



# Supplementary Materials for the Financial Results of the Fiscal Year Ended February 28, 2017



AEON Fantasy Co., Ltd.

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# COMPANY OVERVIEW



AEON Fantasy Co., Ltd.

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# Company Overview

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- 1) Company Name: AEON Fantasy Co., Ltd.**
- 2) Location: 1-5-1 Nakase, Mihama-ku, Chiba-shi, Chiba**
- 3) Established: Feb. 14, 1997**
- 4) Capital: 1.747 billion yen**
- 5) Shareholders: AEON Co., Ltd. (65.5%), other (34.5%)**
- 6) Market: First Section of the Tokyo Stock Exchange**
- 7) Business: Operates amusement facilities and indoor playgrounds within shopping centers**



# Company History

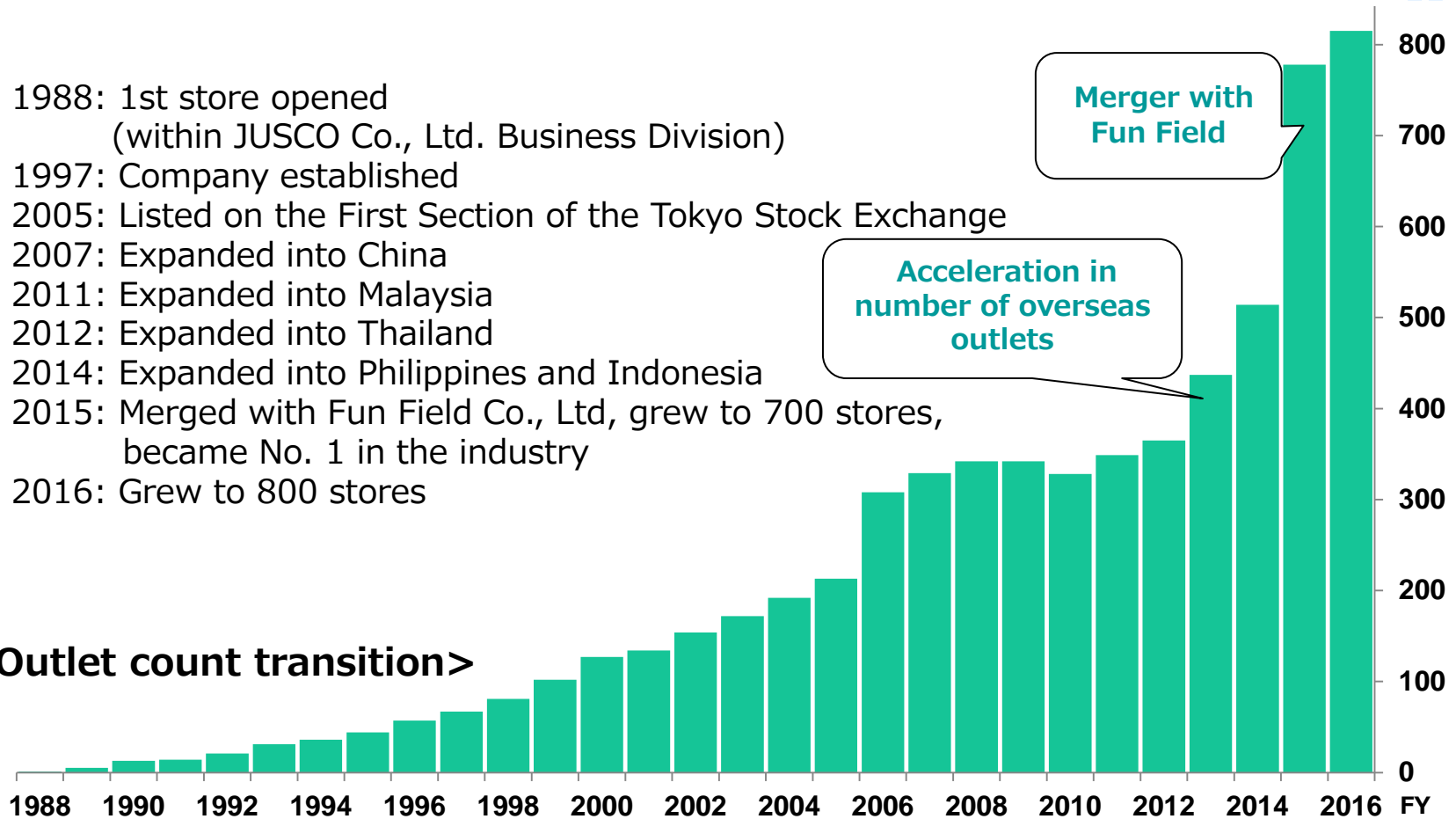
Domestic growth

Move into China

Accelerated Asian development

- 1988: 1st store opened  
(within JUSCO Co., Ltd. Business Division)
- 1997: Company established
- 2005: Listed on the First Section of the Tokyo Stock Exchange
- 2007: Expanded into China
- 2011: Expanded into Malaysia
- 2012: Expanded into Thailand
- 2014: Expanded into Philippines and Indonesia
- 2015: Merged with Fun Field Co., Ltd, grew to 700 stores,  
became No. 1 in the industry
- 2016: Grew to 800 stores

<Outlet count transition>



Note: FY indicates the Feb. term of the following year



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# NUMBER ONE COMPANY IN THE AMUSEMENT FACILITY OPERATIONS INDUSTRY

Position	Company Name	Actual Sales (FY 2015)
<b>1st</b>	<b>AEON Fantasy</b>	<b>58.8 bil. yen</b>
2nd	Company A	43.7 bil. yen
3rd	Company B	38.0 bil. yen
4th	Company C	36.5 bil. yen
5th	Company D	14.7 bil. yen
6th	Company E	14.4 bil. yen

\* Sales for each company indicate amusement facility sales on a consolidated basis including overseas



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# 2016 FISCAL YEAR OVERVIEW OF CONSOLIDATED CLOSING



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# 2016 Fiscal Year Consolidated Results

- **Sales reached a record high.** Solid business at existing domestic outlets combined with merger synergies and new overseas outlets to produce a YoY revenue increase of 10.6%.
- Operating profit, ordinary profit and net profit also **increased significantly.**

2016 Fiscal Year (March 1, 2016 to Feb. 28, 2017)

(Unit: Million yen)

	2015 Fiscal Year (prev. term)	2016 Fiscal Year (current term)	% change from prev. term
<b>Sales</b>	58,831	<b>65,058</b>	<b>+10.6%</b>
<b>Gross profit</b>	6,544	<b>7,977</b>	<b>+21.9%</b>
<b>Operating profit</b>	2,748	<b>3,769</b>	<b>+37.2%</b>
<b>Ordinary profit</b>	2,630	<b>3,498</b>	<b>+33.0%</b>
<b>Current net profit attributable to parent company shareholders</b>	1,480	<b>1,697</b>	<b>+14.7%</b>
<b>Current net profit per share</b>	¥76.70	<b>¥86.18</b>	<b>¥9.48 increase</b>



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# 2016 Fiscal Year Segment Information

(Unit: Million yen)

	Domestic	Overseas			Consolidation adjustment	Consolidated Total
		China	ASEAN	Total		
<b>Sales</b>	54,575 (+9.4%)	7,175 (+11.7%)	3,325 (+26.4%)	10,501 (+16.0%)	△17 (-)	65,058 (+10.6%)
<b>Operating Profit</b>	3,686 (+1,003)	198 (+12)	△115 (+5)	82 (+17)	0 (-)	3,769 (+1,021)

