

Supplementary Materials

Fiscal Year Ended March 31, 2022

AOKI Holdings Inc.

May 12, 2022

FY3/22 Results

Higher consolidated sales and earnings for the first time in four years (sales up 8.2%, operating profit improvement of 11.2 billion yen)

First half earnings exceeded the forecast (operating profit by 400 million yen, net income by 1,200 million yen)



• Figures for FY3/21 have not been retrospectively adjusted for revenue recognition accounting standards.

Business climate

- States of emergency and safety measures as the severity of the pandemic increased
- The number of COVID-19 cases in Japan began to decrease in late September 2021 but then started to climb rapidly in January 2022 because of the new variant
- Progress with vaccinations
- People become accustomed to new lifestyles

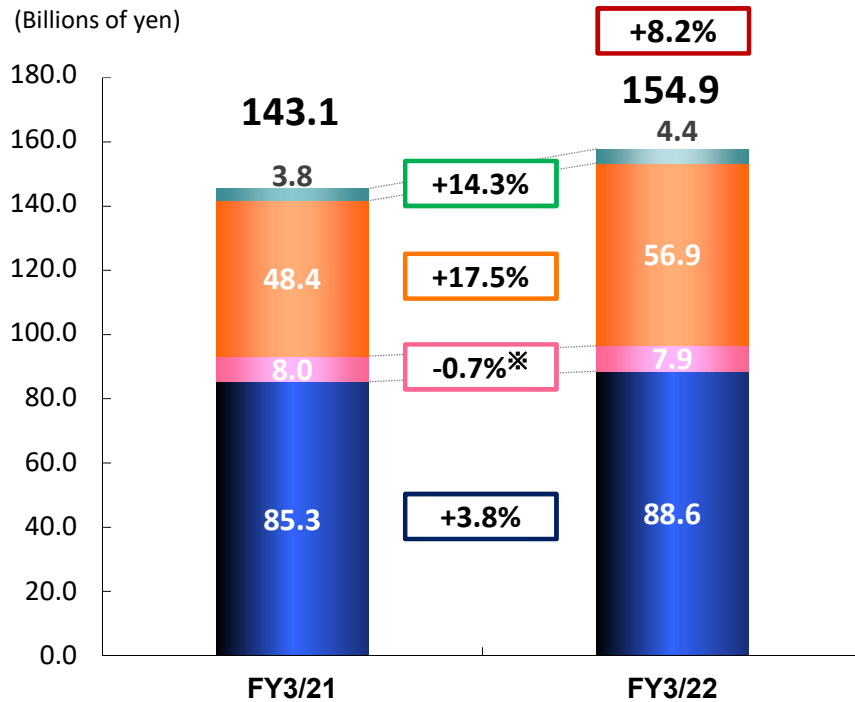
AOKI Group

- Smaller impact of the pandemic than in FY3/21 in all businesses, but some businesses were impacted by the rapid spread of the new variant
- Started selling new products and services that reflect new lifestyles
- The AOKI Group opened 76 stores and closed 48 stores for conversions to different formats or to improve operating efficiency
- Continuing to implement cost controls

