



Fashion



Entertainment



ANNIVERSAIRE and Bridal

Supplementary Materials







for the Fiscal Year Ended March 31, 2026

May 12, 2026
AOKI Holdings Inc.(8214)



ANNIVERSAIRE

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Note : All monetary figures are rounded down.

FY3/26 Review of Operations

FY3/26 Results Summary

Business climate

- The diversification of customer needs and changes of consumption behavior
- Rise in labor and other costs
- Increasing tendency to save due to rising prices
- Changes in consumption demand due to global warming, etc.

FY3/26 Results

- Firm performance in all business segments, resulting in five consecutive fiscal years of sales increase
- Implementation of rigorous cost controls to manage rising costs such as labor costs and new store opening costs
- Higher operating profit and ordinary profit for the fifth consecutive fiscal year, though slightly below the full year earnings forecast

Net sales

194.5 billion yen
(up 1.0% YoY)

Operating profit

16.9 billion yen
(up 8.3% YoY)

Ordinary profit

16.3 billion yen
(up 10.7% YoY)

Profit attributable to owners of parent

9.4 billion yen
(down 1.2% YoY)

*Down YoY mainly due to a decrease in extraordinary income and an increase in tax expenses

FY3/26 Consolidated Results

(Millions of yen)

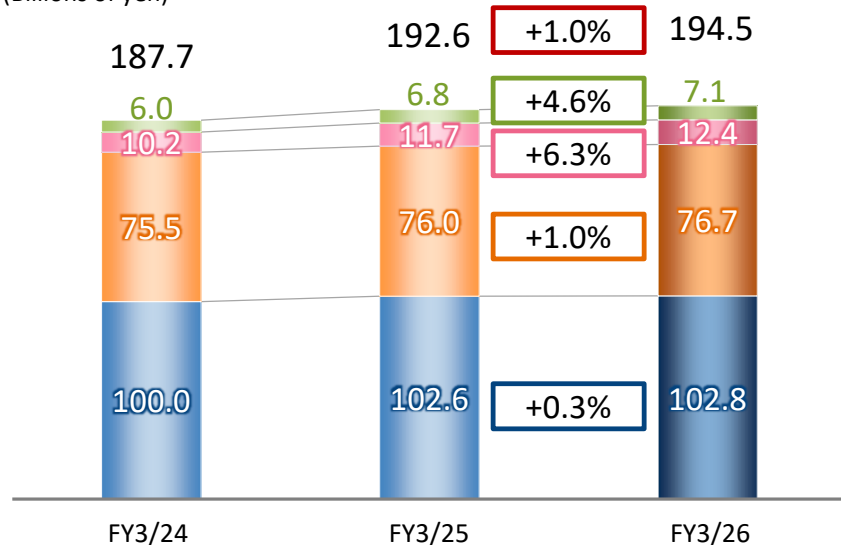
	FY3/25	FY3/26	YoY Change	YoY %
Net Sales	192,688	194,532	1,843	101.0
Gross profit Gross margin	80,690 41.9%	82,881 42.6%	2,191 +0.7pt	102.7
Selling, general and administrative expenses	65,043	65,933	889	101.4
Operating profit Operating margin	15,646 8.1%	16,947 8.7%	1,301 +0.6pt	108.3
Non-operating profit	271	235	-35	86.8
Non-operating expenses	1,135	813	-322	71.6
Ordinary profit	14,782	16,370	1,587	110.7
Extraordinary income	905	318	-586	35.2
Extraordinary losses	1,743	1,713	-30	98.3
Profit attributable to owners of parent	9,574	9,461	-113	98.8
Net income per share (yen)	113.89	112.45	-1.44	-

FY3/26 Results by Segment

Status of Each Segment		Performance of existing stores	YoY %	
			Forecast	Results
Fashion	<ul style="list-style-type: none"> ● Decrease in the number of customers, affected by more diverse work styles, shifts in consumer demand and other factors ● Decrease in profits due to rising costs such as purchase costs and new store opening costs 	Net sales	100.4	99.2
		Number of customers	97.3	96.6
		Sales per customer	103.1	102.7
Entertainment	<ul style="list-style-type: none"> ● Firm performance of existing stores due to the expansion of fully private rooms with locks and increase in sales per customer, resulting in the achievement of the five consecutive fiscal years of sales increase and record-high profits 	Net sales	101.1	101.6
		Number of customers	100.5	99.8
		Sales per customer	100.5	100.9
Anniversaire and Bridal	<ul style="list-style-type: none"> ● Increased sales and profits due to higher sales per couple mainly at the flagship stores and growing demand for corporate banquets 	Number of weddings	100.2	100.1
		Sales per couple	100.8	104.5

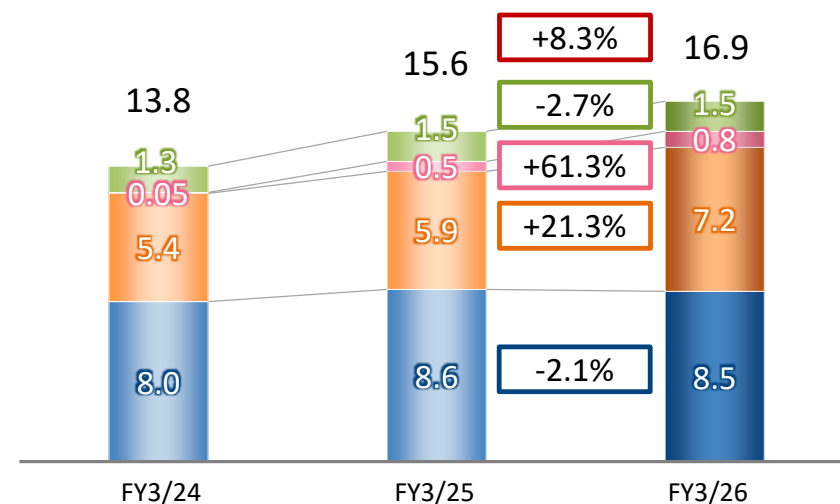
Net sales

(Billions of yen)



Operating profit

(Billions of yen)



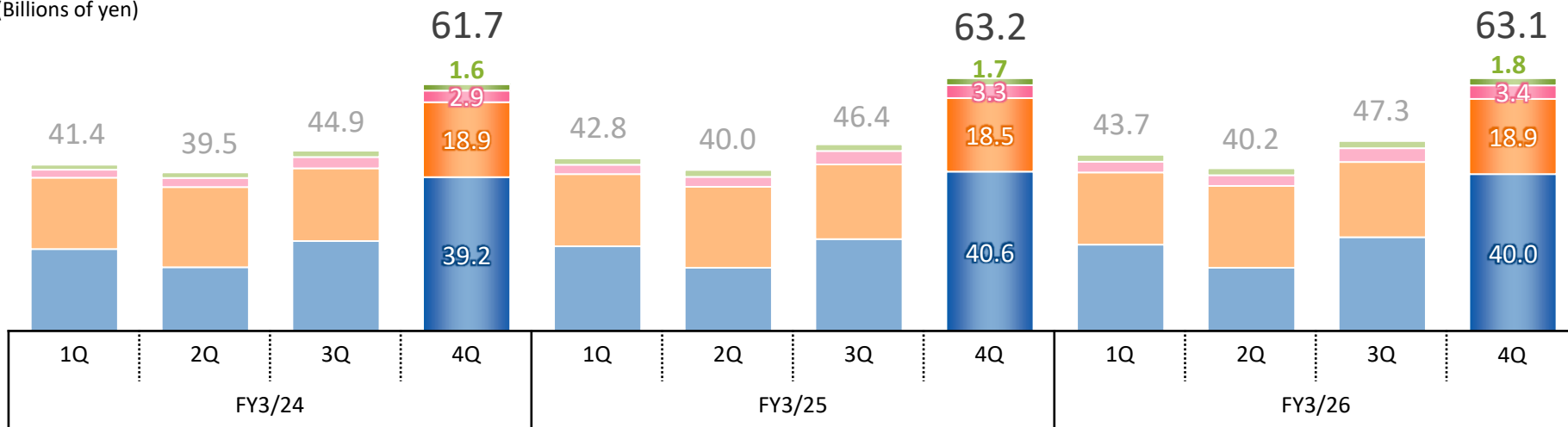
■ Fashion ■ Entertainment ■ Anniversaire and Bridal ■ Real Estate Leasing

Note: The sum of the business segment items does not match the total because of inter-segment eliminations.

Quarterly Performance Trends by Segment

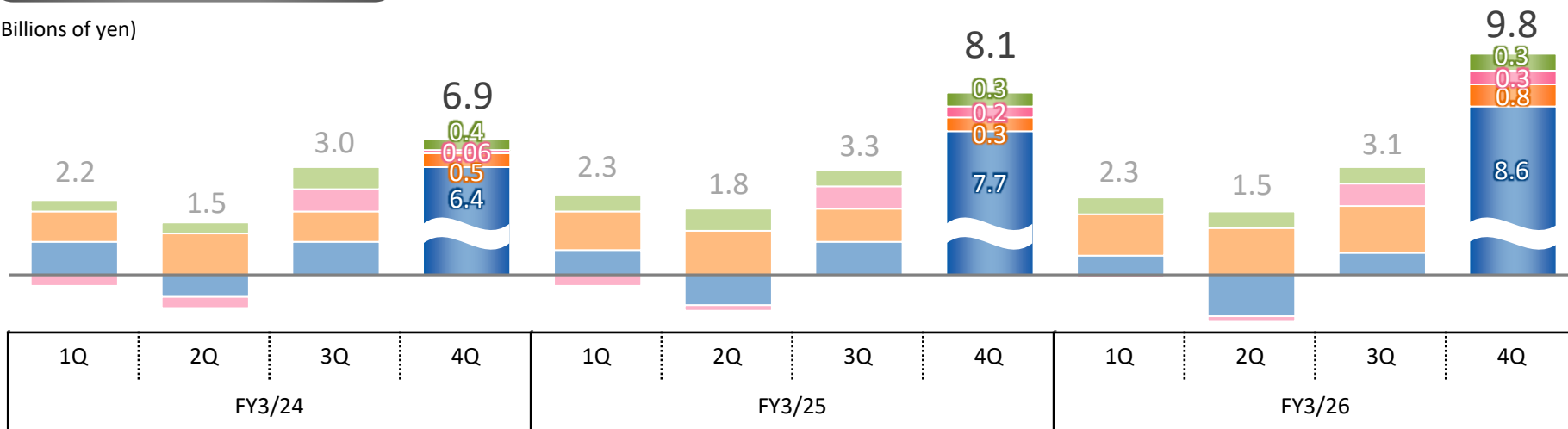
Net sales

(Billions of yen)



Operating profit/loss

(Billions of yen)



■ Fashion
 ■ Entertainment
 ■ Anniversaire and Bridal
 ■ Real Estate Leasing

Note: The sum of the business segment items does not match the total because of inter-segment eliminations.