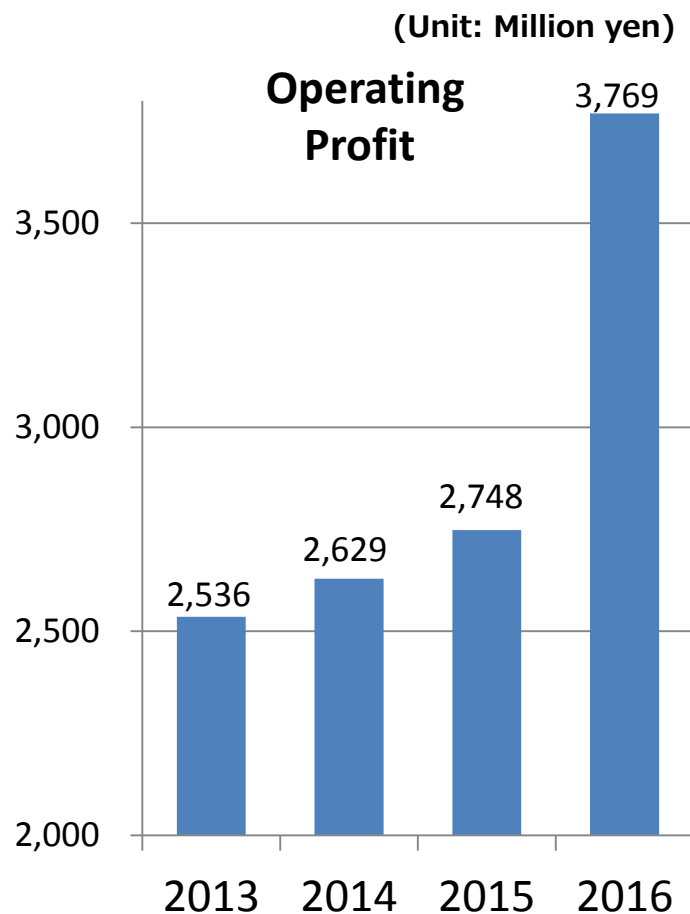
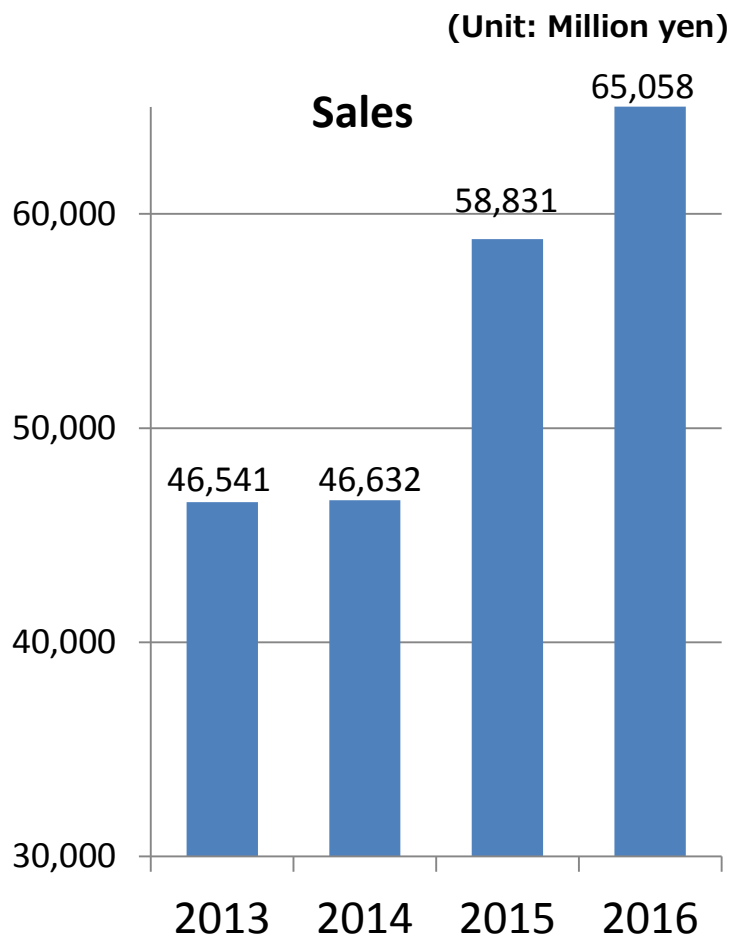
For sales, the figure in brackets is the YoY % change  
 For operating profit, figures in brackets are the YoY change expressed as an absolute amount



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# Consolidated Business Performance Trends

- Increase of Sales and Profit were achieved for the Third Consecutive Term.



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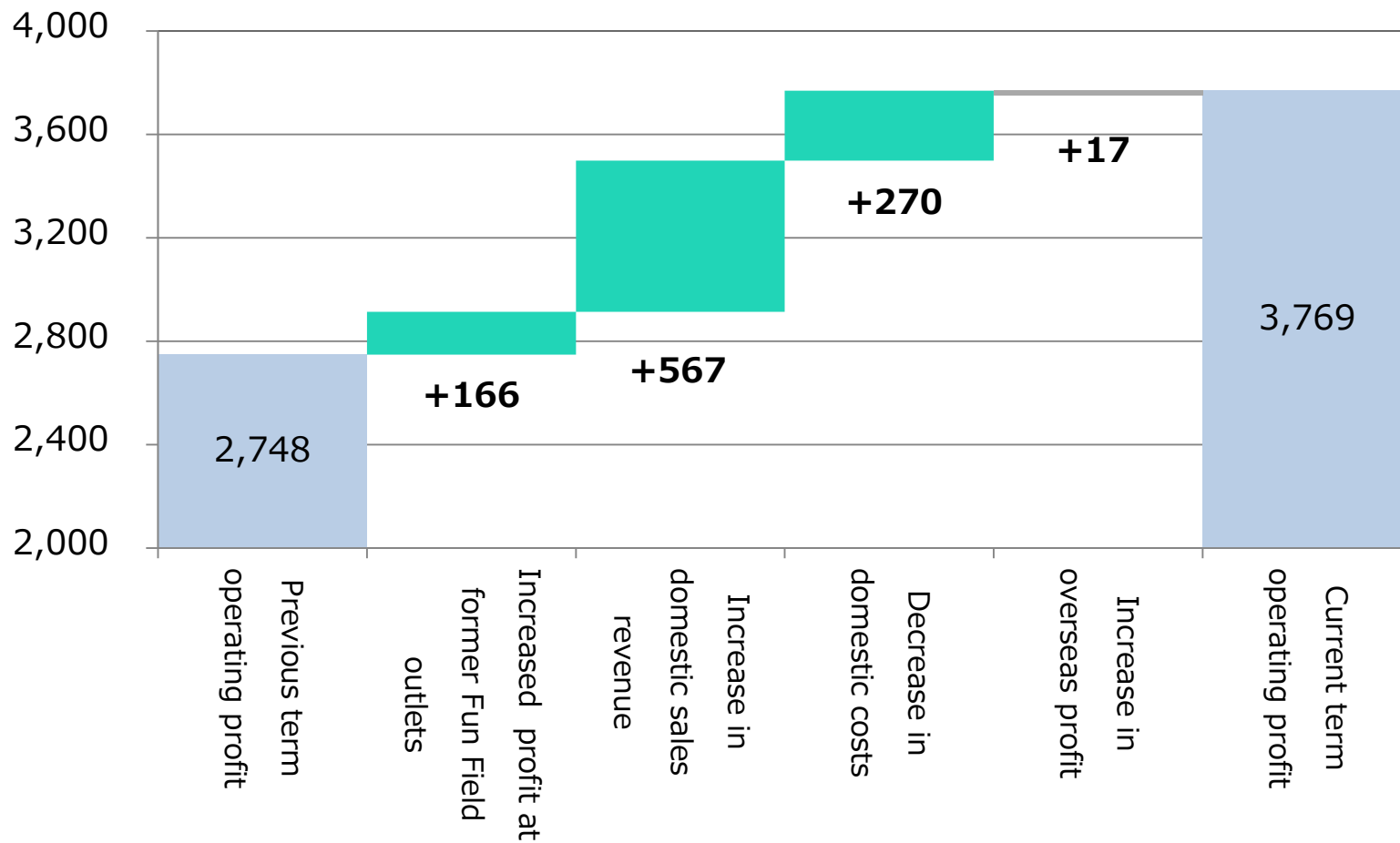
# 2016 Fiscal Year Topics