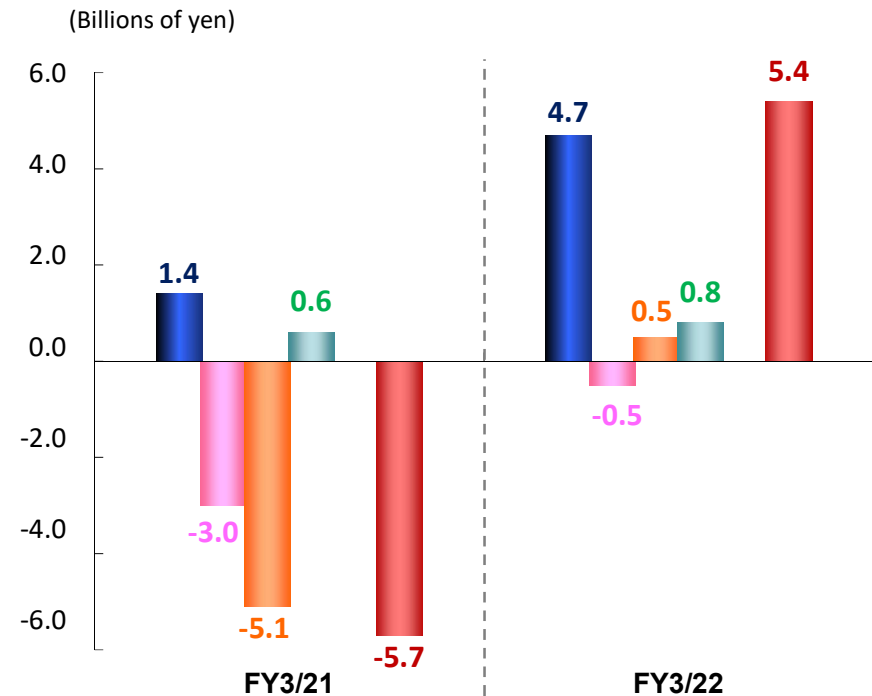
FY3/22 Results by Segment

Fashion	Sales and earnings increased because of a strong 4Q performance and the declining impact of the pandemic throughout FY3/22
Anniversaire and Bridal	The number of weddings and earnings increased, partly because there were no suspensions of operations
Entertainment	Higher sales and earnings as the number of temporary store closings decreased, new stores were opened and the impact of the pandemic decreased slightly

Sales



Operating profit/loss



■ Fashion ■ Anniversaire/Bridal ■ Entertainment ■ Real Estate Leasing ■ Consolidated Total

※Large impact of application of revenue recognition accounting standards.

• Figures for FY3/21 have not been retrospectively adjusted for revenue recognition accounting standards.

Effects of COVID-19 in Business Segments

Business Segment	Change in Existing-store Performance vs. FY3/21 And vs. FY3/20	Number of stores closed for 5 days or more (including Saturday and Sunday)	Effects of the COVID-19 Crisis and others	
Fashion	Vs. FY3/21 Sales: up 4.6% Vs. FY3/20 Sales: down 5.5%	April : 26 May : 33 June : 18	Effects of the COVID-19 Crisis	<ul style="list-style-type: none"> Declined throughout FY3/22
			Products	<ul style="list-style-type: none"> Strong sales in some market sectors (coming-of-age ceremony apparel, the “freshers” apparel for first-year students and employees) Strong sales of pajama suits and women’s apparel
			Opened/Closed	<ul style="list-style-type: none"> 2 stores/21 stores
Anniversaire and Bridal	Vs. FY3/21 Sales: up* 21.8% Vs. FY3/20 Sales: down 57.9%*	—	Effects of the COVID-19 Crisis	<ul style="list-style-type: none"> No weddings/receptions between April 7 and May 31, 2020. No suspensions of operations during FY3/22 and the number of weddings increased, although the omicron variant had an effect on the volume of business.
			Service	<ul style="list-style-type: none"> Increase of Family Weddings and Photo Weddings
			Closed	<ul style="list-style-type: none"> 2 facilities (Tokyo Bay, Kobe)
Entertainment	Vs. FY3/21 Sales: up 11.9% Vs. FY3/20 Sales: down 17.6%	April : 33 May : 42 June : 41 July : 21 August : 86 September : 86 Short-time business stores occur each time	Effects of the COVID-19 Crisis	<ul style="list-style-type: none"> Resumed operations at all locations on October 1, 2021 Although the impact of the pandemic is declining, the rapid spread of the omicron variant affected operations (some locations reduced operating hours)
			Service	<ul style="list-style-type: none"> Using the Japan Anywhere Office Project to promote the use of café complexes as places for telework and studying
			Opened/Closed	<ul style="list-style-type: none"> 74 stores/25 stores

※Large impact of application of revenue recognition accounting standards.

•Figures for FY3/21 and FY3/20 have not been retrospectively adjusted for revenue recognition accounting standards.

Major Changes in Consolidated Profit and Loss

• Figures for FY3/20 and FY3/21 have not been retrospectively adjusted for revenue recognition accounting standards.

