



Supplementary Materials




Fiscal Year Ended March 31, 2025

May 9, 2025
AOKI Holdings Inc.(8214)



ANNIVERSAIRE

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Note : All monetary figures are rounded down.

FY3/25 Review of Operations

FY3/25 Results Summary

Business climate

- End of post-pandemic demand recovery
- Rise in raw material prices and volatile exchange rates
- Shortage of employees and rise in personnel expenses
- Climate change, such as rising temperatures due to global warming

FY3/25 Results

- Steady results of existing stores in all business segments
- Appropriate measures to manage rising purchase prices and labor costs and implementation of cost controls
- Higher sales and earnings for the fourth consecutive fiscal year
- Sales and earnings exceeded forecast for the fiscal year ended March 31, 2025

Net sales

192.6 billion yen
(up 2.6% YoY)

Operating
profit

15.6 billion yen
(up 12.9% YoY)

Ordinary
profit

14.7 billion yen
(up 11.7% YoY)

Profit attributable
to owners of parent

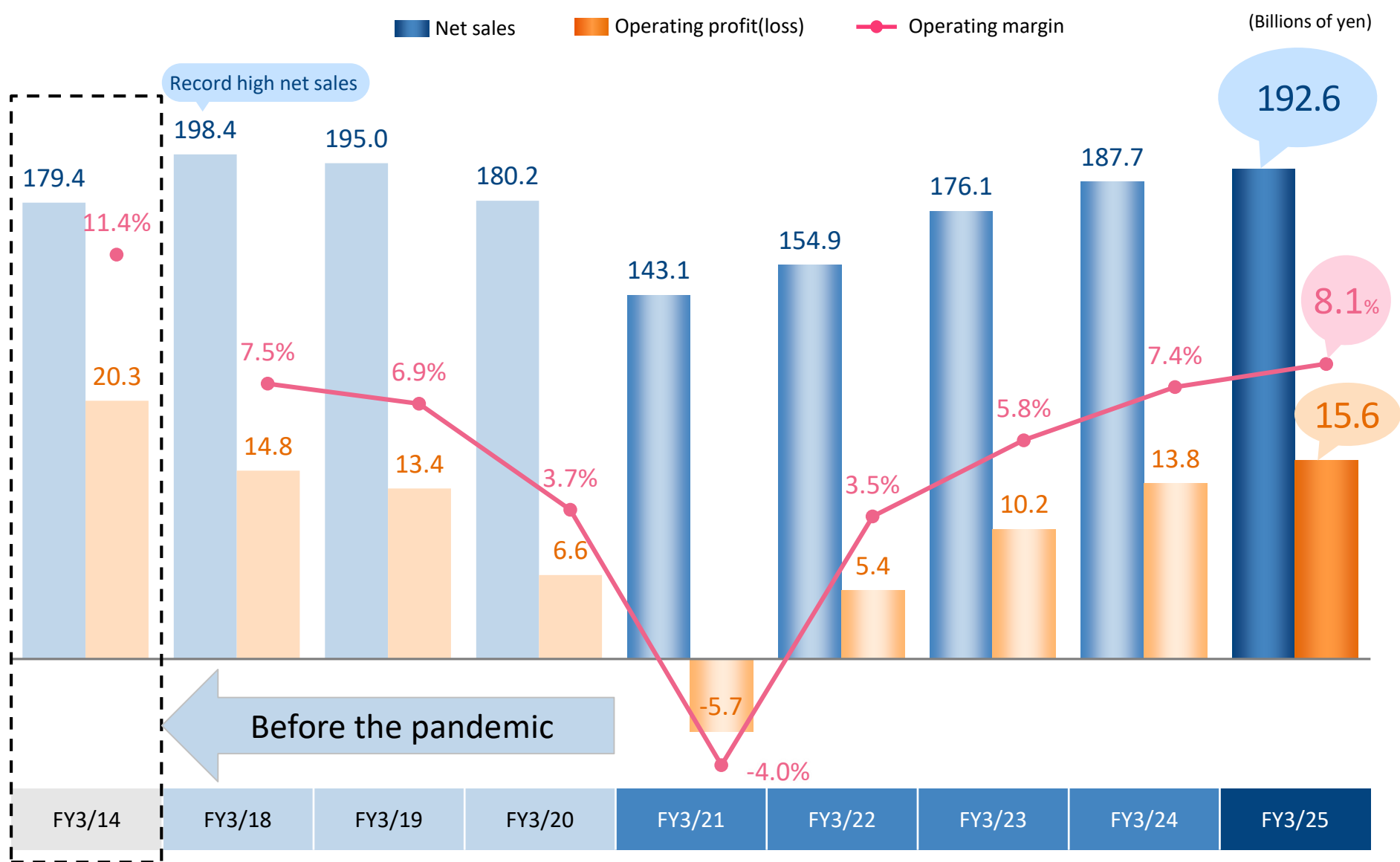
9.5 billion yen
(up 26.4% YoY)