<p><b>Increased consolidated sales and profit</b></p>	<p>Sales reached a record high. As a result of solid performance from existing domestic outlets, the synergies from the merger in June 2015, and aggressive expansion overseas, both sales and profit exceeded projections.</p>
<p><b>Increased Overseas business sales and profit</b></p>	<p>In China, the operating profit is profitable and an increase in sales and profit was achieved for the second consecutive year. Profitability was also achieved for the first time in the Philippines, where business started in 2014, and in Indonesia, where business started in 2015.</p>
<p><b>Former Fun Field stores are contributing to profitability</b></p>	<p>All outlets have completed the active initiatives to revise/abolish amusement machines in addition to switching over to the Molly Fantasy and Palo brands. Operating profit during the period was 305 million yen (a difference of 166 million yen compared with the same period of the prior year).</p>
<p><b>Shifting to online promotions</b></p>	<p>The approach focusing on promotions through in-store events switched to a greater emphasis on online promotions with stronger SNS marketing, the launch of an app for members, and the use of sites such as YouTube. This also contributed to improved sales.</p>



## Operating Profit: Increase/Decrease Analysis by Factor (2016 Fiscal Year)

(Million yen)



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# Consolidated Balance Sheet

2016 Fiscal Year (the end of Feb. , 2017)

(Unit: Million yen)

	Feb. 29,2016		Feb. 28,2017		Change from start of period
	Amount	%	Amount	%	
Liquid assets	8,716	21.2%	11,259	26.0%	+2,543
Fixed assets	32,324	78.8%	32,069	74.0%	△255
<b>Total assets</b>	<b>41,040</b>	<b>100.0%</b>	<b>43,328</b>	<b>100.0%</b>	<b>+2,288</b>
Liquid liabilities	11,131	27.1%	11,000	25.4%	△130
Fixed liabilities	5,164	12.6%	6,707	15.5%	+1,543
<b>Total liabilities</b>	<b>16,296</b>	<b>39.7%</b>	<b>17,708</b>	<b>40.9%</b>	<b>+1,412</b>
<b>Total net assets</b>	<b>24,744</b>	<b>60.3%</b>	<b>25,619</b>	<b>59.1%</b>	<b>+875</b>
<b>Total liabilities and net assets</b>	<b>41,040</b>	<b>100.0%</b>	<b>43,328</b>	<b>100.0%</b>	<b>+2,288</b>



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# Consolidated Cash Flow Statement

2016 Fiscal Year (March 1, 2016 to Feb. 28, 2017)

(Unit: Million yen)

	2015 Fiscal Year	2016 Fiscal Year	Change from beginning of period
<b>Cash flow from business activity</b>	8,156	<b>10,349</b>	<b>+2,192</b>
Net profit before tax and other adjustments	2,453	<b>3,160</b>	<b>+707</b>
Depreciation costs	6,202	<b>6,593</b>	<b>+391</b>
Income taxes paid	△1,978	<b>△429</b>	<b>+1,549</b>
<b>Cash flow from investment activity</b>	△12,571	<b>△7,660</b>	<b>+4,910</b>
Expenses incurred from acquiring tangible fixed assets	△11,966	<b>△7,669</b>	<b>+4,297</b>
<b>Cash flow from financing activity</b>	4,285	<b>112</b>	<b>△4,172</b>
Net change in short-term borrowings	△295	<b>△1,378</b>	<b>△1,082</b>
Net change in long-term borrowings	5,148	<b>2,106</b>	<b>△3,042</b>
Dividend payments	△567	<b>△590</b>	<b>△23</b>
<b>Change in cash and cash equivalents</b>	△173	<b>2,717</b>	<b>+3,020</b>
<b>Cash and cash equivalent balance at term start</b>	3,369	<b>3,724</b>	<b>+355</b>
<b>Increase in cash and cash equivalents following merger</b>	658	<b>0</b>	<b>△658</b>
<b>Cash and cash equivalent balance at term end</b>	3,724	<b>6,442</b>	<b>+2,717</b>



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# Number of Outlets (at End of Feb. 2017)

	Mollyfantasy	kidzooona	other *1	total
Japan	435	5	41 (2)	481 (2)
China	126 (4)	34	5	165 (4)
Malaysia	49	21	7	77
Thailand	25	22	1	48
Philippines	0	26	0	26
Indonesia	1	7	0	8
Vietnam	4 (4)	4 (4)	0	8 (8)
Cambodia	1 (1)	1 (1)	0	2 (2)
Overseas total	206 (9)	115 (5)	13	334 (14)
<b>Total</b>	<b>641 (9)</b>	<b>120 (5)</b>	<b>54 (2)</b>	<b>815 (16)</b>

Note 1: Other domestic stores are PALO (29) and others (12).

Note 2: Numbers in parentheses are included in the total, and are the number of franchise stores, etc. (including business collaboration contracts, business consignment contracts, and licensing contracts).