(Millions of yen)

Account/Period	FY3/20	FY3/21	FY3/22	Change	YoY %	Major Components
Net sales	180,220	143,169	154,916	11,746	108.2	Higher sales in the Fashion Business and the Entertainment Business as the impact of the COVID-19 pandemic wanes to some extent and due to other factors
Gross profit Gross profit margin	72,483 40.2%	48,364 33.8%	59,636 38.5%	11,272 +4.7pt	123.3	Gross profit margin up by 1.3pt in the Fashion Business and up by 10.3pt in the Entertainment Business. Bridal Business move into the black
Selling, general and administrative expenses	65,833	54,157	54,193	36	100.1	
Operating profit (loss) Operating margin	6,649 3.7%	-5,793 —	5,443 3.5%	11,236	—	
Non-operating profit	557	365	269	-96	73.6	
Non-operating expenses	1,705	1,178	1,351	172	114.7	
Ordinary profit(loss)	5,501	-6,606	4,360	10,967	—	
Extraordinary income	170	767	5,962	5,195	777.3	Increase in gain on sale of non-current assets and subsidies for employment adjustment
Extraordinary losses	3,964	5,775	4,618	-1,157	80.0	Decrease in loss, loss on valuation of investment securities and loss due to temporary closure Increase in impairment loss
Profit(loss) attributable to owners of parent	447	-11,931	2,563	14,495	—	
Net profit(loss) per share (yen)	5.23	-140.77	30.21	170.98	—	

◆ Depreciation: ¥9,361 million (including lease assets of ¥2,144 million)

◆ YoY existing-store sales: 4.6% for Fashion, 11.9% for Entertainment (11.9% for KAIKATSU CLUB, 11.8% for COTE D'AZUR)

FY3/22 Consolidated Business Results

• Figures for FY3/20 and FY3/21 have not been retrospectively adjusted for revenue recognition accounting standards.

(Millions of yen unless otherwise stated)

	FY3/20	%	FY3/21	%	FY3/22	%	YoY change	YoY %
Sales	180,220	100.0	143,169	100.0	154,916	100.0	11,746	108.2
Fashion	98,352	100.0	85,387	100.0	88,642	100.0	3,254	103.8
Anniversaire / Bridal	22,270	100.0	8,033	100.0	7,976	100.0	-56	99.3
Entertainment	58,388	100.0	48,499	100.0	56,993	100.0	8,494	117.5
KAIKATSU CLUB	43,109	100.0	39,379	100.0	46,932	100.0	7,553	119.2
COTE D'AZUR	14,108	100.0	7,067	100.0	6,635	100.0	-431	93.9
FIT24	1,170	100.0	2,053	100.0	3,425	100.0	1,372	166.8
Real Estate Leasing	3,624	100.0	3,876	100.0	4,429	100.0	553	114.3
Gross profit	72,483	40.2	48,364	33.8	59,636	38.5	11,272	123.3
Fashion	57,695	58.7	48,483	56.8	51,503	58.1	3,019	106.2
Anniversaire / Bridal	5,426	24.4	-627	—	1,623	20.3	2,250	—
Entertainment	8,903	15.2	102	0.2	6,002	10.5	5,900	—
KAIKATSU CLUB(including FIT24)	6,544	14.8	787	1.9	6,076	12.1	5,289	772.0
COTE D'AZUR	2,358	16.7	-685	—	-74	—	610	—
Real Estate Leasing	668	18.5	678	17.5	883	19.9	204	130.2
SG&A expenses	65,833	36.5	54,157	37.8	54,193	35.0	36	100.1
Fashion	54,809	55.7	46,984	55.0	46,707	52.7	-276	99.4
Anniversaire / Bridal	4,987	22.4	2,460	30.6	2,204	27.6	-256	89.6
Entertainment	6,231	10.7	5,292	10.9	5,412	9.5	119	102.3
KAIKATSU CLUB(including FIT24)	4,925	11.1	4,519	10.9	4,721	9.4	202	104.5
COTE D'AZUR	1,305	9.3	773	10.9	691	10.4	-82	89.4
Operating profit(loss)	6,649	3.7	-5,793	—	5,443	3.5	11,236	—
Fashion	2,886	2.9	1,499	1.8	4,795	5.4	3,296	319.9
Anniversaire / Bridal	439	2.0	-3,088	—	-580	—	2,507	—
Entertainment	2,672	4.6	-5,190	—	590	1.0	5,780	—
KAIKATSU CLUB(including FIT24)	1,618	3.7	-3,732	—	1,355	2.7	5,087	—
COTE D'AZUR	1,053	7.5	-1,458	—	-765	—	693	—
Real Estate Leasing	668	18.5	678	17.5	883	19.9	204	130.2

Consolidated Forecast

• Figures for FY3/19 have not been retrospectively adjusted for revenue recognition accounting standards.