FY3/27 Earnings Forecast and shareholder Returns

FY3/27 Earnings Forecast

Business climate

- The diversification of customer needs and changes of consumption behavior
- Rise in labor and other costs
- Increasing tendency to save due to rising prices



Changes in market environment and shift in consumer demand



FY3/27 Forecast

- Provision of new products and services meeting the changes in market environment
 - Rigorous cost controls for rising costs
 - Planned new store openings and renovations
- ↓
- Expecting record-high sales
 - Higher operating profit and ordinary profit for the sixth consecutive fiscal year
 - Expecting to progress in line with the initial plan in the final year of the medium-term management plan

Net sales

200.0 billion yen
(up 2.8% YoY)

Operating profit

18.0 billion yen
(up 6.2% YoY)

Ordinary profit

17.5 billion yen
(up 6.9% YoY)

Profit attributable to owners of parent

10.0 billion yen
(up 5.7% YoY)

FY3/27 Consolidated Forecast

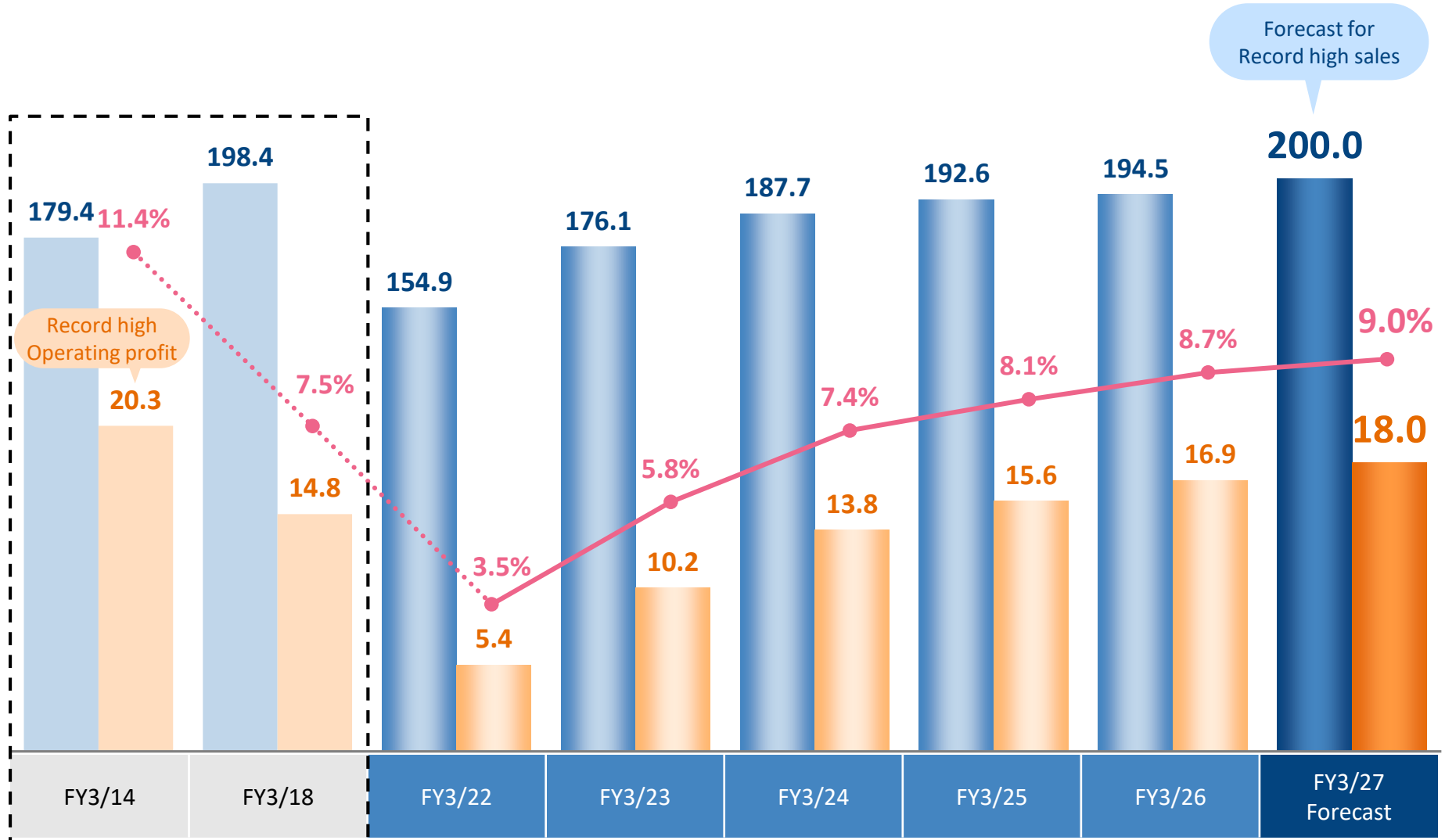
(Millions of yen)

	FY3/26	FY3/27 Forecast	YoY Change	YoY %
Net Sales	194,532	200,000	5,467	102.8
Gross profit Gross margin	82,881 42.6%	87,000 43.5%	4,118 +0.9pt	105.0
Selling, general and administrative expenses	65,933	69,000	3,066	104.7
Operating profit Operating margin	16,947 8.7%	18,000 9.0%	1,052 +0.3%	106.2
Non-operating profit	235	300	64	127.4
Non-operating expenses	813	800	-13	98.4
Ordinary profit	16,370	17,500	1,129	106.9
Extraordinary income	318	-	-318	-
Extraordinary losses	1,713	1,700	-13	99.2
Profit attributable to owners of parent	9,461	10,000	538	105.7
Net income per share (yen)	112.45	118.82	6.37	-

Consolidated Earnings Trends from FY3/22 to FY3/27

(Billions of yen)

Net sales Operating profit Operating margin



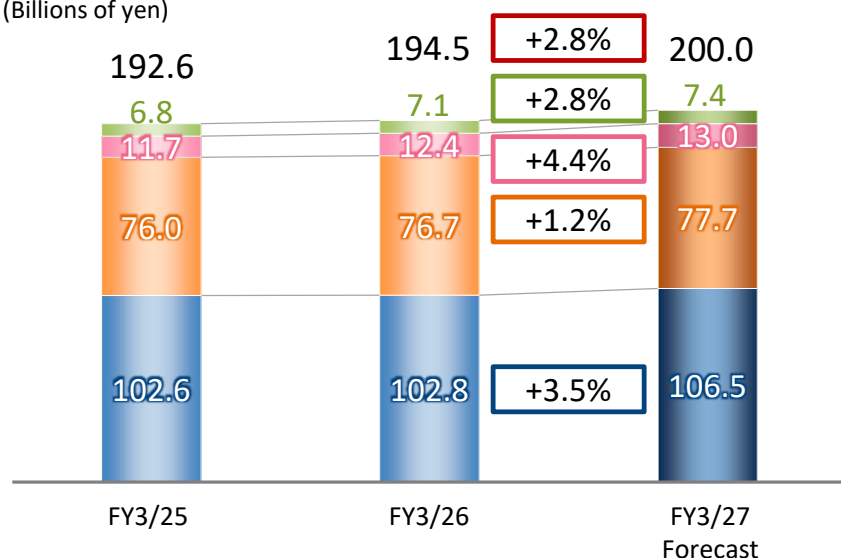
Note: FY3/14 posted the highest operating profit and FY3/18 achieved the highest net sales; these figures are included for reference purposes.

FY3/27 Earnings Forecast by Segment

Forecast of Each Segment		Forecast of existing stores	YoY %
Fashion	<ul style="list-style-type: none"> Expecting higher sales and profits mainly due to the expansion of product lineup and increased sales of casual and ladies' clothing, continued opening of new ORIHICA stores Store openings: 14 stores; closings: 5 stores 	Net sales	102.8
		Number of customers	99.0
		Sales per customer	103.8
Entertainment	<ul style="list-style-type: none"> Expecting higher sales for the sixth consecutive fiscal year and record-high profits mainly due to the expansion of fully private rooms with locks, the enhancement of amusement contents Store openings: 39 stores; closings: 14 stores 	Net sales	100.6
		Number of customers	100.6
		Sales per customer	99.9
Anniversaire and Bridal	<ul style="list-style-type: none"> Expecting higher sales and profits mainly due to the enhancement of sales activities and higher sales per couple mainly at the flagship stores, increased capture of demand for corporate banquets 	Number of weddings	100.7
		Sales per couple	101.7

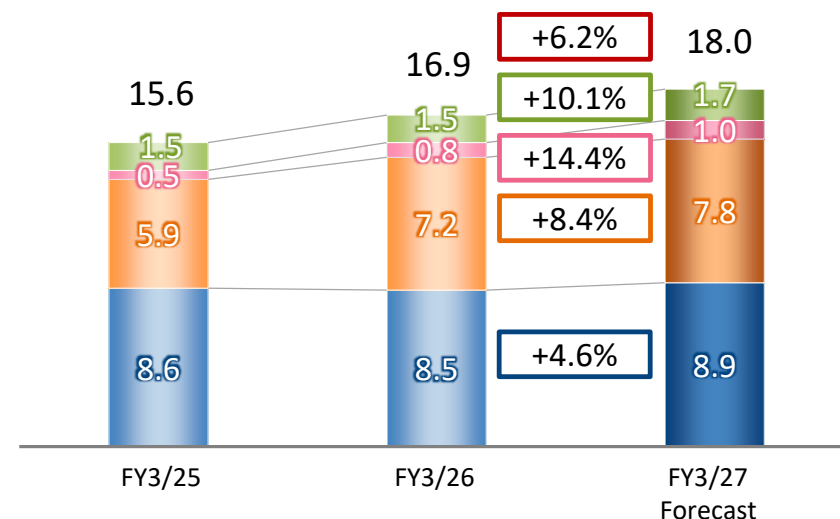
Net sales

(Billions of yen)



Operating profit

(Billions of yen)



■ Fashion ■ Entertainment ■ Anniversaire and Bridal ■ Real Estate Leasing

Note: The sum of the business segment items does not match the total because of inter-segment eliminations.