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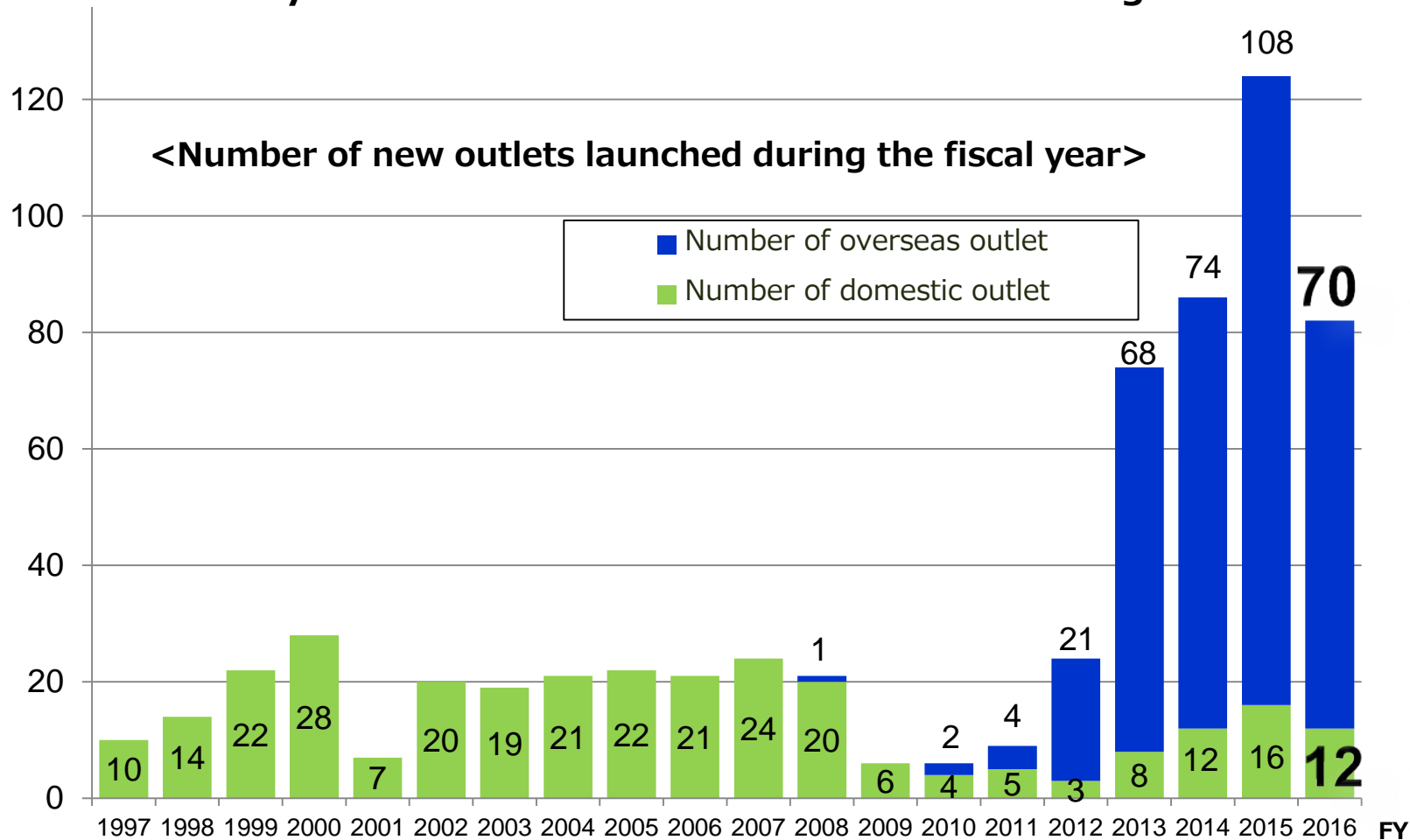
# 2016 FISCAL YEAR OVERVIEW OF FOCUS EFFORTS





# New Outlets

■ 82 carefully chosen new outlets were launched during FY 2016



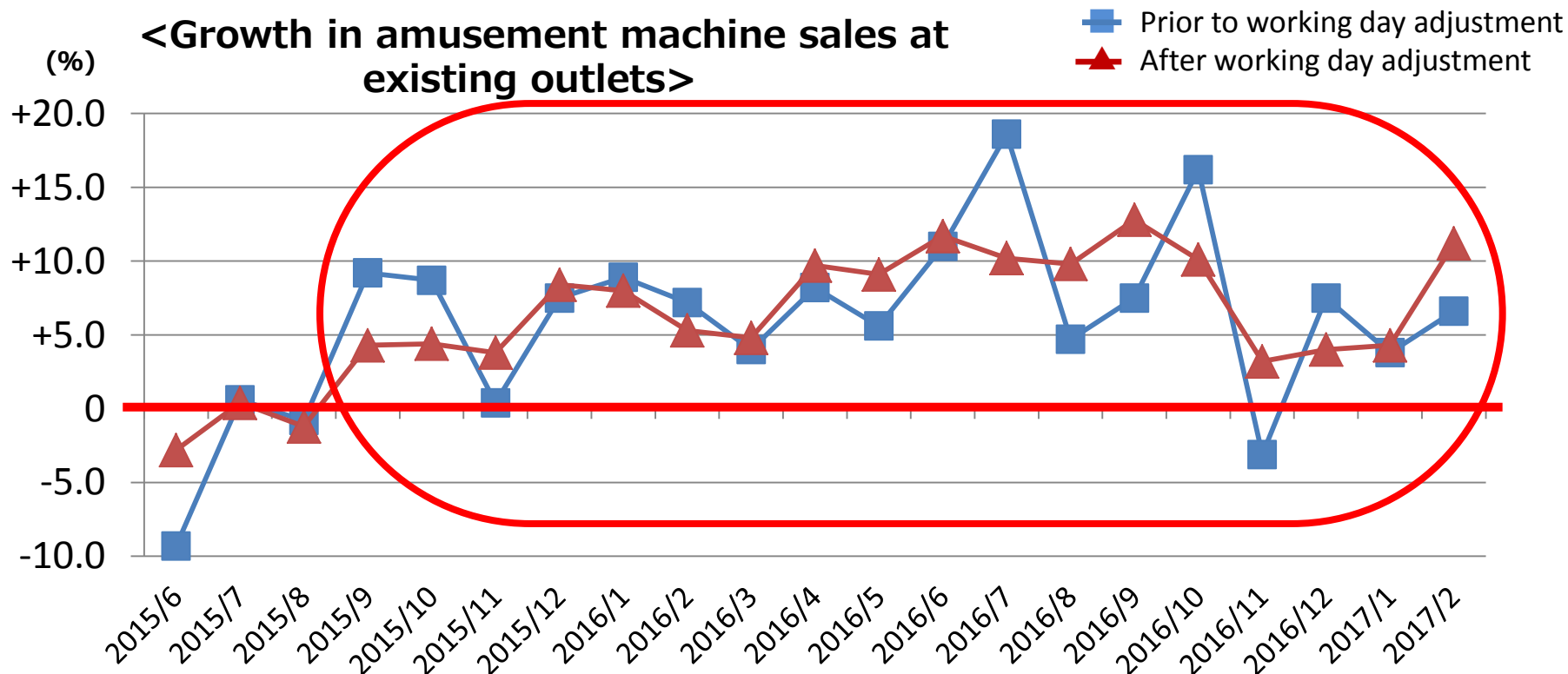
Note: FY indicates the Feb. term of the following year



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# Growth in Domestic Sales of Amusement Machines

- 18 months have passed since growth in sales of amusement machines by existing outlets became positive. The situation remains positive (annual sales for the existing outlets has increased +7.2% from the previous year)