(Millions of yen)

Account/Period	FY3/19※	FY3/22	FY3/23 (forecast)	Change	YoY %	Major Components
Net sales	195,054	154,916	166,100	11,183	107.2	Higher sales in all business
Gross profit	83,673	59,636	64,770	5,133	108.6	Gross profit margin up by 0.3pt in the Fashion Business , up by 11.3pt in the ANNIVERSAIRE/Bridal Business and up by 3.0pt in the Entertainment Business
Gross profit margin	42.9%	38.5%	39.0%	+0.5pt		
Selling, general and administrative expenses	70,182	54,193	57,070	2,876	105.3	
Operating profit	13,491	5,443	7,700	2,256	141.5	
Operating margin	6.9%	3.5%	4.6%	+1.1pt		
Non-operating profit	388	269	240	-29	89.2	
Non-operating expenses	1,988	1,351	940	-411	69.5	Decrease in loss on store closing
Ordinary profit	11,890	4,360	7,000	2,639	160.5	
Extraordinary income	215	5,962	200	-5,762	3.4	Decrease in and gain on sale of non-current assets and subsidies for employment adjustment
Extraordinary losses	4,669	4,618	1,600	-3,018	34.6	Decrease in loss due to temporary closure and impairment loss
Profit attributable to owners of parent	4,602	2,563	3,250	686	126.8	
Net profit per share (yen)	53.34	30.21	38.28	8.07	—	

Note: Starting in FY3/20, profit/loss on real estate leasing is included in operating profit/loss instead of non-operating profit/expenses. FY3/19 figures reflect this reclassification.

※FY3/19 : Before the effects of COVID-19 Crisis

◆ Depreciation: ¥9,250 million (including lease assets of ¥1,872 million)

◆ YoY existing-store sales: 3.3% for Fashion, 8.4% for Entertainment (5.8% for KAIKATSU CLUB, 28.4% for COTE D'AZUR)

FY3/23 Consolidated Business Forecast

• Figures for FY3/19 have not been retrospectively adjusted for revenue recognition accounting standards.

(Millions of yen unless otherwise stated)

	FY3/19*	%	FY3/22	%	FY3/23 (forecast)	%	YoY change	YoY %
Sales	195,054	100.0	154,916	100.0	166,100	100.0	11,183	107.2
Fashion	114,404	100.0	88,642	100.0	90,000	100.0	1,357	101.5
Anniversaire / Bridal	25,433	100.0	7,976	100.0	9,050	100.0	1,073	113.5
Entertainment	54,102	100.0	56,993	100.0	65,650	100.0	8,656	115.2
KAIKATSU CLUB	36,797	100.0	46,932	100.0	50,020	100.0	3,087	106.6
COTE D'AZUR	17,305	100.0	6,635	100.0	10,130	100.0	3,494	152.7
FIT24			3,425	100.0	5,500	100.0	2,074	160.5
Real Estate Leasing	3,116	100.0	4,429	100.0	4,500	100.0	70	101.6
Gross profit	83,673	42.9	59,636	38.5	64,770	39.0	5,133	108.6
Fashion	67,748	59.2	51,503	58.1	52,600	58.4	1,096	102.1
Anniversaire / Bridal	7,136	28.1	1,623	20.3	2,860	31.6	1,236	176.2
Entertainment	8,275	15.3	6,002	10.5	8,870	13.5	2,867	147.8
KAIKATSU CLUB(including FIT24)	5,474	14.9	6,076	12.1	7,765	14.0	1,688	127.8
COTE D'AZUR	2,800	16.2	-74	—	1,105	10.9	1,179	—
Real Estate Leasing	638	20.5	883	19.9	750	16.7	-133	84.9
SG&A expenses	70,182	36.0	54,193	35.0	57,070	34.4	2,876	105.3
Fashion	60,485	52.9	46,707	52.7	47,100	52.3	392	100.8
Anniversaire / Bridal	4,966	19.5	2,204	27.6	2,560	28.3	355	116.2
Entertainment	5,092	9.4	5,412	9.5	6,870	10.5	1,457	126.9
KAIKATSU CLUB(including FIT24)	3,315	9.0	4,721	9.4	5,815	10.5	1,093	123.2
COTE D'AZUR	1,777	10.3	691	10.4	1,055	10.4	363	152.6
Operating profit	13,491	6.9	5,443	3.5	7,700	4.6	2,256	141.5
Fashion	7,263	6.3	4,795	5.4	5,500	6.1	704	114.7
Anniversaire / Bridal	2,169	8.5	-580	—	300	3.3	880	—
Entertainment	3,182	5.9	590	1.0	2,000	3.0	1,409	338.9
KAIKATSU CLUB(including FIT24)	2,159	5.9	1,355	2.7	1,950	3.5	594	143.9
COTE D'AZUR	1,023	5.9	-765	—	50	0.5	815	—
Real Estate Leasing	638	20.5	883	19.9	750	16.7	-133	84.9

Note: Starting in FY3/20, profit/loss on real estate leasing is included in operating profit/loss instead of non-operating profit/expenses. FY3/19 figures reflect this reclassification.