Shareholder Returns: Basic Policy and Dividends

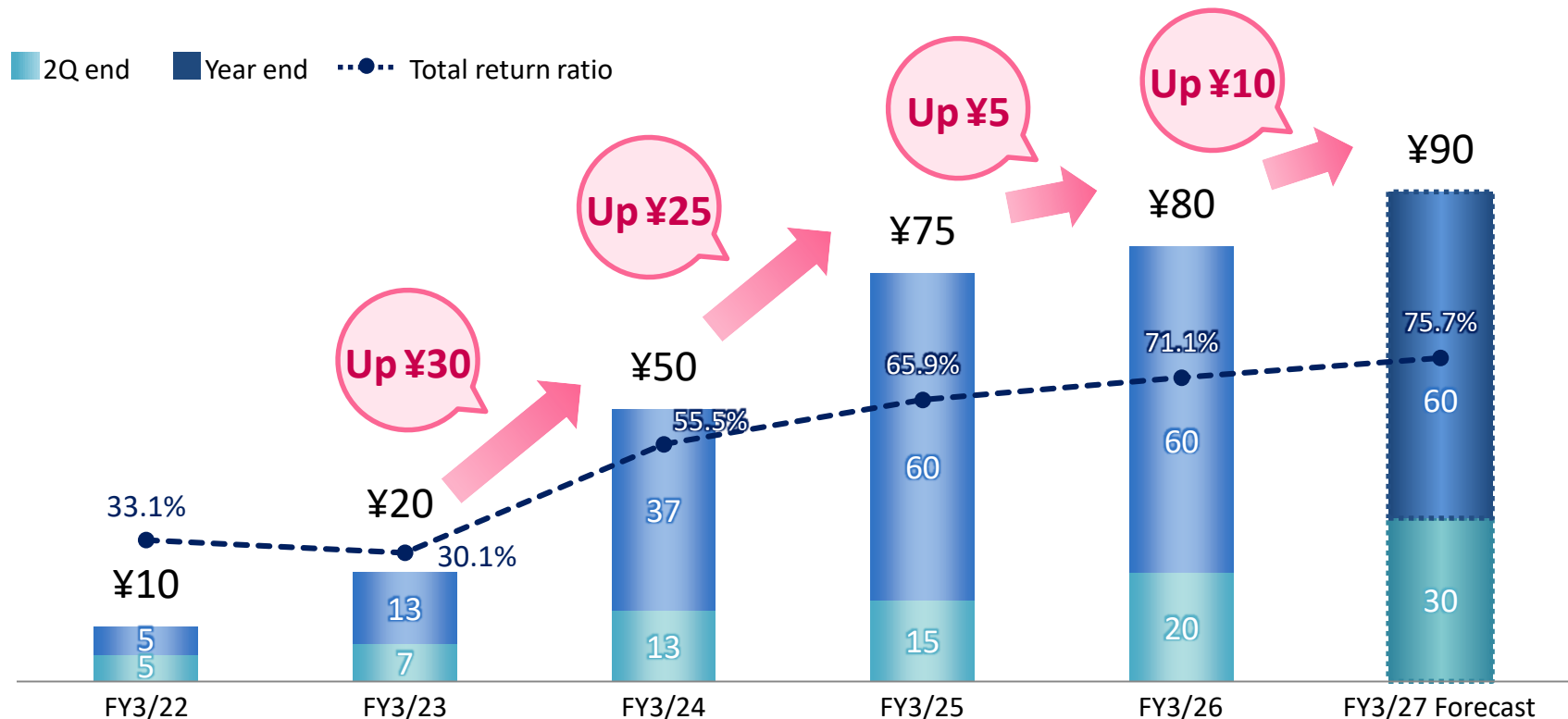
Basic policy

Dividend policy: Maintain a dividend payout ratio of **30% or more** while paying a dividend at least as high as in the previous fiscal year

Total return ratio: Goal is **50% or more** unless there are special needs for funds

Medium-term business plan target

The targets are the higher of a dividend payout ratio of **50% or more** and a dividend on equity ratio of **3% or more** as well as a total return ratio of **70% or more**



Fashion Business

FY3/26 Performance and FY3/27 Forecast

Fashion Business: FY3/26 Review of Operations

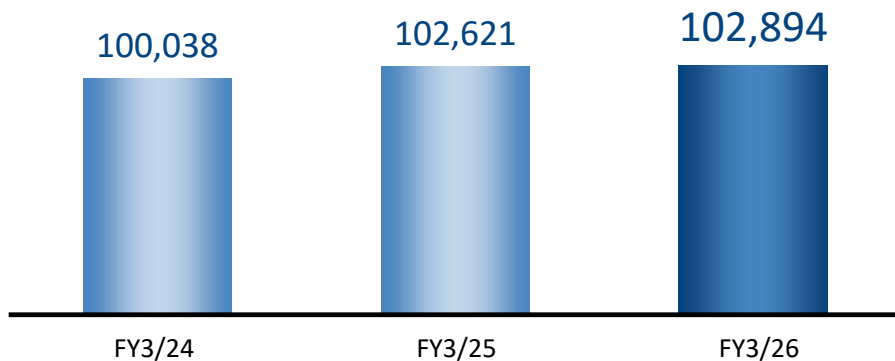
Decreased profits due to the decreased number of customers affected by more diverse work styles, shifts in consumer demand and other factors, as well as increase in costs such as new store opening costs

(Millions of yen)

	FY3/26 Results	YoY Change	YoY %	Major components
Net sales	102,894	272	100.3	<ul style="list-style-type: none"> Existing store sales: down 0.8% YoY ORIHICA opened 20 new stores (FY3/25: 15 stores) Higher sales driven by strong sales of casual apparel despite slow sales of business apparel (Business apparel sales: down 2.3% YoY; Casual apparel sales: up 14.0% YoY)
Gross profit Gross margin	60,617 58.9%	-92 -0.3pt	99.8	<ul style="list-style-type: none"> Purchase costs continued to rise, but at a slower pace than in FY3/25 Lower gross margin due to marketing activities for attracting customers such as discounting
SG&A expenses SG&A margin	52,108 50.6%	89 -0.1pt	100.2	<ul style="list-style-type: none"> Same level as FY3/25 due to the implementation of cost controls despite increase in new store opening costs
Operating profit Operating margin	8,508 8.3%	-181 -0.2pt	97.9	<ul style="list-style-type: none"> Decrease in profits for the first time in five fiscal years due to lower sales than the forecast affected by shifts in customer demand and other factors, as well as higher costs

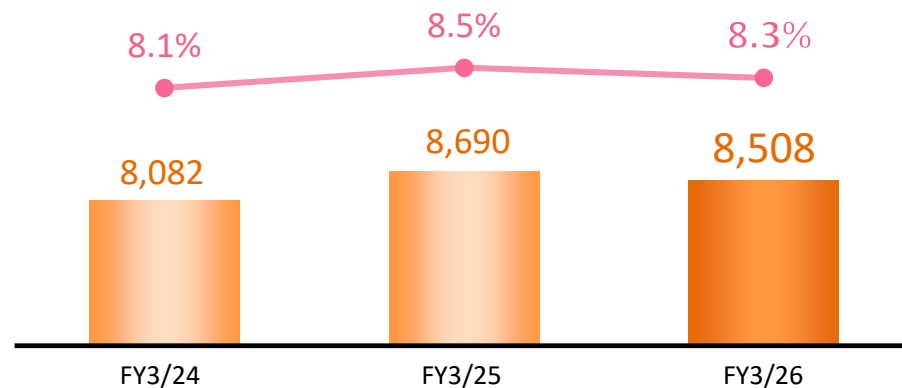
Net sales

(Millions of yen)



Operating profit/Operating margin

(Millions of yen)



Fashion Business: FY3/27 Full-year Forecast

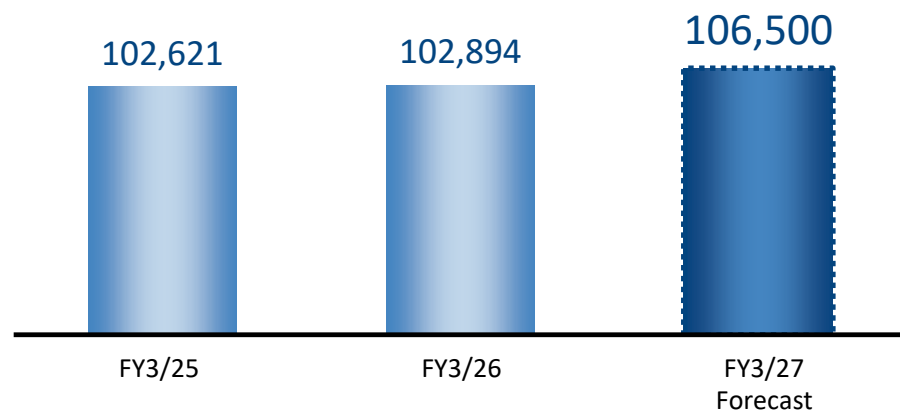
Expecting higher sales and profits due to the expansion of product lineup and increased sales of casual and ladies' clothing and continued opening of new ORIHICA stores

(Millions of yen)

	FY3/27 Forecast	YoY Change	YoY %	Major components
Net sales	106,500	3,605	103.5	<ul style="list-style-type: none"> Existing store sales (forecast): up 2.8% YoY Continued decline in demand for business apparel such as suit due to changes in business apparel styles Expansion of product lineup and increased sales of casual and ladies' clothing ORIHICA opened 12 new stores (FY3/26: 20 stores)
Gross profit Gross margin	63,400 59.5%	2,782 +0.6pt	104.6	<ul style="list-style-type: none"> Purchase costs continue to rise, but at a slower pace than in FY3/26 Improvement in gross margin due to development and sales of high value-added products
SG&A expenses SG&A margin	54,500 51.2%	2,391 +0.6pt	104.6	<ul style="list-style-type: none"> Increase in personnel expenses mainly due to higher salaries: up 3.8% YoY Planned store opening investments increased costs.
Operating profit Operating margin	8,900 8.4%	391 +0.1%	104.6	<ul style="list-style-type: none"> Expecting higher profits as increase in SG&A expenses is expected to be offset by increase in gross profit