FY3/25 Consolidated Results

(Millions of yen)

Account/Period	FY3/24	FY3/25	YoY change	YoY %
Net sales	187,716	192,688	4,972	102.6
Gross profit	76,929	80,690	3,760	104.9
Gross margin	41.0%	41.9%	+0.9pt	
Selling, general and administrative expenses	63,069	65,043	1,973	103.1
Operating profit	13,860	15,646	1,786	112.9
Operating margin	7.4%	8.1%	+0.7pt	
Non-operating profit	329	271	-58	82.3
Non-operating expenses	954	1,135	181	119.0
Ordinary profit	13,235	14,782	1,546	111.7
Extraordinary income	1,003	905	-98	90.2
Extraordinary losses	1,798	1,743	-54	97.0
Profit attributable to owners of parent	7,574	9,574	2,000	126.4
Net income per share (yen)	90.03	113.89	23.86	-

Consolidated Earnings Trends from FY3/18 to FY3/25



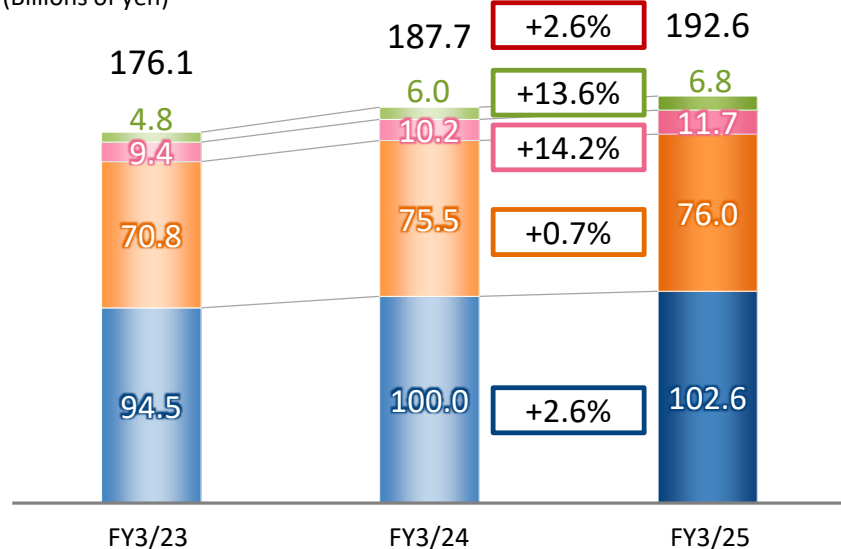
Note:FY3/14 was the year of highest-ever full-year profit. Figures are provided for reference.

FY3/25 Results by Segment

Status of Each Segment		Performance of existing stores	YoY %	
			Forecast	Results
Fashion	Existing store performance remained firm due to an increase in sales per customer, resulting in a fourth consecutive year of increasing sales and profits	Net sales	101.4	102.4
		Number of customers	98.4	97.1
		Sales per customer	103.0	105.4
Entertainment	Existing store performance remained firm due to increase in the number of customers and sales per customer, resulting in a fourth consecutive year of increasing sales and the achievement of record-high profits	Net sales	100.1	101.8
		Number of customers	99.4	100.1
		Sales per customer	101.0	102.2
Anniversaire and Bridal	Return to profitability with higher sales due to the operation of ANNIVERSAIRE OMOTESANDO, which had been closed until mid-September last year, as well as to lower renewal expenses, etc.	Number of weddings	102.7	103.3
		Sales per couple	102.9	103.4

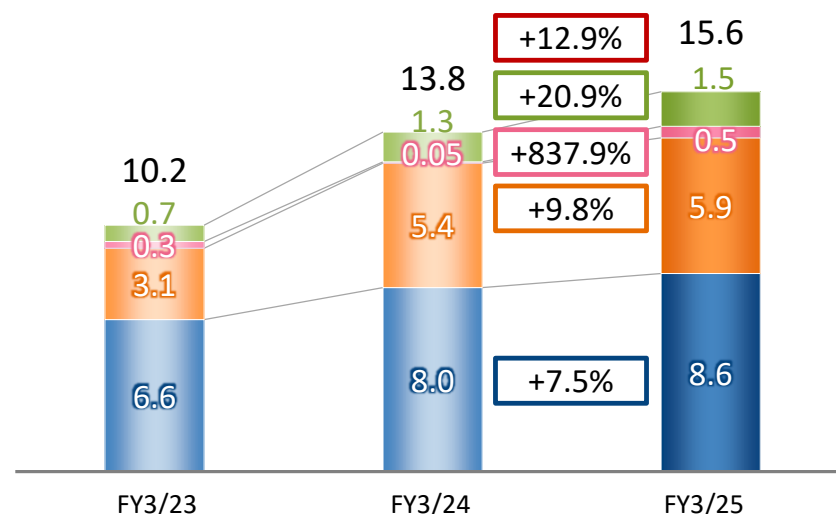
Net sales

(Billions of yen)