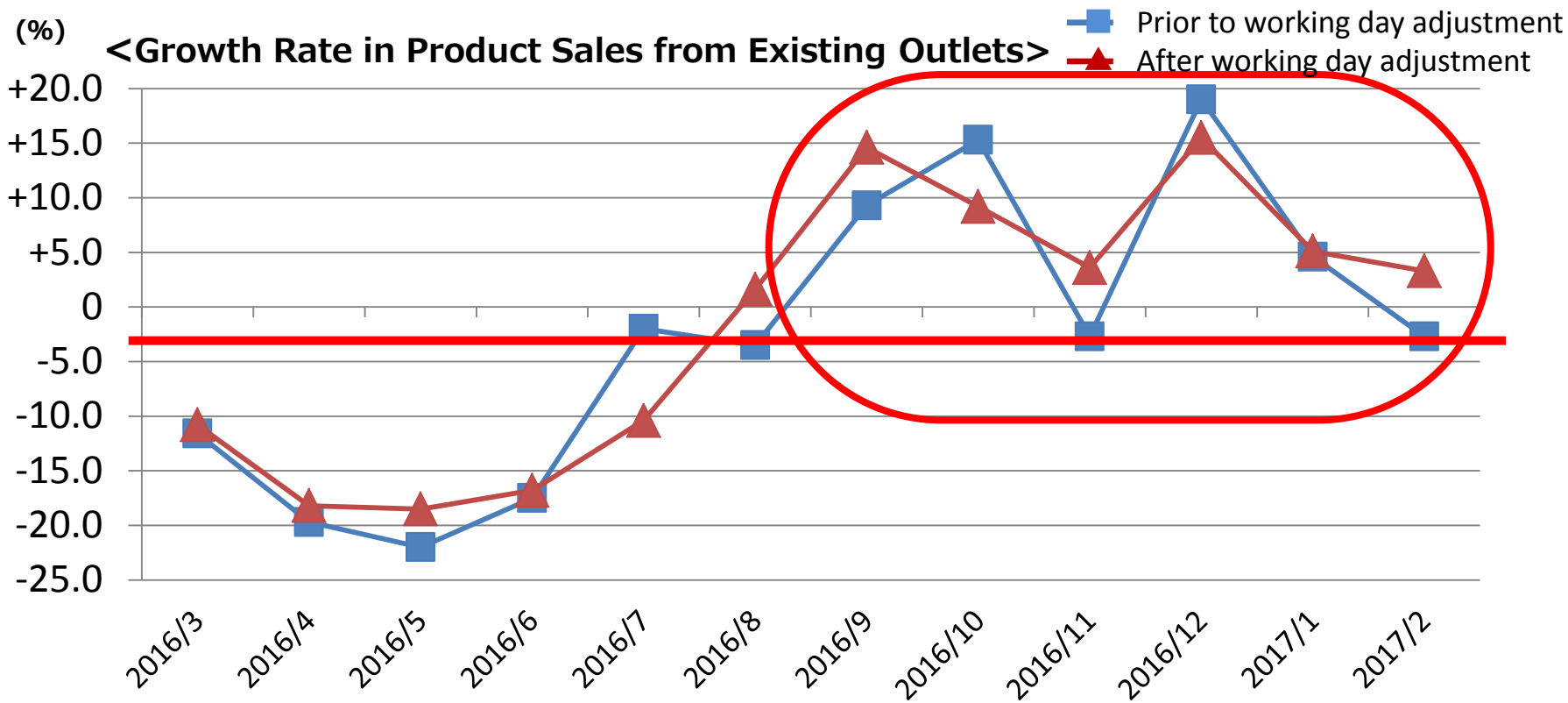
\* Former Fun Field outlets not reflected in existing store growth rate.



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# Recovery in Domestic Product Sales

- The growth rate in product sales for existing outlets was positive in September for the first time in 31 months.
- The growth rate for products as an existing outlets during the second half of the year was +7.3%.



\* The growth rate for existing outlets does not reflect the contribution of former Fun Field outlets



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# Initiatives at Former Fun Field outlets in Japan

- Contributing to consolidated figures on an operating profit basis

<Operating profit at former Fun Field outlets>

(Unit: Million yen)

	1 <sup>st</sup> half	2 <sup>nd</sup> half	annual
FY 2016	1 9 6	1 0 9	3 0 5
FY 2015	1 0 0	3 9	1 3 9
Difference	+ 9 6	+ 7 0	+ 1 6 6

## Implementation items

- Shift to Molly Fantasy and PALO brand
- Implementation of outlet refurbishment
- Improving freshness as a result of revision or abolition of amusement machines



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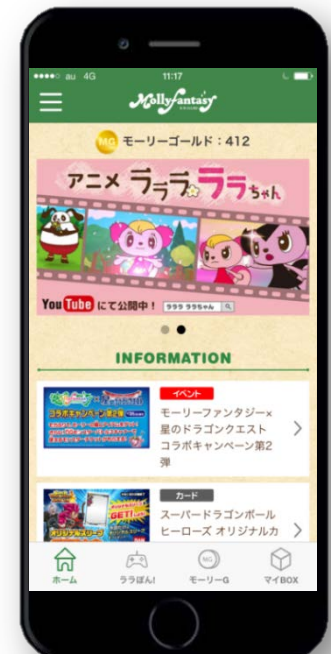
# Shifting to Online Promotions

- Moving away from the current in-store event-based promotions



- **Shifting to online promotions**

- Stronger SNS-based marketing (Facebook, Twitter, Instagram)
- Launch of members-only app
- Use of YouTube



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# Using WAON point

- From October, all outlets launched the WAON point granting system for customers using a dedicated terminal
- WAON point can be exchanged for medals
- Cumulative total 630,000 customers has accessed



Mollyfantasy × WAON POINT  
モーリファンタジー

WAON POINT

たまる! 使える!

毎日1回 無料

来店毎に  
ルーレットを回して  
POINTをためよう!

WAONPOINTでお得に  
遊ぼう!

500WAON POINT ▶ メダル500枚!

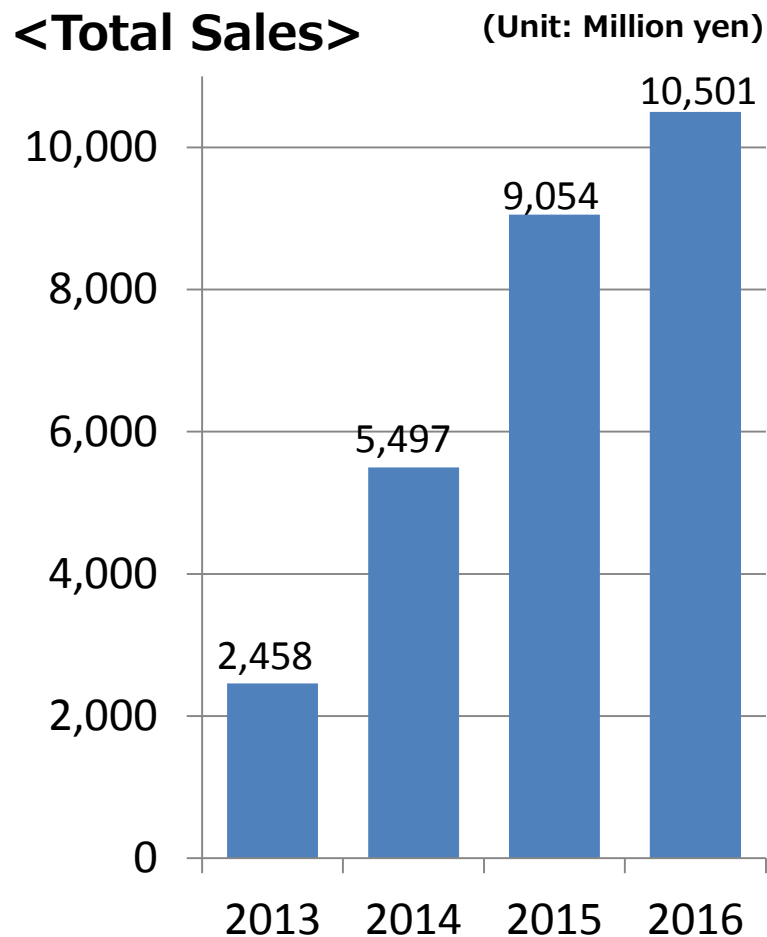
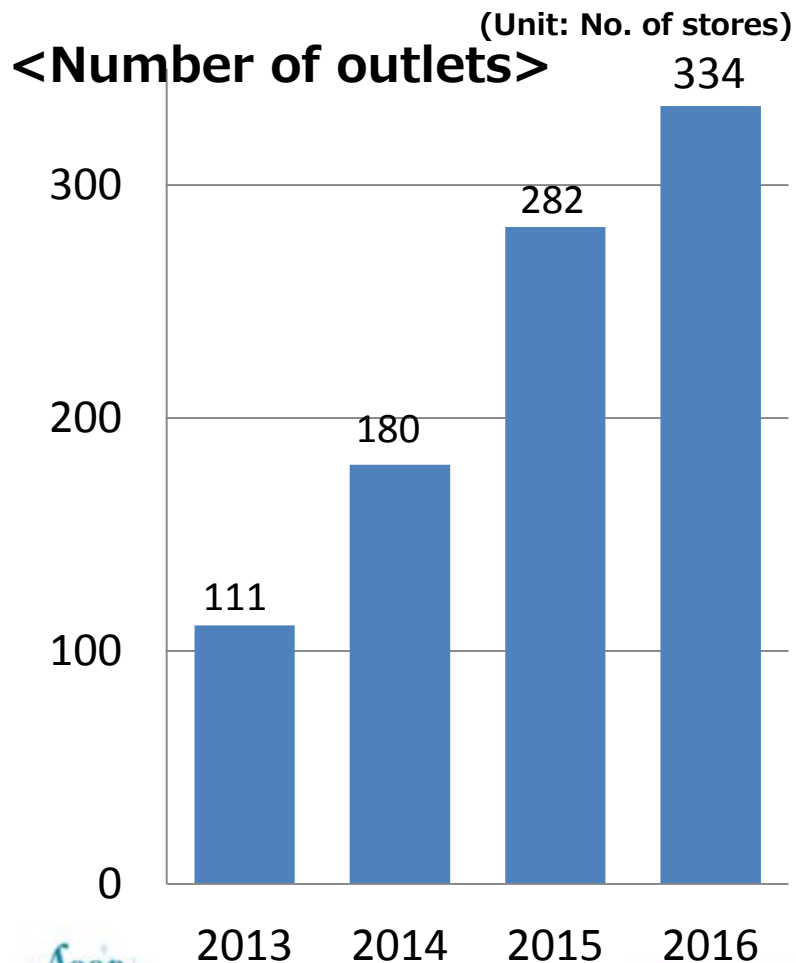
The image shows a promotional graphic for the Mollyfantasy x WAON POINT collaboration. It features the Mollyfantasy logo on the left and a WAON POINT card on the right. Below the logos is a roulette wheel with segments labeled with point values: 20, 10, 5, and 1. A speech bubble indicates that the roulette is spun once every day for free. At the bottom, there are stacks of silver medals, and text indicates that 500 WAON POINT can be exchanged for 500 medals.