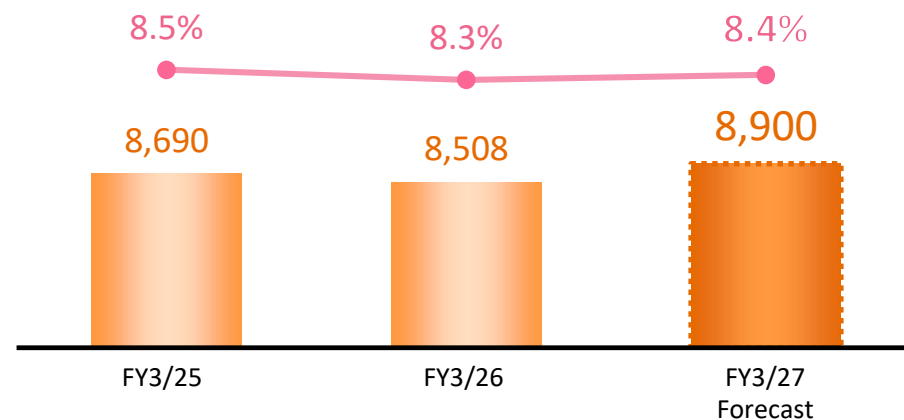
Net sales

(Millions of yen)



Operating profit/Operating margin

(Millions of yen)



Entertainment Business

FY3/26 Performance and FY3/27 Forecast

Entertainment Business: FY3/26 Review of Operations

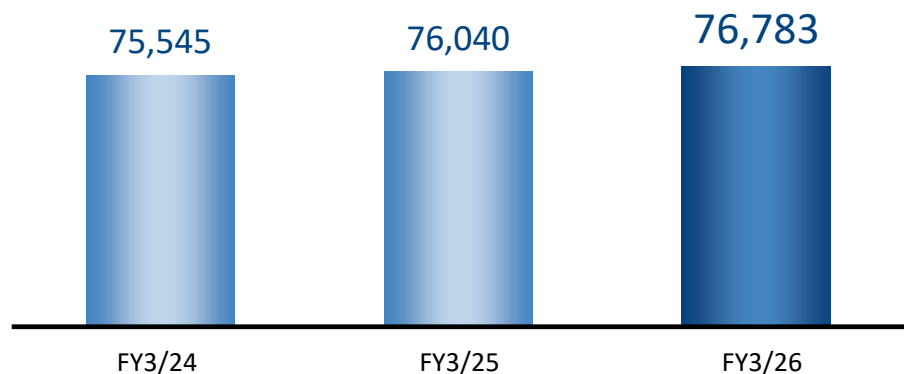
Sales growth by firm performance of existing stores due to increase in sales per customer, resulting in the achievement of record-high net sales and profits

(Millions of yen)

	FY3/26 Results	YoY Change	YoY %	Major components
Net sales	76,783	743	101.0	<ul style="list-style-type: none"> Existing-store sales: up 1.6% YoY 26 new KAIKATSU CLUB locations with private rooms with locks (FY3/25: 14 stores) FiT24 sales are increasing due to the growing number of members
Gross profit Gross margin	16,089 21.0%	1,674 +2.0pt	111.6	<ul style="list-style-type: none"> Gross margin improved through enhanced added value and appropriate pricing of products and services. Increased profit in FiT24 driven by growing number of members boosted business profits.
SG&A expenses SG&A margin	8,822 11.5%	398 +0.4pt	104.7	<ul style="list-style-type: none"> Costs increased due to higher personnel expenses and planned store opening investments. Existing expenses were curbed and controlled strictly in response to an increase in cost of new store openings.
Operating profit Operating margin	7,267 9.5%	1,275 +1.6pt	121.3	<ul style="list-style-type: none"> Earnings increased due to substantial growth in gross profit despite temporary upfront costs for new store openings. Achieved record-high profits for the fifth consecutive year.

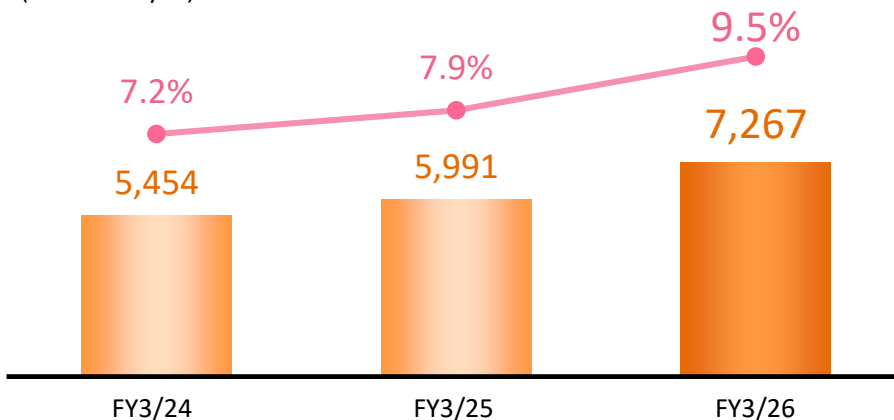
Net sales

(Millions of yen)



Operating profit/Operating margin

(Millions of yen)



Entertainment Business: FY3/27 Full-year Forecast

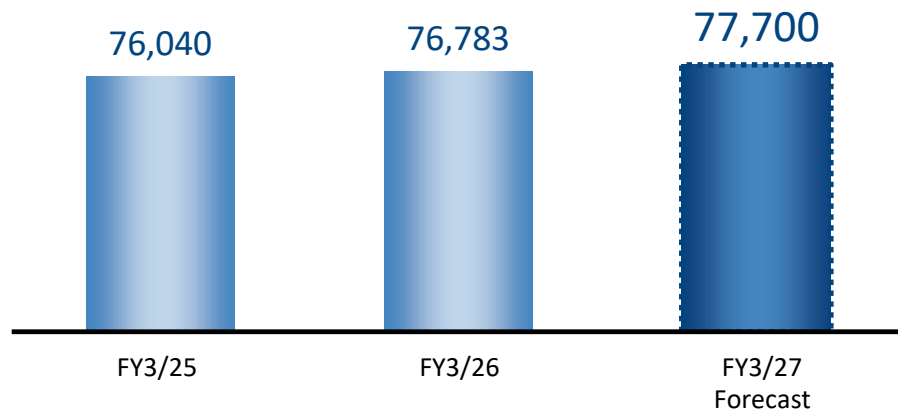
Expecting higher sales for the sixth consecutive fiscal year and record-high profits due to the expansion of fully private rooms with locks and the enhancement of amusement contents

(Millions of yen)

	FY3/27 Forecast	YoY Change	YoY %	Major components
Net sales	77,700	916	101.2	<ul style="list-style-type: none"> Existing-store sales (forecast): up 0.6% YoY More stores with fully private rooms with locks Introduction of variety of amusement contents and new services to meet needs of various customer segments New facilities, KAIKATSU CLUB: 15 locations, FiT24: 15 locations
Gross profit Gross margin	16,750 21.6%	660 +0.6pt	104.1	<ul style="list-style-type: none"> Optimization of service charges and food and beverage prices Streamlined store operation by labor-saving to improve operation efficiency
SG&A expenses SG&A margin	8,875 11.4%	52 -0.1pt	100.6	<ul style="list-style-type: none"> Increase in personnel expenses mainly due to higher salaries: up 2.2% YoY Prevention of cost increase by the implementation of cost controls
Operating profit Operating margin	7,875 10.1%	607 +0.6pt	108.4	<ul style="list-style-type: none"> Forecast higher profits because of gross profit growth Forecast profits to surpass the previous record

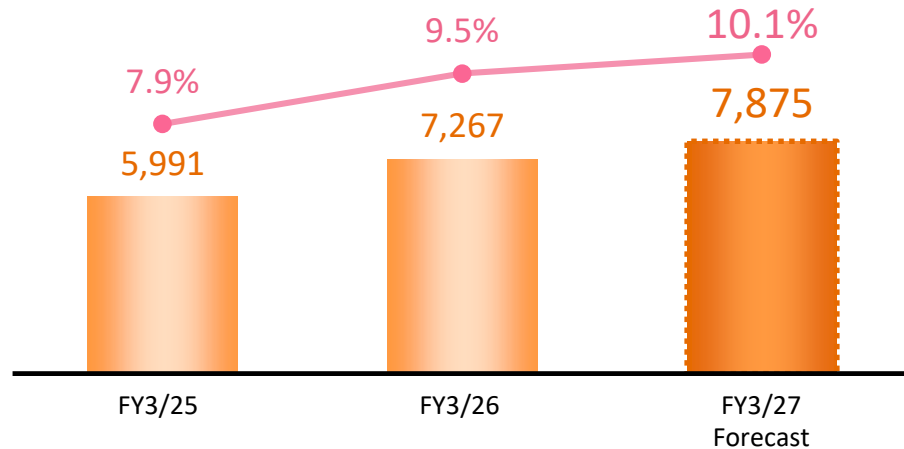
Net sales

(Millions of yen)



Operating profit/Operating margin

(Millions of yen)



Anniversaire and Bridal Business

FY3/26 Performance and FY3/27 Forecast

Anniversaire and Bridal Business: FY3/26 Review of Operations

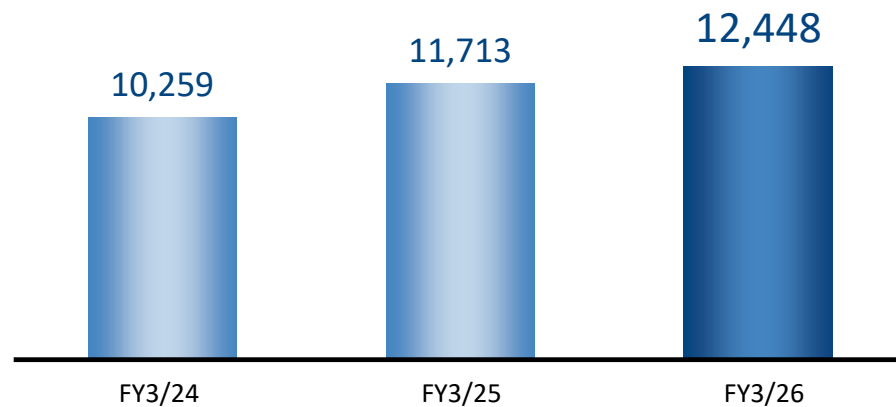
Increased sales and profits due to higher sales per couple mainly at the flagship stores and growing demand for corporate banquets