Operating profit

(Billions of yen)



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

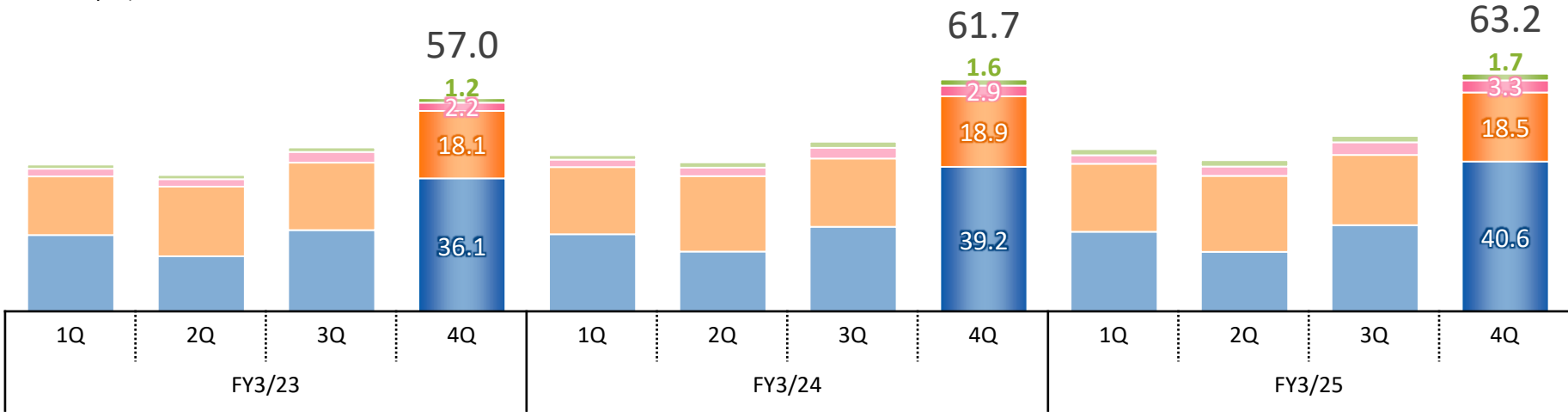
Quarterly Performance Trends by Segment

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

Fashion Entertainment Anniversaire and Bridal Real Estate Leasing

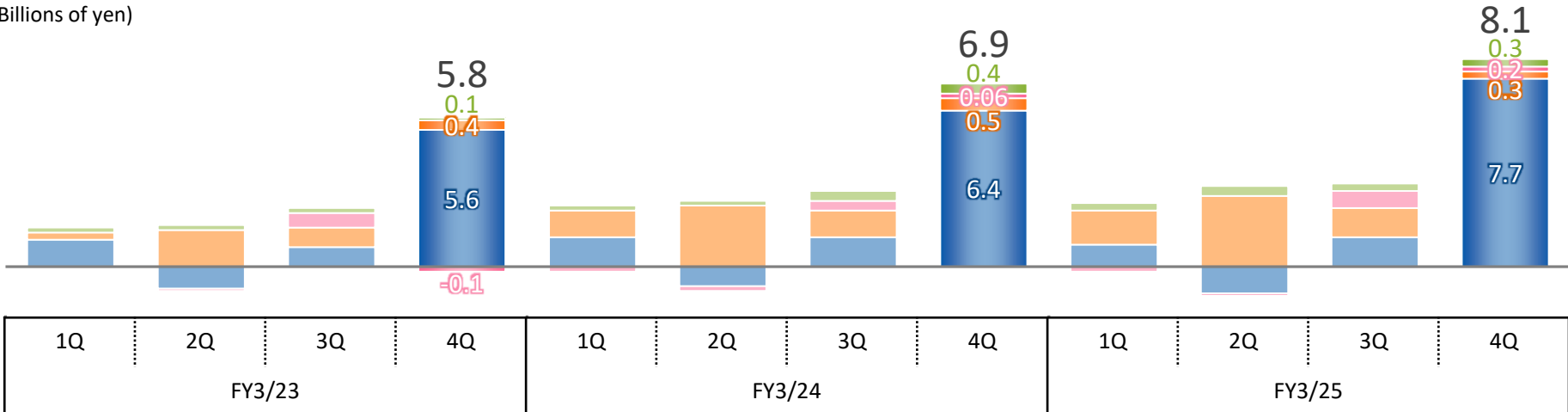
Net sales

(Billions of yen)