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# Overseas Business Performance

- In three years, the number of outlets has increased by three times and their total sales has increased by 4.3 times



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# Overseas Business Performance

- Business in the Philippines was launched in 2014. Business in Indonesia was launched in 2015. Both of these businesses are now profitable.

## <Performance by Country>

(Unit: Million yen,%)

	China		Malaysia		Thailand		Philippines		Indonesia	
	FY 2015	FY 2016	FY 2015	FY 2016	FY 2015	FY 2016	FY 2015	FY 2016	FY 2015	FY 2016
Growth rate at existing outlets	—	+0.3	—	+7.4	—	△5.0	—	△10.0	—	—
Total sales	6,423	7,175	1,569	1,728	634	668	310	685	115	242
store profit	910	877	312	340	△42	△143	38	95	20	69
SGA	725	678	165	177	90	96	87	93	58	68
Operating profit	185	198	147	162	△132	△240	△49	2	△38	1

\* In China, in May 2016, their transition from sales tax to value-added tax was applied to the service industry. This resulted in a decline in sales revenue of approximately 6% but the impact on profitability was positive as there was an even larger decrease in sales tax (which is recorded as an expense). If the impact of these changes is taken into account then the actual growth rate that existing sources 5.2%.





# Expansion of Business in China

■ 39 new outlets were opened in 2016 Fiscal Year

Number of outlets in China: 165

\* As of the end of Feb



Northeast region:  
20 outlets (4 new)

North China  
region: 54 outlets  
(16 new)

East China region: 51  
outlets (12 new)

Southwest region:  
9 outlets (6 new)

South China  
region: 27 outlets  
(1 new)

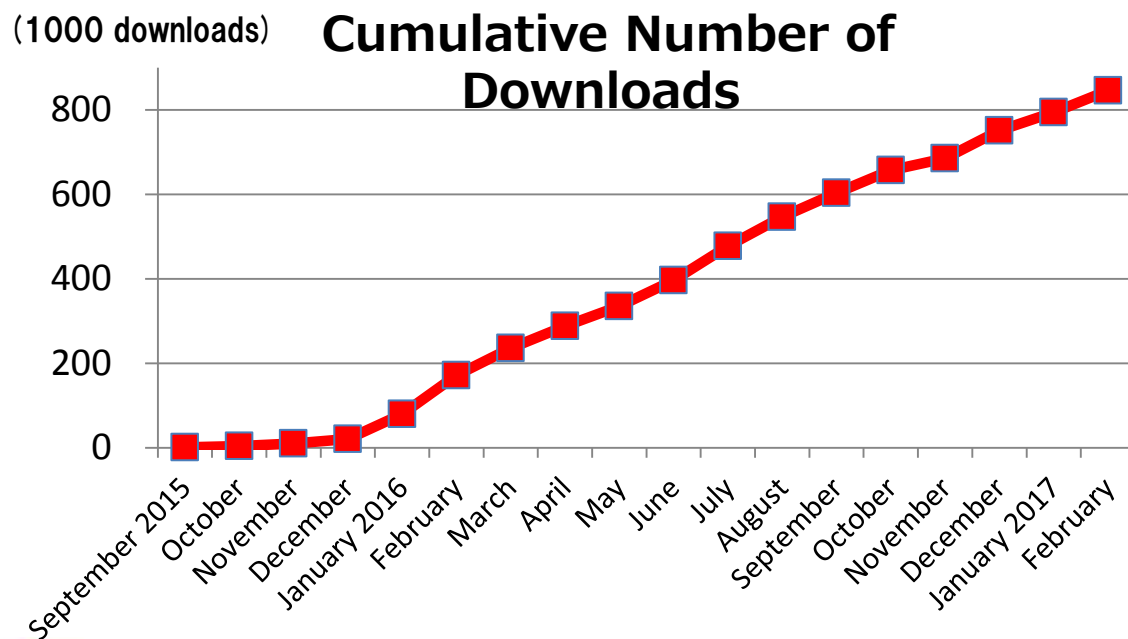
Hong Kong:  
4 outlets



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# Increased Number of Members' Only App Users in China

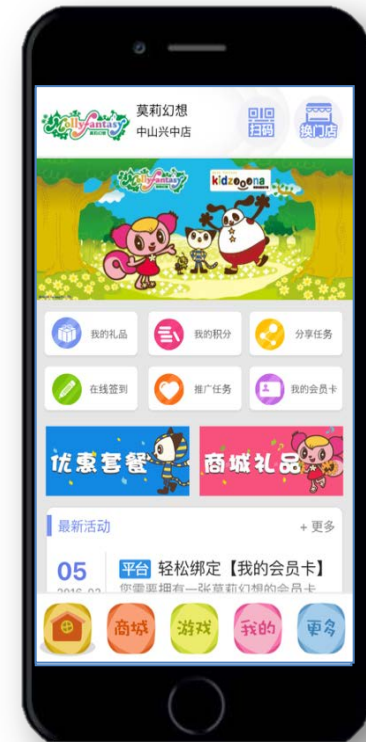
- Introducing to all outlets, the members' only app system linked to prepaid card.
- The prepaid card can be charged using the members-only app.
- More than 40% of all sales in China is generated via the members only app.
- The total number of members as of the end of February is 846,000.



