3/22 Fashion Business Performance

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

(%)

		1Q (results)	2Q (results)	First half (results)	3Q (forecast)	4Q (forecast)	Second half (forecast)	Full year (forecast)
Sales	FY3/22 (1H results + 2H forecast)	-0.8	-10.5	-5.5	2.0	6.0	4.4	0.8
	FY3/21(results)	-20.9	-16.9	-19.0	-3.0	-1.4	-2.0	-9.0
	Vs FY3/20	-22.1	-25.7	-23.7	-1.5	4.1	1.9	-8.9
Number of customers	FY3/22 (1H results + 2H forecast)	-8.9	-23.5	-16.3	0.0	2.9	1.5	-6.8
	FY3/21(results)	-4.6	9.1	1.9	5.8	0.0	2.8	2.4
	Vs FY3/20	-13.9	-16.8	-15.2				
Sales per customer	FY3/22 (1H results + 2H forecast)	8.9	17.0	12.9	2.0	3.0	2.9	8.1
	FY3/21(results)	-17.1	-23.9	-20.5	-8.4	-1.4	-4.7	-11.1
	Vs FY3/20	-9.5	-10.8	-10.1				

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

		First half	YoY %	Second half	YoY %	Full year	YoY %
Number of units sold (in thousands)	FY3/22	260	91.6				
	FY3/21	284	71.6	620	95.8	903	86.6
Unit price (thousands of yen)	FY3/22	23.6	111.3				
	FY3/21	21.2	83.5	23.6	95.5	22.8	91.2

Reference: First Half of FY3/22 Anniversaire and Bridal Business Performance

Change in existing-store sales, number of couples

		First half (results)	YoY %	Second half (forecast)	YoY %	Full year (forecast)	YoY %
Number of couples married/planned for marrying	FY3/22 (1H results + 2H forecast)	1,320	492.5	1,451	127.4	2,771	196.9
	FY3/21(results)	268	13.3	1,139	60.1	1,407	36.0
	FY3/20(results)	2,017	96.4	1,894	86.7	3,911	91.4

Reference: First Half of FY3/22 Entertainment Business Performance

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

(%)

		1Q (results)	2Q (results)	First half (results)	3Q (forecast)	4Q (forecast)	Second half (forecast)	Full year (forecast)
Sales	FY3/22 (1H results + 2H forecast)	20.7	9.3	14.0	15.5	27.6	21.6	18.2
	FY3/21(results)	-31.2	-26.1	-28.2	-24.5	-25.1	-24.8	-26.4
	Vs FY3/20	-20.7	-18.5	-19.4	-13.0	-2.0	-7.5	-13.0
Number of customers	FY3/22 (1H results + 2H forecast)	23.1	7.6	13.8	8.9	17.6	13.3	13.5
	FY3/21(results)	-28.2	-18.7	-22.7	-13.3	-17.9	-15.6	-19.1
	Vs FY3/20	-15.0	-11.8	-13.2				
Sales per customer	FY3/22 (1H results + 2H forecast)	-1.9	1.6	0.1	6.1	8.5	7.3	4.1
	FY3/21(results)	-4.1	-9.2	-7.1	-12.9	-8.8	-10.9	-9.1
	Vs FY3/20	-6.7	-7.6	-7.2				

Reference: First Half of FY3/22 Entertainment Business Performance

(2)KAIKATSU CLUB: Change in existing-store sales, number of customers and sales per customer at existing stores

(%)

		1Q (results)	2Q (results)	First half (results)	3Q (forecast)	4Q (forecast)	Second half (forecast)	Full year (forecast)
Sales	FY3/22 (1H results + 2H forecast)	23.2	11.1	16.0	14.2	19.2	16.8	16.5
	FY3/21(results)	-30.3	-22.7	-26.0	-19.7	-18.4	-19.0	-22.5
	Vs FY3/20	-17.5	-15.3	-16.2	-8.5	-1.4	-4.9	-10.6
Number of customers	FY3/22 (1H results + 2H forecast)	24.2	8.2	14.6	10.3	15.8	13.1	13.8
	FY3/21(results)	-27.0	-15.1	-20.4	-9.1	-14.2	-11.8	-16.0
	Vs FY3/20	-12.5	-9.2	-10.6				
Sales per customer	FY3/22 (1H results + 2H forecast)	-0.8	2.7	1.2	3.5	2.9	3.3	2.3
	FY3/21(results)	-4.5	-9.0	-7.2	-11.6	-4.8	-8.2	-7.7
	Vs FY3/20	-5.7	-6.7	-6.3				

Reference: First Half of FY3/22 Entertainment Business Performance

(3)COTE D'AZUR: Change in existing-store sales, number of customers and sales per customer at existing stores

(%)

		1Q (results)	2Q (results)	First half (results)	3Q (forecast)	4Q (forecast)	Second half (forecast)	Full year (forecast)
Sales	FY3/22 (1H results + 2H forecast)	-5.6	-10.6	-8.5	21.0	86.0	46.8	30.4
	FY3/21(results)	-36.2	-37.2	-36.9	-37.4	-48.5	-42.4	-40.0
	Vs FY3/20	-43.9	-42.4	-43.1	-24.2	-4.0	-15.2	-23.0
Number of customers	FY3/22 (1H results + 2H forecast)	9.6	-0.7	3.5	2.5	25.9	14.0	11.6
	FY3/21(results)	-36.1	-32.9	-34.0	-28.9	-33.8	-31.2	-32.5
	Vs FY3/20	-35.7	-33.5	-34.5				
Sales per customer	FY3/22 (1H results + 2H forecast)	-13.8	-10.0	-11.6	18.0	47.7	28.8	16.9
	FY3/21(results)	-0.2	-6.4	-4.5	-11.9	-22.2	-16.2	-11.2
	Vs FY3/20	-12.8	-13.5	-13.1				