(Millions of yen)

	FY3/26 Results	YoY Change	YoY %	Major components
Net sales	12,448	735	106.3	<ul style="list-style-type: none"> • Almost the same number of weddings as FY3/25 at the existing stores: up 0.1% YoY • Increase in the number of sales per couple: up 4.5% YoY • Firm performance of corporate banquet business such as corporate events and parties
Gross profit Gross margin	4,901 39.4%	606 +2.7pt	114.1	<ul style="list-style-type: none"> • Appropriate measures to manage rising food ingredient costs, etc. • Proposal of high value-added products and services to meet variety of needs
SG&A expenses SG&A margin	4,027 32.4%	274 +0.4pt	107.3	<ul style="list-style-type: none"> • Increase in advertising expenses due to enhancement of customer attraction events and strengthening of visitor promotion measures: up 18.6% YoY.
Operating profit Operating margin	874 7.0%	332 +2.4pt	161.3	<ul style="list-style-type: none"> • Earnings increased due to growth in gross profit offsetting increase in SG&A expenses. • Significant improvement of operating margin

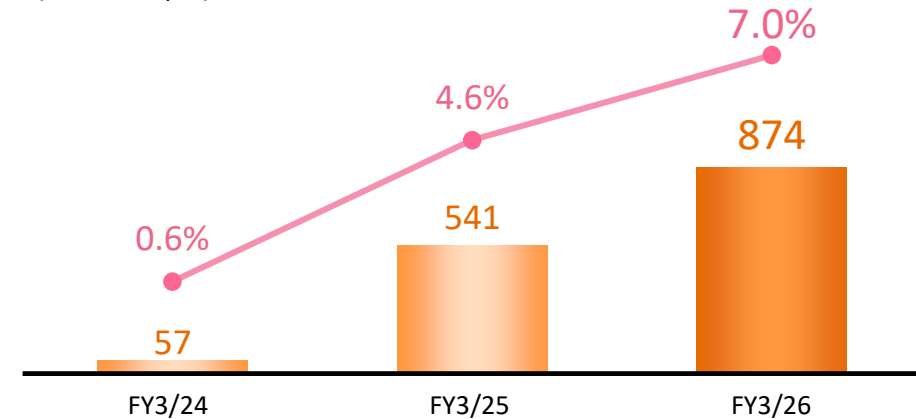
Net sales

(Millions of yen)



Operating profit/Operating margin

(Millions of yen)



Anniversaire and Bridal Business: FY3/27 Full-year Forecast

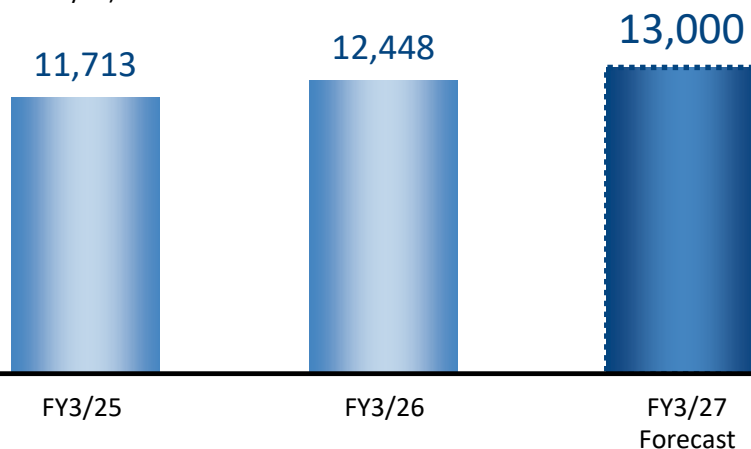
Expecting higher sales and profits due to the enhancement of sales activities, higher sales per couple and strengthening the capture of demand for corporate banquets

(Millions of yen)

	FY3/27 Forecast	YoY Change	YoY %	Major components
Net sales	13,000	551	104.4	<ul style="list-style-type: none"> • Increase in the number of weddings at the existing stores: up 0.7% YoY • Increase in sales per couple at the existing stores: up 1.7% YoY • Further expansion of corporate banquet business due to the enhancement of sales capabilities and acquisition of repeat customers
Gross profit	5,400	498	110.2	<ul style="list-style-type: none"> • Higher sales per couple due to development and proposal of high value-added products and services • Improvement of operation efficiency by standardized and streamlined store operation
Gross margin	41.5%	+2.1pt		
SG&A expenses	4,400	372	109.2	<ul style="list-style-type: none"> • Increase in advertisement expenses due to the enhancement of sales activities such as extension of proprietary sales promotion: up 4.0% YoY • Increase in personnel expenses mainly due to higher salaries: up 9.6% YoY
SG&A margin	33.8%	+1.4pt		
Operating profit	1,000	125	114.4	<ul style="list-style-type: none"> • Expecting higher profit due to higher sales and the implementation of cost controls
Operating margin	7.7%	+0.7pt		

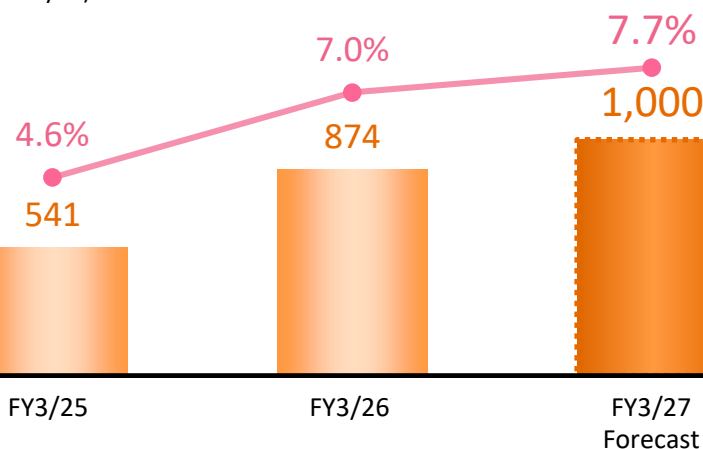
Net sales

(Millions of yen)



Operating profit/Operating margin

(Millions of yen)



Supplementary Documents

FY3/26 Results by Segment

(Millions of yen)

	FY3/25	%	FY3/26	%	YoY change	YoY %
Net sales	192,688	100.0	194,532	100.0	1,843	101.0
Fashion	102,621	100.0	102,894	100.0	272	100.3
Entertainment	76,040	100.0	76,783	100.0	743	101.0
Anniversaire and Bridal	11,713	100.0	12,448	100.0	735	106.3
Real Estate Leasing	6,877	100.0	7,195	100.0	318	104.6
Gross profit	80,690	41.9	82,881	42.6	2,191	102.7
Fashion	60,709	59.2	60,617	58.9	-92	99.8
Entertainment	14,415	19.0	16,089	21.0	1,674	111.6
Anniversaire and Bridal	4,295	36.7	4,901	39.4	606	114.1
Real Estate Leasing	1,600	23.3	1,558	21.7	-41	97.4
SG&A expenses	65,043	33.8	65,933	33.9	889	101.4
Fashion	52,019	50.7	52,108	50.6	89	100.2
Entertainment	8,423	11.1	8,822	11.5	398	104.7
Anniversaire and Bridal	3,753	32.0	4,027	32.4	274	107.3
Operating profit	15,646	8.1	16,947	8.7	1,301	108.3
Fashion	8,690	8.5	8,508	8.3	-181	97.9
Entertainment	5,991	7.9	7,267	9.5	1,275	121.3
Anniversaire and Bridal	541	4.6	874	7.0	332	161.3
Real Estate Leasing	1,587	23.1	1,544	21.5	-42	97.3

Note: Please refer to page 37 for a breakdown of the Entertainment Business.

Fourth Quarter of FY3/26 Results by Segment

(Millions of yen)

	Fourth Quarter of FY3/25	%	Fourth Quarter of FY3/26	%	YoY change	YoY %
Net sales	63,261	100.0	63,189	100.0	-72	99.9
Fashion	40,695	100.0	40,078	100.0	-616	98.5
Entertainment	18,524	100.0	18,927	100.0	403	102.2
Anniversaire and Bridal	3,348	100.0	3,460	100.0	112	103.4
Real Estate Leasing	1,757	100.0	1,839	100.0	81	104.7
Gross profit	28,373	44.9	28,663	45.4	289	101.0
Fashion	24,138	59.3	23,667	59.1	-470	98.1
Entertainment	2,593	14.0	3,232	17.1	639	124.7
Anniversaire and Bridal	1,311	39.2	1,470	42.5	159	112.1
Real Estate Leasing	402	22.9	363	19.8	-39	90.3
SG&A expenses	20,241	32.0	18,820	29.8	-1,421	93.0
Fashion	16,431	40.4	14,993	37.4	-1,438	91.2
Entertainment	2,281	12.3	2,355	12.4	74	103.3
Anniversaire and Bridal	1,096	32.7	1,145	33.1	49	104.5
Operating profit	8,131	12.9	9,842	15.6	1,710	121.0
Fashion	7,706	18.9	8,674	21.6	967	112.6
Entertainment	311	1.7	876	4.6	565	281.1
Anniversaire and Bridal	214	6.4	324	9.4	109	151.1
Real Estate Leasing	399	22.7	357	19.4	-41	89.5

Note: Please refer to page 38 for a breakdown of the Entertainment Business.

Second Half of FY3/26 Results by Segment

(Millions of yen)

	Second Half of FY3/25	%	Second Half of FY3/26	%	YoY change	YoY %
Net sales	109,755	100.0	110,503	100.0	748	100.7
Fashion	64,357	100.0	64,230	100.0	-127	99.8
Entertainment	37,338	100.0	37,926	100.0	587	101.6
Anniversaire and Bridal	6,806	100.0	7,032	100.0	226	103.3
Real Estate Leasing	3,492	100.0	3,663	100.0	170	104.9
Gross profit	47,650	43.4	48,603	44.0	952	102.0
Fashion	38,218	59.4	37,717	58.7	-500	98.7
Entertainment	5,915	15.8	7,158	18.9	1,242	121.0
Anniversaire and Bridal	2,876	42.3	3,086	43.9	209	107.3
Real Estate Leasing	800	22.9	783	21.4	-16	97.9
SG&A expenses	36,175	33.0	35,593	32.2	-582	98.4
Fashion	29,306	45.5	28,375	44.2	-930	96.8
Entertainment	4,329	11.6	4,495	11.9	165	103.8
Anniversaire and Bridal	1,959	28.8	2,123	30.2	163	108.3
Operating profit	11,474	10.5	13,010	11.8	1,535	113.4
Fashion	8,912	13.8	9,342	14.5	430	104.8
Entertainment	1,585	4.2	2,663	7.0	1,077	167.9
Anniversaire and Bridal	917	13.5	963	13.7	46	105.1
Real Estate Leasing	794	22.7	775	21.2	-18	97.6

Note: Please refer to page 39 for a breakdown of the Entertainment Business.