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# Award from China Chain Store & Franchise Association

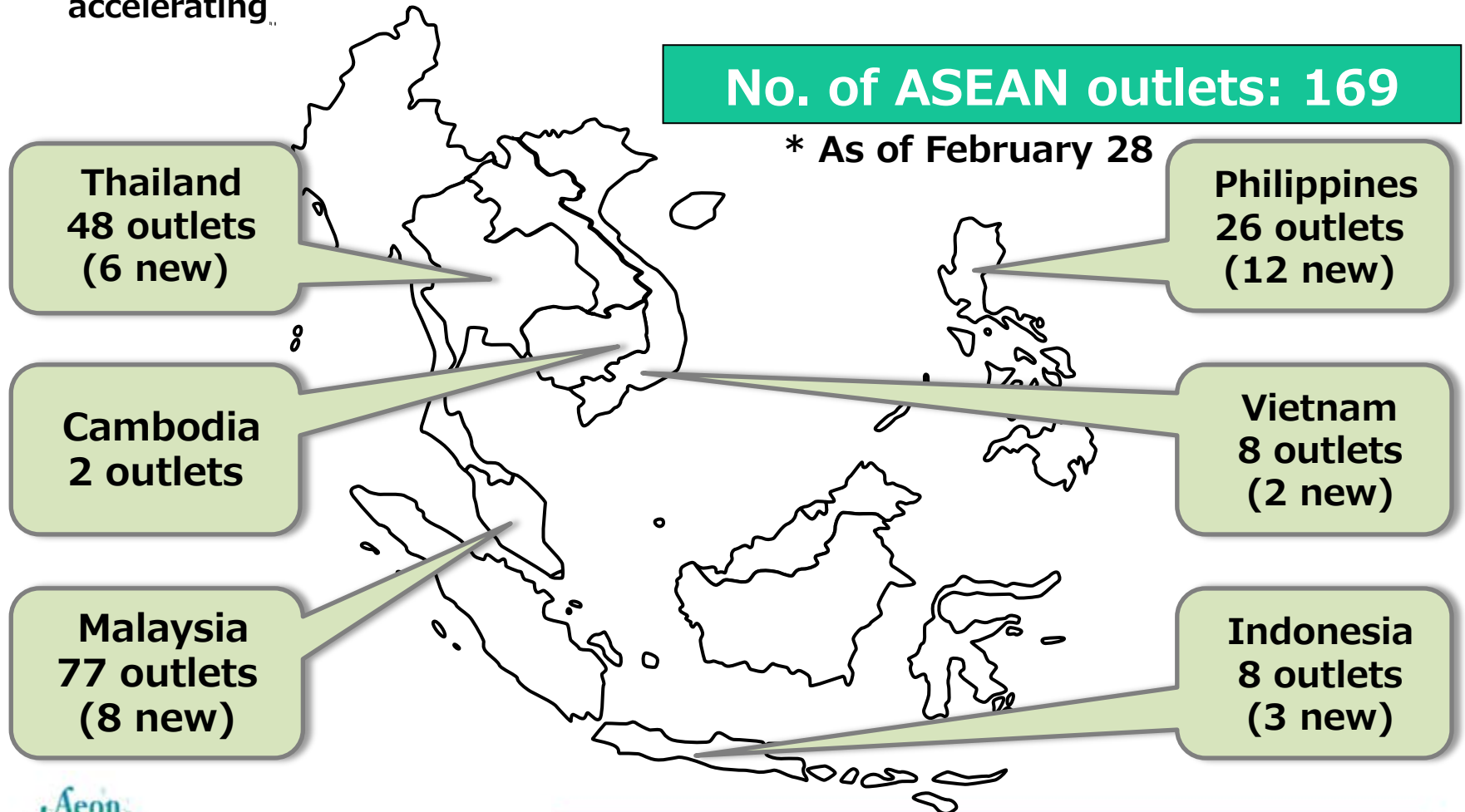
- The China Chain Store and Franchise Association presented AEON Fantasy with an award for innovation and improving the customer experience at the 2016 Retail Innovation Awards Ceremony (November 2016).
- The award was in recognition of the success of the members'-only app.



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# Expansion of Business in ASEAN

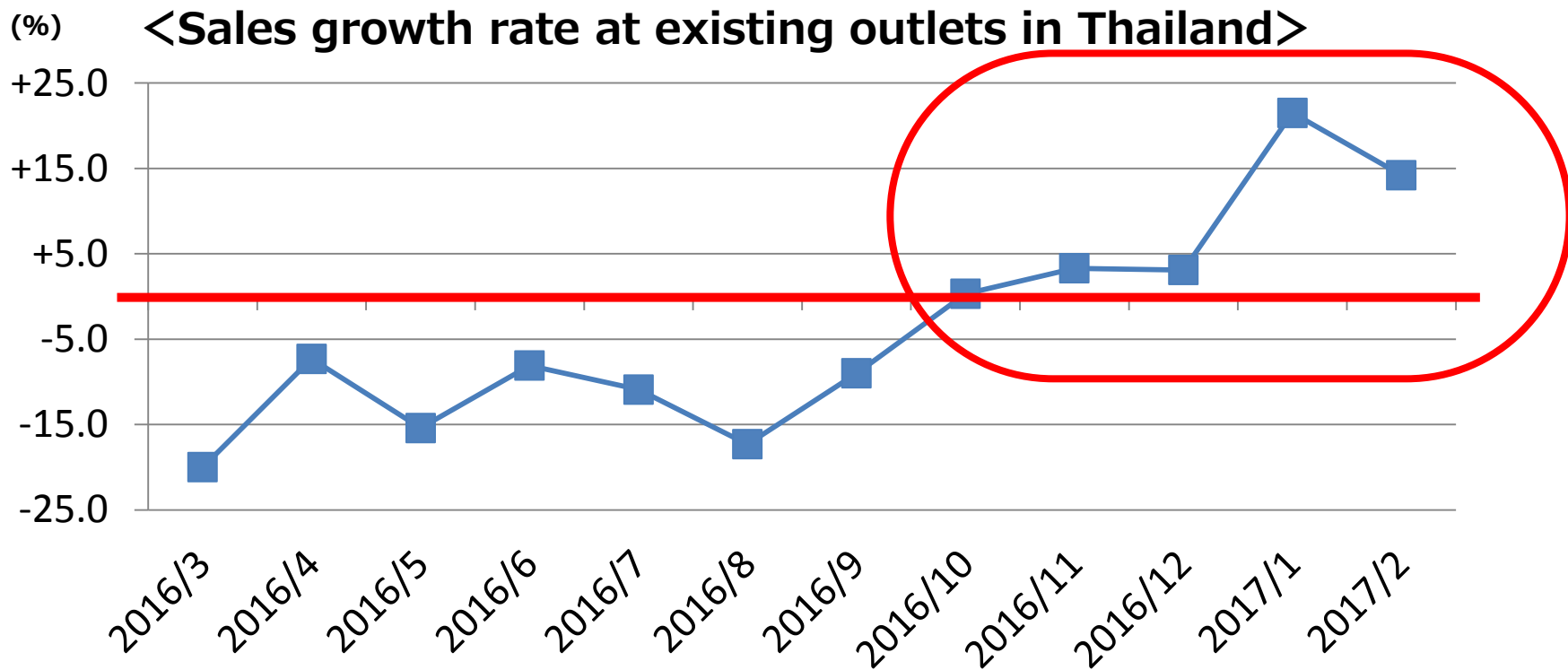
- 31 new outlets were opened during the Fiscal Year 2016
- The business in the Philippines was launched in 2014 at the number of outlets is accelerating



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# Improvements to Existing Outlets in Thailand

- The “Active Model outlets” was successful during the first half of the fiscal year and this know-how was rolled out to other outlets.
- From October, positive growth at existing outlets was achieved for five consecutive months.