Operating profit

(Billions of yen)



FY3/26 Earnings Forecast

FY3/26 Earnings Forecast

Business climate

- The diversification of customer needs and changes of consumption behavior
- Rise in raw material prices and volatile exchange rates
- Despite a slight income improvement, the propensity to save is increasing due to higher prices
- Rising temperatures and increasing natural disasters, etc.

FY3/26 Forecast

- Increasing sales forecasts for existing stores in all business segments
- Proactive new store openings and renovations
- Appropriate measures to manage rising purchase prices and labor costs and implementation of cost controls
- Expecting higher sales and profits for the fifth consecutive fiscal year
- Expecting to exceed the second year of the medium-term management plan

Net sales

198.0 billion yen
(up 2.8% YoY)

Operating
profit

17.0 billion yen
(up 8.6% YoY)

Ordinary
profit

16.4 billion yen
(up 10.9% YoY)

Profit attributable
to owners of parent

9.6 billion yen
(up 0.3% YoY)

FY3/26 Consolidated Forecast

(Millions of yen)

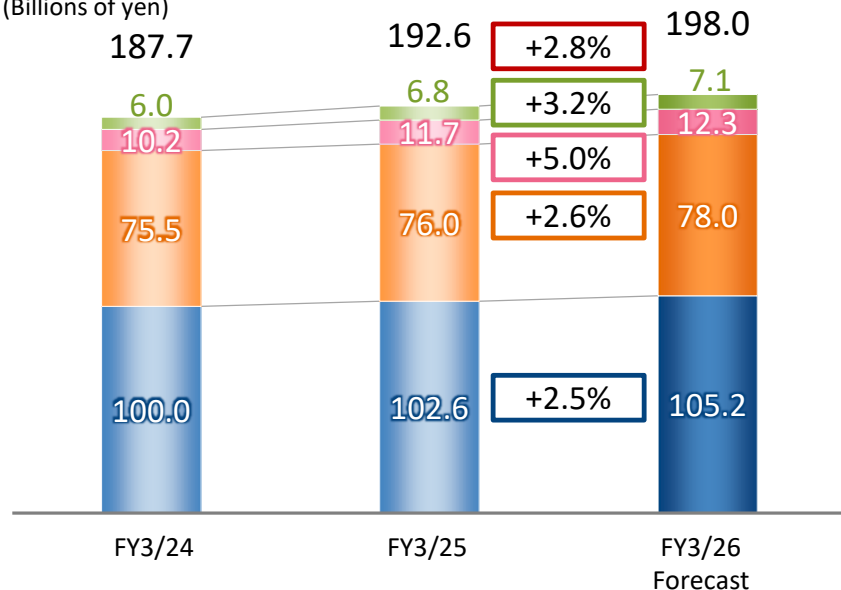
Account/Period	FY3/25	FY3/26 forecast	YoY change	YoY %
Net sales	192,688	198,000	5,311	102.8
Gross profit	80,690	83,950	3,259	104.0
Gross margin	41.9%	42.4%	+0.5pt	
Selling, general and administrative expenses	65,043	66,950	1,906	102.9
Operating profit	15,646	17,000	1,353	108.6
Operating margin	8.1%	8.6%	+0.5pt	
Non-operating profit	271	250	-21	92.2
Non-operating expenses	1,135	850	-285	74.9
Ordinary profit	14,782	16,400	1,617	110.9
Extraordinary income	905	-	-905	-
Extraordinary losses	1,743	1,300	-443	74.5
Profit attributable to owners of parent	9,574	9,600	25	100.3
Net income per share (yen)	113.89	114.15	0.26	-

FY3/26 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 for the fifth consecutive fiscal year, driven by product expansion, enhanced proposals, and continued new ORIHICA store openings Store openings: 17; closings: 4 	Net sales	100.8
		Number of customers	98.4
		Sales per customer	102.4
Entertainment	<ul style="list-style-type: none"> Expecting higher sales for the fifth consecutive fiscal year and record-high profits, driven by the expansion of fully private rooms with locks and leaner store operations Store openings: 30; closings: 19 	Net sales	101.3
		Number of customers	100.7
		Sales per customer	100.6
Anniversaire and Bridal	<ul style="list-style-type: none"> Expecting higher sales and profits, driven by more activities to increase orders, enhanced proposals for various items, and more efficient and standardized store operations. 	Number of weddings	102.8
		Sales per couple	100.8

