

**News Release Dated April 26, 2019**

Company: AOKI Holdings Inc.  
 Representative: Akihiro Aoki, President  
 Stock code: 8214, TSE First Section  
 Contact: Haruo Tamura, Executive Vice President  
 Tel: +81-45-941-1388

## **Revisions to Forecasts for the Fiscal Year Ended March 31, 2019**

AOKI Holdings Inc. has revised its consolidated sales and earnings forecasts for the fiscal year ended March 31, 2019 that were announced on November 8, 2018.

### **1. Revisions to consolidated forecasts for the fiscal year ended March 31, 2019 (April 1, 2018 – March 31, 2019)**

|   | Sales          | Operating profit | Ordinary profit | Profit attributable to owners of parent | Net income per share |
|---|----------------|------------------|-----------------|---|----------------------|
|   | (Million yen)  | (Million yen)    | (Million yen)   | (Million yen)                           | (Yen)                |
| Previous forecast (A)                                   | 196,280        | 15,000           | 13,750          | 7,000                                   | 81.12                |
| <b>Revised forecast (B)</b>                             | <b>193,920</b> | <b>13,380</b>    | <b>11,890</b>   | <b>4,600</b>                            | <b>53.31</b>         |
| Change (B - A)  | (2,360)        | (1,620)          | (1,860)         | (2,400)                                 |                      |
| Percentage change (%)                                   | (1.2)          | (10.8)           | (13.5)          | (34.3)                                  |                      |
| (Reference) Previous fiscal year (ended March 31, 2018) | 198,417        | 14,864           | 14,003          | 7,377                                   | 84.87                |

### **2. Reasons for revisions**

- (1) Consolidated sales have been revised as shown above, mainly because of sluggish sales at existing stores in the Fashion Business.
- (2) Despite efforts made to reduce costs in each of our businesses, operating profit and ordinary profit are both expected to be lower than the previous forecast mainly as a result of a decrease in sales and other factors.
- (3) Profit attributable to owners of parent is likely to be lower than our previous forecast. We have revised our forecast as shown above to reflect the acceleration in the decision-making process for store closures, including relocations and conversions of business format, undertaken to improve operating efficiency, in the Fashion Business, in the Karaoke Facility Operations Business and in the Café Complex Operations Business and because the impairment loss is also expected to be higher than the previous forecast as a result.

For details of the revisions by segment, and of the forecasts for the fiscal year ending March 2020, please refer to the consolidated financial results to be announced on May 10, 2019 (Friday).

Note: Above forecasts are based on judgments made in accordance with information available to management at the time this release was prepared, and actual results may differ substantially from these forecasts for a number of reasons.