*FY3/19 : Before the effects of COVID-19 Crisis

Number of Stores Opened/Closed

(Number of stores)

Business Segment	Stores/Facilities	FY3/21			FY3/22			FY3/23(forecast)		
		Opened	Closed	Number of stores	Opened	Closed	Number of stores	To be opened	To be closed	Number of stores
Fashion	AOKI	—	7	512	1	10	504* ¹	—	7	497
	ORIHICA	3	6	116	1	11	106	—	9	97
Anniversaire/Bridal	ANNIVERSAIRE	—	1	12	—	2	10	—	—	10
Entertainment	KAIKATSU CLUB	50	3	496	29	21	504	4	3	505
	COTE D'AZUR	—	6	117	—	4	113	—	4	109
	FiT24	18	2* ²	46	45	—	91	25	—	116
Total		71	25	1,299	76	48	1,328	29	23	1,334

*1:One combined AOKI/Size MAX store has been changed to counting each format separately

*2:Figures shows the number of "KAIKATSU FITNESS CLUB" closed in FY3/21.

(Millions of yen)

Capital Expenditures	Stores/Facilities	FY3/21	FY3/22	YoY (%)	FY3/23(forecast)	YoY (%)
Fashion	AOKI/ORIHICA	988	1,285	130.0	650	50.6
Anniversaire/Bridal	ANNIVERSAIRE	70	35	50.4	40	113.1
Entertainment	KAIKATSU CLUB	12,475	2,629	21.1	1,000	38.0
	COTE D'AZUR	740	160	21.7	143	89.0
	FiT24	2,004	3,214	160.4	2,167	67.4
Consolidated Total		16,402	7,452	45.4	4,100	55.0

(Millions of yen)

Depreciation	FY3/21	FY3/22	YoY (%)	FY3/23(forecast)	YoY (%)
Consolidated Total	9,380	9,361	99.8	9,250	98.8

Reference: FY3/22 Fashion Business Performance

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

(%)

		First half	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Second half	Full year
Sales	FY3/22	-5.5	1.9	0.1	21.5	7.0	27.4	8.4	8.4	12.6	10.4	4.6
	Vs.FY3/20	-23.7	20.7	-3.8	-2.9	3.2	-6.0	-12.6	43.9	10.8	7.7	-5.5
	FY3/21	-19.0	18.5	-3.4	-19.2	-3.0	-26.0	-19.1	33.1	-1.4	-2.0	-9.0
Number of customers	FY3/22	-16.3	2.7	3.4	16.0	7.0	19.7	1.7	7.7	9.9	8.4	-3.1
	FY3/21	1.9	23.9	5.6	-8.2	5.8	-17.1	-14.8	32.0	0.0	2.8	2.4
Sales per customer	FY3/22	12.9	-0.8	-3.2	4.8	0.0	6.4	6.6	0.7	2.5	1.8	7.9
	FY3/21	-20.5	-4.3	-8.5	-12.0	-8.4	-10.8	-5.1	0.8	-1.4	-4.7	-11.1

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

		First half	YoY %	Second half	YoY %	Full year	YoY %
Number of units sold (in ten thousands)	FY3/22	260	91.6	635	102.4	894	99.0
	FY3/21	284	71.6	620	95.8	903	86.6
	FY3/20	396	94.0	647	78.4	1,043	83.6
Unit price (thousands of yen)	FY3/22	23.6	111.3	23.7	100.4	23.7	103.9
	FY3/21	21.2	83.5	23.6	95.5	22.8	91.2
	FY3/20	25.4	100.8	24.7	96.5	25.0	98.0