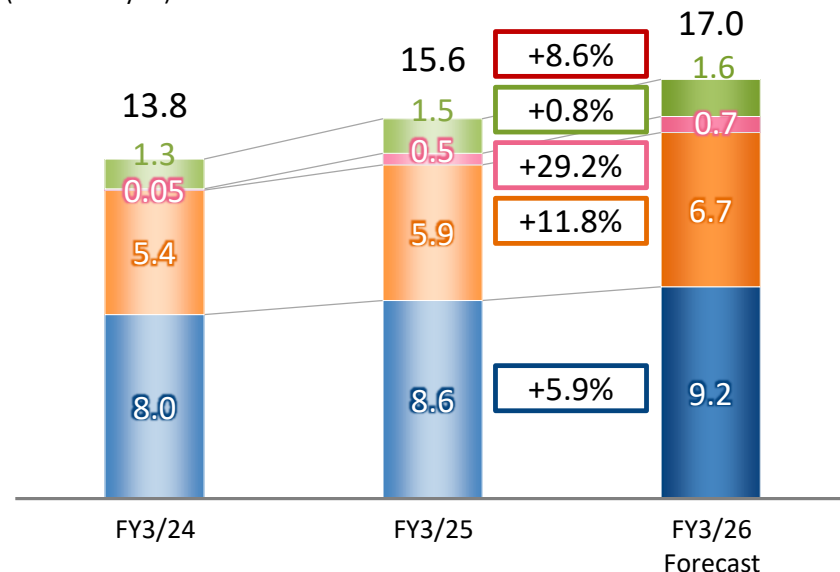
Net sales

(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.

Supplementary Documents

FY3/25 Results by Segment

(Millions of yen)

	FY3/24	%	FY3/25	%	YoY change	YoY %
Net sales	187,716	100.0	192,688	100.0	4,972	102.6
Fashion	100,038	100.0	102,621	100.0	2,583	102.6
Entertainment	75,545	100.0	76,040	100.0	495	100.7
Anniversaire and Bridal	10,259	100.0	11,713	100.0	1,453	114.2
Real Estate Leasing	6,051	100.0	6,877	100.0	825	113.6
Gross profit	76,929	41.0	80,690	41.9	3,760	104.9
Fashion	58,631	58.6	60,709	59.2	2,078	103.5
Entertainment	13,582	18.0	14,415	19.0	832	106.1
Anniversaire and Bridal	3,824	37.3	4,295	36.7	471	112.3
Real Estate Leasing	1,395	23.1	1,600	23.3	204	114.6
SG&A expenses	63,069	33.6	65,043	33.8	1,973	103.1
Fashion	50,549	50.5	52,019	50.7	1,470	102.9
Entertainment	8,127	10.8	8,423	11.1	296	103.6
Anniversaire and Bridal	3,766	36.7	3,753	32.0	-12	99.7
Operating profit	13,860	7.4	15,646	8.1	1,786	112.9
Fashion	8,082	8.1	8,690	8.5	608	107.5
Entertainment	5,454	7.2	5,991	7.9	536	109.8
Anniversaire and Bridal	57	0.6	541	4.6	484	937.9
Real Estate Leasing	1,312	21.7	1,587	23.1	274	120.9

Note: Please refer to page 19 for a breakdown of the Entertainment Business.

FY3/26 Forecast by Segment

(Millions of yen)

	FY3/25	%	FY3/26 forecast	%	YoY change	YoY %
Net sales	192,688	100.0	198,000	100.0	5,311	102.8
Fashion	102,621	100.0	105,200	100.0	2,578	102.5
Entertainment	76,040	100.0	78,000	100.0	1,959	102.6
Anniversaire and Bridal	11,713	100.0	12,300	100.0	586	105.0
Real Estate Leasing	6,877	100.0	7,100	100.0	222	103.2
Gross profit	80,690	41.9	83,950	42.4	3,259	104.0
Fashion	60,709	59.2	62,400	59.3	1,690	102.8
Entertainment	14,415	19.0	15,510	19.9	1,094	107.6
Anniversaire and Bridal	4,295	36.7	4,800	39.0	504	111.7
Real Estate Leasing	1,600	23.3	1,612	22.7	11	100.7
SG&A expenses	65,043	33.8	66,950	33.8	1,906	102.9
Fashion	52,019	50.7	53,200	50.6	1,180	102.3
Entertainment	8,423	11.1	8,810	11.3	386	104.6
Anniversaire and Bridal	3,753	32.0	4,100	33.3	346	109.2
Operating profit	15,646	8.1	17,000	8.6	1,353	108.6
Fashion	8,690	8.5	9,200	8.7	509	105.9
Entertainment	5,991	7.9	6,700	8.6	708	111.8
Anniversaire and Bridal	541	4.6	700	5.7	158	129.2
Real Estate Leasing	1,587	23.1	1,600	22.5	12	100.8

Note: Please refer to page 22 for a breakdown of the Entertainment Business.