FY3/26 Major Expenses

(Millions of yen)

		FY3/26									
		Total		Fashion		Entertainment		Anniversaire and Bridal		Real Estate Leasing	
			YoY %		YoY %		YoY %		YoY %		YoY %
Advertising expenses	SG&A expenses	9,704	102.1	7,035	97.8	1,054	117.1	1,550	118.6	-	-
Personnel expenses	Total	48,154	99.1	19,069	97.8	23,212	100.5	3,984	103.9	-	-
	Cost of sales	22,009	99.6	-	-	19,083	99.2	2,926	102.3	-	-
	SG&A expenses	26,145	98.6	19,069	97.8	4,129	106.7	1,058	108.5	-	-
Rents	Total	28,105	101.6	12,291	102.9	14,373	100.7	1,562	100.7	4,803	107.4
	Cost of sales	16,264	101.0	0	100.0	14,255	100.6	1,549	101.1	4,803	107.4
	SG&A expenses	11,841	102.5	12,291	102.9	118	103.0	12	71.7	-	-
Depreciation	Total	10,193	102.8	2,178	108.5	6,474	101.6	794	102.9	447	101.3
	Cost of sales	7,267	102.1	18	78.7	6,243	101.9	784	104.1	447	101.3
	SG&A expenses	2,926	104.4	2,159	108.9	231	95.5	9	52.7	-	-

Notes: 1. The sum of the business segment items does not match the total because the total includes expenses of AOKI Holdings Inc. and inter-segment eliminations.
2. Please refer to page 40 for a breakdown of the Entertainment Business.

FY3/26 Number of Stores Opened/Closed

(Number of stores)

Business Segment	Stores/Facilities		FY3/25			FY3/26		
			Opened	Closed	Number of Stores	Opened	Closed	Number of Stores
Fashion	AOKI		1	2	497	2	6	493
	ORIHICA		15	4	106	20	8	118
	Total		16	6	603	22	14	611
Entertainment	KAIKATSU CLUB		14	14	485	26	14	497
	COTE D'AZUR		-	5	85	2	4	83
	FIT24		3	4	116	5	9	112
	JIYU KUKAN and others	Directly managed	3	9	33	3	3	35
		FC	-	4	49	-	1	46
	Total		20	36	768	36	31	773
Anniversaire and Bridal	ANNIVERSAIRE		-	-	10	-	-	10
Consolidated Total			36	42	1,381	58	45	1,394

Note: The number of JIYU KUKAN and others stores at the end of December increased or decreased by two stores each due to changes from franchise to directly managed stores.

FY3/26 Capital Expenditures and Depreciation

(1) Capital Expenditures

(Millions of yen)

Business Segment	Stores/Facilities	FY3/25	FY3/26	YoY change	YoY %
Fashion	AOKI and ORIHICA	3,791	4,162	371	109.8
Entertainment	KAIKATSU CLUB	6,225	6,726	500	108.0
	COTE D'AZUR	212	486	274	229.1
	FIT24	190	484	294	254.9
	Jiyu Kukan and others	336	466	130	138.7
	Total	6,930	8,089	1,159	116.7
Anniversaire and Bridal	ANNIVERSAIRE	827	423	-404	51.2
Consolidated Total		11,989	13,215	1,226	110.2

(2) Depreciation

(Millions of yen)

	FY3/25	FY3/26	YoY change	YoY %
Consolidated Total	9,920	10,198	277	102.8

FY3/27 Forecast by Segment

(Millions of yen)

	FY3/26	%	FY3/27 Forecast	%	YoY change	YoY %
Net sales	194,532	100.0	200,000	100.0	5,467	102.8
Fashion	102,894	100.0	106,500	100.0	3,605	103.5
Entertainment	76,783	100.0	77,700	100.0	916	101.2
Anniversaire and Bridal	12,448	100.0	13,000	100.0	551	104.4
Real Estate Leasing	7,195	100.0	7,400	100.0	204	102.8
Gross profit	82,881	42.6	87,000	43.5	4,118	105.0
Fashion	60,617	58.9	63,400	59.5	2,782	104.6
Entertainment	16,089	21.0	16,750	21.6	660	104.1
Anniversaire and Bridal	4,901	39.4	5,400	41.5	498	110.2
Real Estate Leasing	1,558	21.7	1,713	23.1	154	109.9
SG&A expenses	65,933	33.9	69,000	34.5	3,066	104.7
Fashion	52,108	50.6	54,500	51.2	2,391	104.6
Entertainment	8,822	11.5	8,875	11.4	52	100.6
Anniversaire and Bridal	4,027	32.4	4,400	33.8	372	109.2
Operating profit	16,947	8.7	18,000	9.0	1,052	106.2
Fashion	8,508	8.3	8,900	8.4	391	104.6
Entertainment	7,267	9.5	7,875	10.1	607	108.4
Anniversaire and Bridal	874	7.0	1,000	7.7	125	114.4
Real Estate Leasing	1,544	21.5	1,700	23.0	155	110.1

Note: Please refer to page 44 for a breakdown of the Entertainment Business.

FY3/27 Major Expenses Forecast

(Millions of yen)

		FY3/27 Forecast									
		Total		Fashion		Entertainment		Anniversaire and Bridal		Real Estate Leasing	
			YoY %		YoY %		YoY %		YoY %		YoY %
Advertising expenses	SG&A expenses	9,639	99.3	7,051	100.2	915	86.8	1,613	104.0	-	-
Personnel expenses	Total	49,700	103.2	19,800	103.8	23,655	101.9	4,293	107.7	-	-
	Cost of sales	22,610	102.7	-	-	19,435	101.8	3,133	107.1	-	-
	SG&A expenses	27,090	103.6	19,800	103.8	4,220	102.2	1,160	109.6	-	-
Rents	Total	28,384	101.0	12,400	100.9	14,527	101.1	1,575	100.8	4,839	100.7
	Cost of sales	16,500	101.5	0	100.0	14,439	101.3	1,562	100.8	4,839	100.7
	SG&A expenses	11,883	100.4	12,400	100.9	87	74.4	12	100.5	-	-
Depreciation	Total	10,906	107.0	2,451	112.6	6,891	106.4	810	102.0	462	103.3
	Cost of sales	7,693	105.9	18	100.0	6,637	106.3	801	102.2	462	103.3
	SG&A expenses	3,212	109.8	2,432	112.7	253	109.3	8	89.6	-	-

Notes: 1. The sum of the business segment items does not match the total because the total includes expenses of AOKI Holdings Inc. and inter-segment eliminations.
2. Please refer to page 45 for a breakdown of the Entertainment Business.

FY3/27 Forecast for Number of Stores Opening/Closing

(Number of stores)

Business Segment	Stores/Facilities		FY3/26			FY3/27 Forecast		
			Opened	Closed	Number of Stores	To be Opened	To be Closed	Number of Stores
Fashion	AOKI		2	6	493	2	3	492
	ORIHICA		20	8	118	12	2	128
	Total		22	14	611	14	5	620
Entertainment	KAIKATSU CLUB		26	14	497	15	8	504
	COTE D'AZUR		2	4	83	-	3	80
	FIT24		5	9	112	15	3	124
	JIYU KUKAN and others	Directly managed	3	3	35	9	-	44
		FC	-	1	46	-	-	46
	Total		36	31	773	39	14	798
Anniversaire and Bridal	ANNIVERSAIRE		-	-	10	-	-	10
Consolidated Total			58	45	1,394	53	19	1,428

Note: 3 and 9 JIYU KUKAN and others stores opened in FY3/26 and to be opened in FY3/27 forecast, respectively, are 24-hour self-served dart space "Smart Darts."

FY3/27 Forecast for Capital Expenditures and Depreciation

(1) Capital Expenditures

(Millions of yen)

Business Segment	Stores/Facilities	FY3/26	FY3/27 Forecast	YoY change	YoY %
Fashion	AOKI and ORIHICA	4,162	2,800	-1,362	67.3
Entertainment	KAIKATSU CLUB	6,726	3,300	-3,426	49.1
	COTE D'AZUR	486	250	-236	51.4
	FIT24	484	1,450	965	299.4
	Jiyu KUKAN and others	466	450	-16	96.4
	Total	8,089	5,400	-2,689	66.8
Anniversaire and Bridal	ANNIVERSAIRE	423	500	76	118.0
Consolidated Total		13,215	9,000	-4,215	68.1

(2) Depreciation

(Millions of yen)

	FY3/26	FY3/27 Forecast	YoY change	YoY %
Consolidated Total	10,198	10,900	701	106.9

Reference: FY3/26 Fashion Business Performance

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

		1H	3Q			4Q			2H	Full year		
			Oct.	Nov.	Dec.	Jan.	Feb.	Mar.				
Net sales	FY3/26	-0.1	-1.1	4.0	-1.7	0.6	-0.8	-2.4	-3.1	-2.3	-1.3	-0.8
	FY3/25	1.9	-5.3	8.1	3.1	2.1	4.7	3.8	1.6	3.0	2.7	2.4
Number of customers	FY3/26	-3.3	-3.0	3.0	-3.6	-1.0	-4.1	-7.8	-5.4	-5.6	-3.4	-3.4
	FY3/25	-1.8	-10.8	-0.1	-3.4	-4.7	-1.9	-3.6	-3.5	-3.0	-3.8	-2.9
Sales per customer	FY3/26	3.3	2.1	1.0	2.0	1.6	3.4	5.8	2.5	3.5	2.3	2.7
	FY3/25	3.8	6.1	8.2	6.7	7.1	6.6	7.7	5.3	6.2	6.7	5.4