Reference: FY3/23 Fashion Business Outlook

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	FY3/23 (forecast)	10.8	4.3	8.0	4.2	-1.1	0.9	3.3
	Vs.FY3/19※	-19.1	-21.9	-20.3	-10.8	-6.6	-8.3	-13.0
	FY3/22	-0.8	-10.5	-5.5	7.0	12.6	10.4	4.6
Number of customers	FY3/23 (forecast)	9.7	3.4	6.9	3.1	-1.6	0.7	3.2
	FY3/22	-8.9	-23.5	-16.3	7.0	9.9	8.4	-3.1
Sales per customer	FY3/23 (forecast)	1.0	0.9	1.0	1.0	0.5	0.2	0.0
	FY3/22	8.9	17.0	12.9	0.0	2.5	1.8	7.9

※FY3/19 : Before the effects of COVID-19 Crisis

Reference: FY3/22 Anniversaire/ Bridal Business Performance

YoY change in the number of couples married at existing stores

		First half		Second half		Full year (forecast)	
			YoY %		YoY %		YoY %
Number of couples married/planned for marrying	FY3/22	1,320	492.5	1,053	92.4	2,373	168.7
	FY3/21	268	13.3	1,139	60.1	1,407	36.0
	FY3/20	2,017	96.4	1,894	86.7	3,911	91.4
Average sales per couple (thousands of yen)	FY3/22	3,491	102.3	3,767	110.3	3,614	105.8
	FY3/21	3,413	87.0	3,415	86.9	3,415	87.0
	FY3/20	3,922	97.2	3,928	96.5	3,925	96.8

Note1. Existing stores :1H FY3/22: 11 facilities; 2H FY3/22: 10 facilities

2. Not include Family Weddings and Photo Weddings

3. Average sales per couple are wedding sales per couple and do not include cancellation fee. The revenue recognition accounting standard not applied

Reference: FY3/23 Anniversaire/ Bridal Business Outlook

YoY change in the number of couples married at existing stores

		First Half	YoY %	Second half	YoY %	Full year (forecast)	YoY %
Number of couples married/planned for marrying	FY3/23 (forecast)	1,305	104.7	1,493	147.5	2,798	123.9
	Vs.FY3/19※		66.4		72.8		69.7
	FY3/19※	1,966		2,051		4,017	
Average sales per couple (thousands of yen)	FY3/23 (forecast)	3,703	105.4	3,816	101.7	3,763	104.0
	Vs.FY3/19※		91.5		94.0		92.8
	FY3/19※	4,047		4,061		4,054	

Note1. Existing stores : 10 facilities

2. Not include Family Weddings and Photo Weddings

3. Average sales per couple are wedding sales per couple and do not include cancellation fee. The revenue recognition accounting standard not applied

※FY3/19 : Before the effects of COVID-19 Crisis

Reference: FY3/22 Entertainment Business Performance

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

		First half	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Second half	Full year
Sales	FY3/22	14.0	12.9	8.5	19.3	13.7	12.8	0.8	6.1	6.7	10.2	11.9
	Vs.FY3/20	-19.4	-10.9	-12.7	-16.5	-13.6	-20.6	-27.5	-6.6	-18.6	-16.1	-17.6
	FY3/21	-28.2	-21.1	-19.8	-31.0	-24.5	-31.2	-28.6	-14.3	-25.1	-24.8	-26.4
Number of customers	FY3/22	13.8	1.8	4.5	13.2	6.4	12.1	-0.8	3.6	5.0	5.7	9.3
	FY3/21	-22.7	-7.2	-10.2	-21.6	-13.3	-25.6	-21.5	-5.4	-17.9	-15.6	-19.1
Sales per customer	FY3/22	0.1	10.9	3.8	5.4	6.9	0.6	1.6	2.4	1.6	4.3	2.4
	FY3/21	-7.1	-15.0	-10.6	-11.9	-12.9	-7.6	-9.0	-9.4	-8.8	-10.9	-9.1

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

		First half	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Second half	Full year
Sales	FY3/22	16.0	13.5	7.4	12.6	11.2	8.3	3.3	5.2	5.6	8.3	11.9
	Vs.FY3/20	-16.2	-9.9	-9.9	-10.8	-10.2	-14.0	-17.4	-4.3	-12.1	-11.2	-13.7
	FY3/21	-26.0	-20.8	-16.5	-21.4	-19.7	-21.7	-21.2	-11.6	-18.4	-19.0	-22.5
Number of customers	FY3/22	14.6	1.1	3.8	10.2	5.0	9.9	1.5	3.9	5.1	5.0	9.5
	FY3/21	-20.4	-5.3	-7.5	-14.4	-9.1	-19.1	-17.3	-5.7	-14.2	-11.8	-16.0
Sales per customer	FY3/22	1.2	12.2	3.5	2.1	5.9	-1.4	1.7	1.2	0.5	3.1	2.2
	FY3/21	-7.2	-16.4	-9.7	-8.1	-11.6	-3.3	-4.7	-6.3	-4.8	-8.2	-7.7