Number of Stores Opened/Closed

(Number of stores)

Business Segment	Stores/Facilities	FY3/24			FY3/25			FY3/26 (Forecast)		
		Opened	Closed	Number of Stores	Opened	Closed	Number of Stores	To be Opened	To be Closed	Number of Stores
Fashion	AOKI	5	4	498	1	2	497	-	2	495
	ORIHICA	1	5	95	15	4	106	17	2	121
Entertainment	KAIKATSU CLUB	7	15	485	14	14	485	25	8	502
	COTE D'AZUR	-	7	90	-	5	85	2	3	84
	FIT24	6	3	117	3	4	116	3	5	114
	JIYU KUKAN	CO	-	7	3	9	33	-	3	32
	and others	FC	1	8	53	-	4	49	-	47
Anniversaire and Bridal	ANNIVERSAIRE	-	-	10	-	-	10	-	-	10
Total		20	49	1,387	36	42	1,381	47	23	1,405

Note: The increase in CO stored by 2store and the decrease in FC stores be 2store is due to the change from FC to CO.

(Millions of yen)

Capital Expenditures	FY3/24	FY3/25	YoY %	FY3/26 (Forecast)	YoY %
Fashion	2,744	3,795	138.3	3,500	92.2
Entertainment	7,938	6,930	87.3	6,800	98.1
Anniversaire and Bridal	1,218	827	68.0	700	84.5
Consolidated Total	12,881	11,995	93.1	11,000	91.7

(Millions of yen)

Depreciation	FY3/24	FY3/25	YoY %	FY3/26 (Forecast)	YoY %
Consolidated Total	9,635	9,920	103.0	10,300	103.8

Reference: FY3/25 Fashion Business Performance

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

(%)

		1H									2H	Full year
			Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q		
Net sales	FY3/25	1.9	-5.3	8.1	3.1	2.1	4.7	3.8	1.6	3.0	2.7	2.4
	FY3/24	6.4	-0.7	8.2	5.0	4.1	1.7	5.7	8.6	6.0	5.3	5.7
Number of customers	FY3/25	-1.8	-10.8	-0.1	-3.4	-4.7	-1.9	-3.6	-3.5	-3.0	-3.8	-2.9
	FY3/24	1.5	-7.4	-3.4	-1.4	-4.2	-4.9	0.1	3.6	-0.1	-2.0	-0.4
Sales per customer	FY3/25	3.8	6.1	8.2	6.7	7.1	6.6	7.7	5.3	6.2	6.7	5.4
	FY3/24	4.8	7.3	12.1	6.5	8.7	6.9	5.5	4.8	6.1	7.5	6.2

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

		1H		2H		Full year	
			YoY %		YoY %		YoY %
Number of units sold (in thousands)	FY3/25	241	93.8	546	91.5	787	92.2
	FY3/24	257	91.0	596	100.8	853	97.6
Unit price (thousands of yen)	FY3/25	30.6	104.4	29.9	109.9	30.1	108.3
	FY3/24	29.3	114.5	27.2	104.6	27.8	107.3

Reference: FY3/26 Fashion Business Forecast

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

(%)

		1Q	2Q	1H	3Q	4Q	2H	
Net sales	FY3/26(Forecast)	-0.1	2.1	0.8	3.4	-0.6	0.8	0.8
	FY3/25	4.1	-0.9	1.9	2.1	3.0	2.7	2.4
Number of customers	FY3/26(Forecast)	-2.5	-0.9	-1.8	-0.5	-1.9	-1.3	-1.6
	FY3/25	1.8	-6.4	-1.8	-4.7	-3.0	-3.8	-2.9
Sales per customer	FY3/26(Forecast)	2.4	3.0	2.7	3.9	1.3	2.1	2.4
	FY3/25	2.3	5.8	3.8	7.1	6.2	6.7	5.4

Reference: FY3/25 Entertainment Business Performance

(1) Results by business format

(Millions of yen)