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

		1H	YoY %	2H	YoY %	Full year	YoY %
Number of units sold (in thousands)	FY3/26	220	91.1	524	96.1	744	94.5
	FY3/25	241	93.8	546	91.5	787	92.2
Unit price (thousands of yen)	FY3/26	32.6	106.5	30.1	100.7	30.8	102.3
	FY3/25	30.6	104.4	29.9	109.9	30.1	108.3

Reference: FY3/26 Fashion Business Performance

(3) Sales by category

(Millions of yen)

Category		1H			2H			Full year		
			%	YoY %		%	YoY %		%	YoY %
Business	FY3/26	22,192	60.2	98.2	38,743	63.4	97.4	60,937	62.2	97.7
	FY3/25	22,603	62.1	99.6	39,771	64.7	102.0	62,374	63.7	101.1
Casual	FY3/26	7,749	21.0	112.5	8,067	13.2	115.5	15,814	16.1	114.0
	FY3/25	6,887	18.9	108.5	6,982	11.4	110.2	13,869	14.2	109.4
Ladies'	FY3/26	6,932	18.8	100.0	14,317	23.4	97.5	21,251	21.7	98.3
	FY3/25	6,932	19.0	100.9	14,686	23.9	104.3	21,619	22.1	103.2
Total	FY3/26	38,663	-	101.0	64,230	-	99.8	102,894	-	100.3
	FY3/25	38,263	-	101.6	64,357	-	103.1	102,621	-	102.6

Business :Suits, formal wear, coats, dress shirts, ties, etc Casual :Jackets, slacks, casual wear (includes Pajama suits) , etc

Notes:1. The sum of the categories does not match the total because the total includes 'Other' items such as alteration.

2. The sales composition ratio for each category is calculated based on the sum of the respective categories.

(4) Average total sales area

(Square meters)

	FY3/25	FY3/26	YoY change	YoY %
AOKI•ORIHICA Total	304,395	300,959	-3,436	98.9

Reference: FY3/27 Fashion Business Forecast

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

		1Q	2Q	1H	3Q	4Q	2H	Full year
Net sales	FY3/27 Forecast	2.3	2.5	2.4	4.4	2.2	3.0	2.8
	FY3/26	0.5	-0.8	-0.1	0.6	-2.3	-1.3	-0.8
Number of customers	FY3/27 Forecast	-1.9	-2.1	-2.0	-0.6	0.2	-0.2	-1.0
	FY3/26	-3.8	-2.6	-3.3	-1.0	-5.6	-3.4	-3.4
Sales per customer	FY3/27 Forecast	4.3	4.7	4.5	5.0	2.0	3.2	3.8
	FY3/26	4.4	1.9	3.3	1.6	3.5	2.3	2.7

(2) Sales by category

(Millions of yen)

Category	FY3/26	%	FY3/27 Forecast	%	YoY change	YoY %
Business	60,937	62.2	61,900	60.7	962	101.6
Casual	15,814	16.1	17,800	17.5	1,985	112.6
Ladies'	21,251	21.7	22,200	21.8	948	104.5
Total	102,894	-	106,500	-	3,605	103.5

Business :Suits, formal wear, coats, dress shirts, ties, etc Casual :Jackets, slacks, casual wear (includes Pajama suits) , etc

Notes:1. The sum of the categories does not match the total because the total includes 'Other' items such as alteration.

2. The sales composition ratio for each category is calculated based on the sum of the respective categories.

Reference: FY3/26 Entertainment Business Performance

(1) Results by business format (Full year)

(Millions of yen)

	FY3/25	%	FY3/26	%	YoY change	YoY %
Net sales	76,040	100.0	76,783	100.0	743	101.0
KAIKATSU CLUB	56,843	100.0	58,142	100.0	1,298	102.3
COTE D'AZUR	10,212	100.0	9,471	100.0	-740	92.7
FIT24	5,475	100.0	5,937	100.0	461	108.4
JIYU KUKAN and others	5,412	100.0	5,426	100.0	13	100.3
Gross profit	14,415	19.0	16,089	21.0	1,674	111.6
KAIKATSU CLUB (including FIT24)	11,737	18.8	13,298	20.8	1,560	113.3
COTE D'AZUR	1,659	16.2	1,721	18.2	62	103.8
JIYU KUKAN and others	1,035	19.1	1,110	20.5	74	107.2
SG&A expenses	8,423	11.1	8,822	11.5	398	104.7
KAIKATSU CLUB (including FIT24)	6,213	10.0	6,648	10.4	434	107.0
COTE D'AZUR	1,205	11.8	1,212	12.8	6	100.6
JIYU KUKAN and others	900	16.6	945	17.4	45	105.1
Operating profit	5,991	7.9	7,267	9.5	1,275	121.3
KAIKATSU CLUB (including FIT24)	5,524	8.9	6,650	10.4	1,125	120.4
COTE D'AZUR	453	4.4	509	5.4	55	112.3
JIYU KUKAN and others	135	2.5	164	3.0	28	121.3

Note: The sum of the business format items does not match the total because includes inter-segment eliminations.

Reference: FY3/26 Entertainment Business Performance

(2) Results by business format (Fourth Quarter)

(Millions of yen)

	Fourth Quarter of FY3/25	%	Fourth Quarter of FY3/26	%	YoY change	YoY %
Net sales	18,524	100.0	18,927	100.0	403	102.2
KAIKATSU CLUB	13,789	100.0	14,326	100.0	537	103.9
COTE D'AZUR	2,488	100.0	2,274	100.0	-214	91.4
FIT24	1,355	100.0	1,506	100.0	151	111.2
JIYU KUKAN and others	1,051	100.0	1,073	100.0	22	102.1
Gross profit	2,593	14.0	3,232	17.1	639	124.7
KAIKATSU CLUB (including FIT24)	1,957	12.9	2,675	16.9	718	136.7
COTE D'AZUR	364	14.6	256	11.3	-108	70.3
JIYU KUKAN and others	260	24.8	286	26.7	25	109.9
SG&A expenses	2,281	12.3	2,355	12.4	74	103.3
KAIKATSU CLUB (including FIT24)	1,686	11.1	1,818	11.5	132	107.9
COTE D'AZUR	331	13.3	293	12.9	-37	88.6
JIYU KUKAN and others	241	23.0	244	22.8	3	101.4
Operating profit (loss)	311	1.7	876	4.6	565	281.1
KAIKATSU CLUB (including FIT24)	271	1.8	857	5.4	585	315.7
COTE D'AZUR	33	1.3	-37	-	-70	-
JIYU KUKAN and others	19	1.8	41	3.9	22	217.2

Note: The sum of the business format items does not match the total because includes inter-segment eliminations.

Reference: FY3/26 Entertainment Business Performance

(3) Results by business format (Second Half)

(Millions of yen)

	Second Half of FY3/25	%	Second Half of FY3/26	%	YoY change	YoY %
Net sales	37,338	100.0	37,926	100.0	587	101.6
KAIKATSU CLUB	27,666	100.0	28,582	100.0	916	103.3
COTE D'AZUR	5,130	100.0	4,712	100.0	-418	91.9
FIT24	2,790	100.0	3,018	100.0	227	108.2
JIYU KUKAN and others	2,089	100.0	2,066	100.0	-22	98.9
Gross profit	5,915	15.8	7,158	18.9	1,242	121.0
KAIKATSU CLUB (including FIT24)	4,550	14.9	5,792	18.3	1,241	127.3
COTE D'AZUR	851	16.6	809	17.2	-41	95.1
JIYU KUKAN and others	491	23.5	537	26.0	46	109.4
SG&A expenses	4,329	11.6	4,495	11.9	165	103.8
KAIKATSU CLUB (including FIT24)	3,221	10.6	3,423	10.8	202	106.3
COTE D'AZUR	629	12.3	603	12.8	-25	95.9
JIYU KUKAN and others	420	20.1	463	22.4	42	110.2
Operating profit	1,585	4.2	2,663	7.0	1,077	167.9
KAIKATSU CLUB (including FIT24)	1,329	4.4	2,368	7.5	1,039	178.2
COTE D'AZUR	222	4.3	206	4.4	-15	92.9
JIYU KUKAN and others	70	3.4	74	3.6	3	104.6

Note: The sum of the business format items does not match the total because includes inter-segment eliminations.

Reference: FY3/26 Entertainment Business Performance

(4) Major expenses by business format

(Millions of yen)

		FY3/26							
		Entertainment Total		KAIKATSU CLUB		COTE D'AZUR		JIYU KUKAN and others	
			YoY %		YoY %		YoY %		YoY %
Advertising expenses	SG&A expenses	1,054	117.1	818	115.8	241	121.8	8	124.1
Personnel expenses	Total	23,212	100.5	18,784	102.6	3,157	89.8	1,269	98.7
	Cost of sales	19,083	99.2	15,818	101.6	2,616	87.7	648	96.1
	SG&A expenses	4,129	106.7	2,966	108.9	541	101.6	620	101.6
Rents	Total	14,373	100.7	11,608	102.5	1,960	92.5	809	95.9
	Cost of sales	14,255	100.6	11,529	102.5	1,947	92.5	780	95.7
	SG&A expenses	118	103.0	79	104.6	12	93.3	28	103.0
Depreciation	Total	6,474	101.6	5,746	101.9	465	91.2	242	124.8
	Cost of sales	6,243	101.9	5,655	102.2	404	90.5	217	126.0
	SG&A expenses	231	95.5	91	87.6	61	95.6	24	115.3

Note: KAIKATSU CLUB includes FIT24.