Reference: FY3/22 Entertainment Business Performance

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

		First half	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	Second half	Full year
Sales	FY3/22	-8.5	10.2	13.6	44.5	24.4	47.8	-20.2	11.8	14.2	20.5	11.8
	Vs.FY3/20	-43.1	-14.2	-20.7	-26.9	-22.0	-40.8	-64.1	-15.7	-41.1	-30.3	-33.9
	FY3/21	-36.9	-22.2	-30.0	-49.5	-37.4	-60.2	-55.0	-24.6	-48.5	-42.4	-40.0
Number of customers	FY3/22	3.5	5.7	8.4	31.2	14.5	32.3	-18.8	1.7	3.8	9.7	7.9
	FY3/21	-34.0	-15.5	-21.0	-44.8	-28.9	-52.3	-40.0	-4.0	-33.8	-31.2	-32.5
Sales per customer	FY3/22	-11.6	4.3	4.8	10.1	8.7	11.7	-1.7	9.9	10.0	9.8	3.6
	FY3/21	-4.5	-7.9	-11.5	-8.5	-11.9	-16.4	-25.1	-21.4	-22.2	-16.2	-11.2

Reference: FY3/23 Entertainment Business Outlook

(1) Entertainment: 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	FY3/23 (forecast)	14.0	7.8	10.7	0.9	11.8	6.2	8.4
	Vs.FY3/19※	-7.2	-13.5	-10.6	-15.0	-10.7	-12.8	-11.7
	FY3/22	20.7	9.3	14.0	13.7	6.7	10.2	11.9
Number of customers	FY3/23 (forecast)	14.9	8.4	11.5	1.6	11.5	6.6	9.0
	FY3/22	23.1	7.6	13.8	6.4	5.0	5.7	9.3
Sales per customer	FY3/23 (forecast)	-0.8	-0.6	-0.7	-0.8	0.3	-0.3	-0.5
	FY3/22	-1.9	1.6	0.1	6.9	1.6	4.3	2.4

※FY3/19 : Before the effects of COVID-19 Crisis

(2) KAIKATSU CLUB: 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	FY3/23 (forecast)	10.1	5.7	7.8	1.7	5.8	3.8	5.8
	Vs.FY3/19※	-3.9	-10.3	-7.4	-9.7	-7.6	-8.6	-8.0
	FY3/22	23.2	11.1	16.0	11.2	5.6	8.3	11.9
Number of customers	FY3/23 (forecast)	11.1	6.4	8.6	2.0	5.8	3.9	6.3
	FY3/22	24.2	8.2	14.6	5.0	5.1	5.0	9.5
Sales per customer	FY3/23 (forecast)	-0.9	-0.6	-0.7	-0.3	0.0	-0.1	-0.4
	FY3/22	-0.8	2.7	1.2	5.9	0.5	3.1	2.2

※FY3/19 : Before the effects of COVID-19 Crisis

Reference: FY3/23 Entertainment Business Outlook

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

		1Q	2Q	First half	3Q	4Q	Second half	Full year
Sales	FY3/23 (forecast)	53.8	41.3	48.6	-3.1	55.8	19.7	28.4
	Vs.FY3/19*	-16.2	-22.2	-19.4	-26.9	-18.8	-23.0	-21.3
	FY3/22	-5.6	-10.6	-8.5	24.4	14.2	20.5	11.8
Number of customers	FY3/23 (forecast)	58.3	44.2	52.3	-1.0	59.5	25.8	35.0
	FY3/22	9.6	-0.7	3.5	14.5	3.8	9.7	7.9
Sales per customer	FY3/23 (forecast)	-2.8	-2.0	-2.5	-2.1	-2.4	-4.9	-4.9
	FY3/22	-13.8	-10.0	-11.6	8.7	10.0	9.8	3.6

*FY3/19 : Before the effects of COVID-19 Crisis