	FY3/24	%	FY3/25	%	YoY change	YoY %
Net sales	75,545	100.0	76,040	100.0	495	100.7
KAIKATSU CLUB	55,324	100.0	56,843	100.0	1,519	102.7
COTE D'AZUR	10,377	100.0	10,212	100.0	-165	98.4
FIT24	5,439	100.0	5,475	100.0	36	100.7
JIYU KUKAN and others	7,366	100.0	5,412	100.0	-1,954	73.5
Gross profit	13,582	18.0	14,415	19.0	832	106.1
KAIKATSU CLUB (including FIT24)	11,198	18.4	11,737	18.8	539	104.8
COTE D'AZUR	1,445	13.9	1,659	16.2	213	114.8
JIYU KUKAN and others	1,015	13.8	1,035	19.1	19	101.9
SG&A expenses	8,127	10.8	8,423	11.1	296	103.6
KAIKATSU CLUB (including FIT24)	6,054	10.0	6,213	10.0	158	102.6
COTE D'AZUR	1,070	10.3	1,205	11.8	134	112.6
JIYU KUKAN and others	888	12.1	900	16.6	11	101.3
Operating profit	5,454	7.2	5,991	7.9	536	109.8
KAIKATSU CLUB (including FIT24)	5,144	8.5	5,524	8.9	380	107.4
COTE D'AZUR	374	3.6	453	4.4	78	121.1
JIYU KUKAN and others	127	1.7	135	2.5	7	106.2

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

(2) Capital expenditures by business format

(Millions of yen)

Stores/Facilities	FY3/24	FY3/25	YoY %
KAIKATSU CLUB	6,061	6,225	102.7
COTE D'AZUR	472	212	44.9
FIT24	951	190	20.0
JIYU KUKAN and others	541	336	62.1
Total	7,938	6,930	87.3

Reference: FY3/25 Entertainment Business Performance

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

(%)

		1H									2H	Full year
			Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q		
Net sales	FY3/25	2.9	1.8	2.9	2.1	2.3	0.2	-2.0	-1.5	-1.1	0.6	1.8
	FY3/24	8.1	2.3	3.5	3.9	3.2	1.6	4.1	2.0	2.5	2.9	5.5
Number of customers	FY3/25	1.7	-0.9	-0.2	-1.0	-0.7	-2.5	-4.8	-0.3	-2.4	-1.6	0.1
	FY3/24	7.1	3.1	4.0	4.9	4.0	2.1	5.0	2.5	3.1	3.6	5.3
Sales per customer	FY3/25	1.8	3.3	3.9	3.9	3.7	2.7	2.6	-1.0	1.3	2.5	2.2
	FY3/24	1.9	-0.2	0.4	-0.3	0.0	0.2	0.2	0.2	0.2	0.1	1.0

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

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

(%)

		1H									2H	Full year
			Oct.	Nov.	Dec.	3Q	Jan.	Feb.	Mar.	4Q		
Net sales	FY3/25	2.9	2.1	2.6	2.4	2.3	0.1	-2.3	-2.4	-1.5	0.4	1.7
	FY3/24	7.1	2.7	2.8	1.0	2.2	0.5	4.0	2.2	2.2	2.2	4.7
Number of customers	FY3/25	1.8	-0.5	-0.1	-0.8	-0.5	-2.5	-4.9	-0.3	-2.5	-1.5	0.2
	FY3/24	6.3	3.3	3.3	3.5	3.4	1.5	5.0	2.9	3.1	3.2	4.8
Sales per customer	FY3/25	1.9	3.2	3.5	4.0	3.6	2.4	2.4	-2.0	0.8	2.2	2.0
	FY3/24	1.7	-0.1	0.4	-1.7	-0.5	-0.4	0.2	0.1	0.0	-0.2	0.7

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: FY3/25 Entertainment Business Performance

(5) 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	FY3/25	2.8	-0.1	5.1	1.2	1.9	1.0	-0.6	3.6	1.5	1.7	2.2
	FY3/24	15.7	0.0	8.9	18.9	10.2	9.2	4.5	1.1	4.8	7.5	11.5
Number of customers	FY3/25	0.9	-4.4	-1.4	-2.6	-2.8	-2.7	-3.9	-0.2	-2.1	-2.4	-0.8
	FY3/24	13.3	0.9	10.1	16.2	9.1	6.5	4.8	-0.5	3.3	6.0	9.6
Sales per customer	FY3/25	1.8	4.5	6.5	3.9	4.8	3.8	3.5	3.8	3.7	4.2	3.0
	FY3/24	2.1	-0.9	-1.1	2.3	1.1	2.5	-0.3	1.6	1.5	1.4	1.7

Reference: FY3/26 Entertainment Business Forecast

(1) Earnings forecast by business format

(Millions of yen)