Reference: FY3/26 Entertainment Business Performance

(5) Entertainment Business:

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

- Existing stores : KAIKATSU CLUB, COTE D'AZUR, FiT24

(%)

		1H	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	2H	Full year
Net sales	FY3/26	1.1	1.4	2.9	0.9	1.7	2.4	2.5	2.5	2.5	2.1	1.6
	FY3/25	2.9	1.8	2.9	2.1	2.3	0.2	-2.0	-1.5	-1.1	0.6	1.8
Number of customers	FY3/26	-1.1	0.7	1.6	1.5	1.3	1.7	1.0	-1.6	0.3	0.8	-0.2
	FY3/25	1.7	-0.9	-0.2	-1.0	-0.7	-2.5	-4.8	-0.3	-2.4	-1.6	0.1
Sales per customer	FY3/26	1.5	-0.2	0.9	-1.6	-0.3	-0.6	0.2	3.1	1.0	0.3	0.9
	FY3/25	1.8	3.3	3.9	3.9	3.7	2.7	2.6	-1.0	1.3	2.5	2.2

Note : Number of customers and sales per customer do not include FiT24 fitness facilities which is monthly membership fee business

Reference: FY3/26 Entertainment Business Performance

(6) KAIKATSU CLUB:

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

(%)

		1H	3Q			4Q			2H	Full year		
			Oct.	Nov.	Dec.	Jan.	Feb.	Mar.				
Net sales	FY3/26	1.5	1.5	3.6	1.1	2.0	3.0	3.6	4.6	3.7	2.9	2.4
	FY3/25	2.9	2.1	2.6	2.4	2.3	0.1	-2.3	-2.4	-1.5	0.4	1.7
Number of customers	FY3/26	-0.9	0.9	2.3	2.2	1.8	2.5	2.2	-0.5	1.4	1.6	0.3
	FY3/25	1.8	-0.5	-0.1	-0.8	-0.5	-2.5	-4.9	-0.3	-2.5	-1.5	0.2
Sales per customer	FY3/26	1.5	-0.4	0.9	-2.3	-0.6	-1.0	0.0	4.1	1.1	0.2	0.9
	FY3/25	1.9	3.2	3.5	4.0	3.6	2.4	2.4	-2.0	0.8	2.2	2.0

Notes : 1. Sales include FIT24 sales

2. Number of customers and sales per customer do not include FIT24 fitness facilities which is monthly membership fee business

(7) KAIKATSU CLUB: Percentage to existing-store sales

(%)

	FY3/25	FY3/26	YoY change
Room charges	91.0	91.3	+0.3pt
Food and beverage sales	6.4	6.2	-0.2pt
Other sales	2.6	2.5	-0.1pt

Reference: FY3/26 Entertainment Business Performance

(8) COTE D'AZUR:

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

(%)

		1H	Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q	2H	Full year
Net sales	FY3/26	-0.9	0.9	-1.9	0.2	-0.2	-1.3	-4.8	-9.3	-5.2	-2.7	-1.7
	FY3/25	2.8	-0.1	5.1	1.2	1.9	1.0	-0.6	3.6	1.5	1.7	2.2
Number of customers	FY3/26	-2.5	-0.7	-3.9	-2.7	-2.5	-4.1	-8.2	-8.8	-7.1	-4.9	-3.6
	FY3/25	0.9	-4.4	-1.4	-2.6	-2.8	-2.7	-3.9	-0.2	-2.1	-2.4	-0.8
Sales per customer	FY3/26	1.6	1.7	2.1	2.9	2.3	3.0	3.6	-0.6	2.0	2.3	1.9
	FY3/25	1.8	4.5	6.5	3.9	4.8	3.8	3.5	3.8	3.7	4.2	3.0

(9) COTE D'AZUR: Percentage to existing-store sales

(%)

	FY3/25	FY3/26	YoY change
Room charges	56.2	55.4	-0.8pt
Food and beverage sales	43.4	44.1	+0.7pt
Other sales	0.4	0.5	+0.1pt

Reference: FY3/27 Entertainment Business Forecast

(1) Earnings forecast by business format

(Millions of yen)

		FY3/26	%	FY3/27 Forecast	%	YoY change	YoY %
Net sales	KAIKATSU CLUB	58,142	100.0	59,000	100.0	857	101.5
	COTE D'AZUR	9,471	100.0	9,300	100.0	-171	98.2
	FIT24	5,937	100.0	6,100	100.0	162	102.7
Gross profit	KAIKATSU CLUB (including FIT24)	13,298	20.8	14,050	21.6	751	105.7
	COTE D'AZUR	1,721	18.2	1,650	17.7	-71	95.8
SG&A expenses	KAIKATSU CLUB (including FIT24)	6,648	10.4	6,850	10.5	201	103.0
	COTE D'AZUR	1,212	12.8	1,050	11.3	-162	86.6
Operating profit	KAIKATSU CLUB (including FIT24)	6,650	10.4	7,200	11.1	549	108.3
	COTE D'AZUR	509	5.4	600	6.5	90	117.7

Reference: FY3/27 Entertainment Business Forecast

(2) Forecast for Major expenses by business format

(Millions of yen)

		FY3/27 Forecast							
		Entertainment Total		KAIKATSU CLUB		COTE D'AZUR		JIYU KUKAN and others	
			YoY %		YoY %		YoY %		YoY %
Advertising expenses	SG&A expenses	915	86.8	738	90.2	181	75.5	5	63.2
Personnel expenses	Total	23,655	101.9	19,245	102.5	3,142	99.5	1,266	99.8
	Cost of sales	19,435	101.8	16,075	101.6	2,712	103.7	646	99.7
	SG&A expenses	4,220	102.2	3,170	106.9	430	79.4	620	99.9
Rents	Total	14,527	101.1	11,788	101.5	1,924	98.2	817	101.0
	Cost of sales	14,439	101.3	11,735	101.8	1,916	98.4	790	101.3
	SG&A expenses	87	74.4	52	66.6	8	66.3	26	92.3
Depreciation	Total	6,891	106.4	6,105	106.2	469	100.8	290	120.0
	Cost of sales	6,637	106.3	6,011	106.3	392	97.2	267	123.1
	SG&A expenses	253	109.3	93	102.4	76	124.7	23	92.5

Note: KAIKATSU CLUB includes FIT24.

Reference: FY3/27 Entertainment Business Forecast

(3) Entertainment Business:

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

- Existing stores : KAIKATSU CLUB, COTE D'AZUR, FIT24

(%)

		1H			2H		Full year	
		1Q	2Q		3Q	4Q		
Net sales	FY3/27 Forecast	0.6	0.6	0.6	1.7	-0.3	0.7	0.6
	FY3/26	1.2	1.0	1.1	1.7	2.5	2.1	1.6
Number of customers	FY3/27 Forecast	0.6	0.3	0.4	1.3	0.2	0.7	0.6
	FY3/26	-1.0	-1.2	-1.1	1.3	0.3	0.8	-0.2
Sales per customer	FY3/27 Forecast	-0.3	0.2	-0.1	0.2	-0.4	-0.1	-0.1
	FY3/26	1.7	1.3	1.5	-0.3	1.0	0.3	0.9

Note : Number of customers and sales per customer do not include FIT24 fitness facilities which is monthly membership fee business

Reference: FY3/27 Entertainment Business Forecast

(4) KAIKATSU CLUB:

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

(%)

		1H			2H		Full year	
		1Q	2Q	3Q	4Q			
Net sales	FY3/27 Forecast	0.8	0.8	0.8	1.5	-0.4	0.6	0.7
	FY3/26	1.5	1.4	1.5	2.0	3.7	2.9	2.1
Number of customers	FY3/27 Forecast	0.8	0.3	0.6	1.2	0.1	0.6	0.6
	FY3/26	-0.8	-0.9	-0.9	1.8	1.4	1.6	0.3
Sales per customer	FY3/27 Forecast	-0.4	0.2	0.0	0.1	-0.4	-0.2	-0.1
	FY3/26	1.6	1.4	1.5	-0.6	1.1	0.2	0.9

Notes : 1. Sales include FiT24 sales

2. Number of customers and sales per customer do not include FiT24 fitness facilities which is monthly membership fee business

Reference: FY3/27 Entertainment Business Forecast

(5) COTE D'AZUR:

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

(%)

		1H			2H		Full year	
		1Q	2Q		3Q	4Q		
Net sales	FY3/27 Forecast	-0.8	-0.4	-0.6	2.8	0.2	1.6	0.5
	FY3/26	-0.1	-1.5	-0.9	-0.2	-5.2	-2.7	-1.7
Number of customers	FY3/27 Forecast	-1.1	-0.3	-0.7	1.9	0.7	1.3	0.3
	FY3/26	-2.2	-2.7	-2.5	-2.5	-7.1	-4.9	-3.6
Sales per customer	FY3/27 Forecast	0.3	-0.1	0.1	0.8	-0.5	0.2	0.2
	FY3/26	2.1	1.2	1.6	2.3	2.0	2.3	1.9

Reference: FY3/26 Anniversaire and Bridal Business Performance

(1) YoY change in the number of couples married and sales per couple at existing locations

		1H		2H		Full year	
			YoY %		YoY %		YoY %
Number of weddings	FY3/26	1,488	104.9	1,889	96.6	3,377	100.1
	FY3/25	1,282	95.8	1,956	108.9	3,238	103.3
Average sales per couple (thousands of yen)	FY3/26	4,171	103.4	4,374	105.4	4,284	104.5
	FY3/25	4,002	102.0	4,148	104.3	4,090	103.4

Notes: 1. Not include family weddings and photo weddings

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

3. Existing locations in the first half of fiscal year 2025: 9 facilities , in the first half of fiscal year 2026: 10 facilities

(2) YoY change in the number of wedding orders at existing locations

		1Q	2Q	1H	3Q	4Q	2H	Full year
Number of Wedding orders (YoY %)	FY3/26	105.8	97.6	101.7	104.7	96.3	99.5	100.6
	FY3/25	102.0	110.2	106.1	94.9	113.0	105.3	105.7

Notes: 1. Not include family weddings and photo weddings

2. Existing locations in the first half of fiscal year 2025: 9 facilities , in the first half of fiscal year 2026: 10 facilities

Reference: FY3/27 Anniversaire and Bridal Business Forecast

YoY change in the number of couples married and sales per couple at existing locations

		1H	YoY %	2H	YoY %	Full year	YoY %
Number of weddings	FY3/27 Forecast	1,378	92.6	2,022	107.0	3,400	100.7
	FY3/26	1,488	104.9	1,889	96.6	3,377	100.1
Average sales per couple (thousands of yen)	FY3/27 Forecast	4,251	101.9	4,427	101.2	4,356	101.7
	FY3/26	4,171	103.4	4,374	105.4	4,284	104.5

Notes: 1. Not include family weddings and photo weddings

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

Disclaimer Regarding Forecasts

These materials have been prepared with the purpose of understanding our company, and are not intended as a solicitation to invest in the company.

Forecasts and forward-looking statements in these materials are based on assumptions judged to be valid and information available to the Company at the time the materials were created. These materials are not promises by the Company regarding future performance. Please be aware that actual performance may differ significantly from these forecasts for a number of reasons.