		FY3/25	%	FY3/26 forecast	%	YoY change	YoY %
Net sales	KAIKATSU CLUB	56,843	100.0	58,570	100.0	1,726	103.0
	COTE D'AZUR	10,212	100.0	9,900	100.0	-312	96.9
	FIT24	5,475	100.0	5,660	100.0	184	103.4
Gross profit	KAIKATSU CLUB (including FIT24)	11,737	18.8	12,700	19.8	962	108.2
	COTE D'AZUR	1,659	16.2	1,680	17.0	20	101.3
SG&A expenses	KAIKATSU CLUB (including FIT24)	6,213	10.0	6,600	10.3	386	106.2
	COTE D'AZUR	1,205	11.8	1,180	11.9	-25	97.9
Operating profit	KAIKATSU CLUB (including FIT24)	5,524	8.9	6,100	9.5	575	110.4
	COTE D'AZUR	453	4.4	500	5.1	46	110.2

(2) Forecast for capital expenditure by business format

(Millions of yen)

Stores/Facilities	FY3/25	FY3/26 (Forecast)	YoY %
KAIKATSU CLUB	6,225	6,000	96.4
COTE D'AZUR	212	400	188.3
FIT24	190	200	105.2

Reference: FY3/26 Entertainment Business Forecast

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

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

(%)

		1Q	2Q	1H	3Q	4Q	2H	Full year
Net sales	FY3/26(Forecast)	1.0	0.3	0.6	1.7	2.4	2.0	1.3
	FY3/25	2.5	3.2	2.9	2.3	-1.1	0.6	1.8
Number of customers	FY3/26(Forecast)	0.7	0.3	0.5	1.0	0.9	1.0	0.7
	FY3/25	2.2	1.2	1.7	-0.7	-2.4	-1.6	0.1
Sales per customer	FY3/26(Forecast)	0.3	0.1	0.2	0.7	1.1	0.9	0.6
	FY3/25	1.0	2.6	1.8	3.7	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

(4) KAIKATSU CLUB: 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	FY3/26(Forecast)	1.0	0.2	0.5	1.7	2.9	2.3	1.4
	FY3/25	2.8	3.0	2.9	2.3	-1.5	0.4	1.7
Number of customers	FY3/26(Forecast)	0.7	0.2	0.5	1.1	1.2	1.1	0.8
	FY3/25	2.3	1.3	1.8	-0.5	-2.5	-1.5	0.2
Sales per customer	FY3/26(Forecast)	-0.1	-0.2	-0.1	0.2	2.1	1.2	0.5
	FY3/25	1.3	2.4	1.9	3.6	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

Reference: FY3/26 Entertainment Business Forecast

(5) COTE D'AZUR 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	FY3/26(Forecast)	1.0	0.9	1.0	1.3	-0.3	0.5	0.7
	FY3/25	0.5	4.9	2.8	1.9	1.5	1.7	2.2
Number of customers	FY3/26(Forecast)	0.4	0.6	0.5	0.2	-0.6	-0.2	0.1
	FY3/25	1.1	0.8	0.9	-2.8	-2.1	-2.4	-0.8
Sales per customer	FY3/26(Forecast)	0.6	0.4	0.5	1.1	0.3	0.7	0.6
	FY3/25	-0.6	4.0	1.8	4.8	3.7	4.2	3.0

Reference: FY3/25 Anniversaire and Bridal Business Performance

(1) 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	FY3/25	1,282	95.8	1,956	108.9	3,238	103.3
	FY3/24	1,338	119.0	1,796	111.9	3,134	114.8
Sales per couple (thousands of yen)	FY3/25	4,002	102.0	4,148	104.3	4,090	103.4
	FY3/24	3,924	106.8	3,978	104.0	3,955	105.1

Notes: 1. Existing locations in the first half of the year: 9 facilities, in the second half of the year: 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.

4. The number of couples planned for marrying held in the first half of the year is expected to decrease due to the period during which ANNIVERSAIRE MINATOMIRAI YOKOHAMA was renovated.

(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)	FY3/25	102.0	110.2	106.1	94.9	113.0	105.3	105.7

Notes: 1. Existing locations in the first half of the year: 9 facilities, in the second half of the year: 10 facilities.

2. Not include family weddings and photo weddings.

Reference: FY3/26 Anniversaire and Bridal Business Forecast

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

		1H	YoY %	2H	YoY %	Full year	YoY %
Number of weddings	FY3/26 (Forecast)	1,426	100.6	2,044	104.5	3,470	102.8
	FY3/25	1,282	95.8	1,956	108.9	3,238	103.3
Sales per couple (thousands of yen)	FY3/26 (Forecast)	4,064	100.7	4,182	100.8	4,134	100.8
	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.

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.