# Expansion of FANPEKKA

- FANPEKKA is a themed indoor play area. The first outlet in Malaysia was opened in November, with the first outlet in Thailand following in December.
- During FY 2016, four new outlets were opened, bringing the total to 6.



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# 2017 FISCAL YEAR CONSOLIDATED RESULTS FORECAST



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# Consolidated Results Forecast for FY 2017

(Unit: Million yen, %)

	FY 2016 results	FY 2017 forecast	YoY (%)
<b>Sales</b>	65,058	<b>69,000</b>	<b>+6.1</b>
<b>Operating profit</b>	3,769	<b>4,200</b>	<b>+11.4</b>
<b>Ordinary profit</b>	3,498	<b>3,900</b>	<b>+11.5</b>
<b>Net profit attributable to parent company shareholders</b>	1,697	<b>1,900</b>	<b>+11.9</b>
<b>Current net profit per share</b>	¥86.18	<b>¥96.45</b>	<b>¥10.27 increase</b>
<b>Dividend per share</b>	¥31	<b>¥32</b>	<b>+¥1</b>



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# Consolidated Results Forecast Assumptions (Segment Information)

(Unit: Million yen)

	Domestic	Overseas			Consolidated adjustment	Consolidated total
		China	ASEAN	Total		
Sales	<b>55,000</b> (+0.8%)	<b>10,000</b> (+39.4%)	<b>4,400</b> (+32.3)	<b>14,400</b> (+37.1%)	<b>△400</b> (—)	<b>69,000</b> (+6.1%)
Operating Profit	<b>3,900</b> (+213)	<b>300</b> (+101)	<b>0</b> (+115)	<b>300</b> (+217)	<b>0</b> (—)	<b>4,200</b> (+430)

For total sales, the figure in brackets is the YoY % change For operating profit, the figure in brackets is the YoY change expressed as an absolute amount

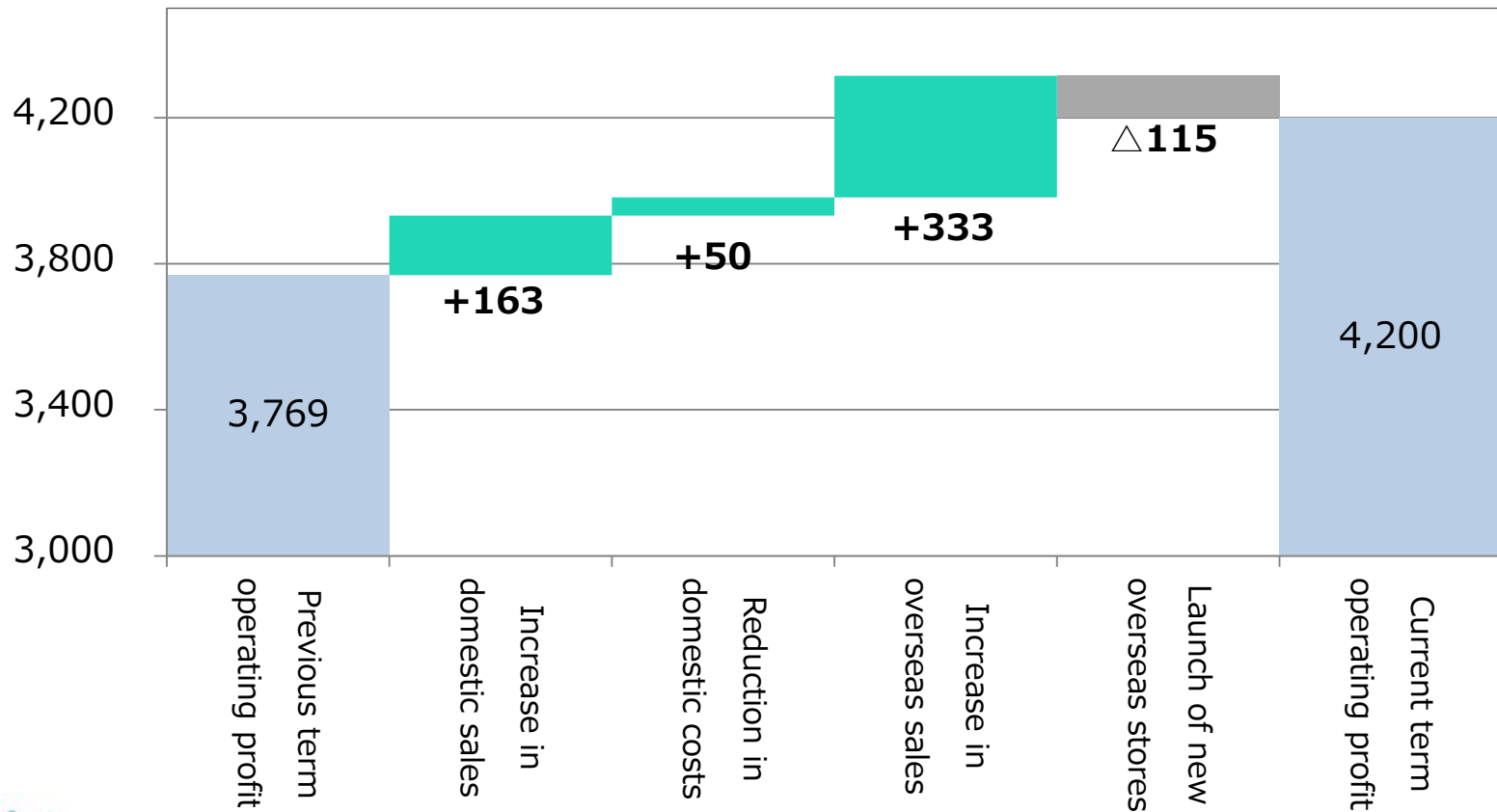


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# Consolidated Results Forecast Assumptions ( Factors Affecting Profit)

## <Principal Assumptions>

(Million yen) **Overseas: Existing outlet sales of 105%, 100 new outlets per year**  
**Domestic: Existing outlet sales of 102%, 10 new outlets per year**



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**THIS EARNINGS FORECAST WAS CREATED BASED ON INFORMATION THAT COULD BE OBTAINED AS OF THE DATE THIS MATERIAL WAS PUBLISHED. ACTUAL RESULTS MAY VARY FROM THE FORECAST BASED ON A VARIETY OF FACTORS.**



# NON-CONSOLIDATED MATERIAL



# 2016 Fiscal Year Results (Non-consolidated)

(Unit: Million yen)

	2016 Feb. term (prev. term)	2017 Feb. term (current term)	% change from prev. term
<b>Sales</b>	49,871	<b>54,575</b>	<b>+9.4%</b>
<b>Gross profit</b>	5,398	<b>6,753</b>	<b>+25.1%</b>
<b>SGA expenses</b>	2,714	<b>3,066</b>	<b>+13.0%</b>
<b>Operating profit</b>	2,683	<b>3,686</b>	<b>+37.4%</b>
<b>Non-operating profit and loss</b>	53	<b>△64</b>	<b>—</b>
<b>Ordinarily profit</b>	2,736	<b>3,622</b>	<b>+32.4%</b>
<b>Pretax current net profit</b>	2,315	<b>2,533</b>	<b>+9.4%</b>
<b>Current net profit</b>	1,384	<b>1,116</b>	<b>△19.3%</b>



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# Accounting Sales Details (Non-consolidated)

(Unit: Million yen)

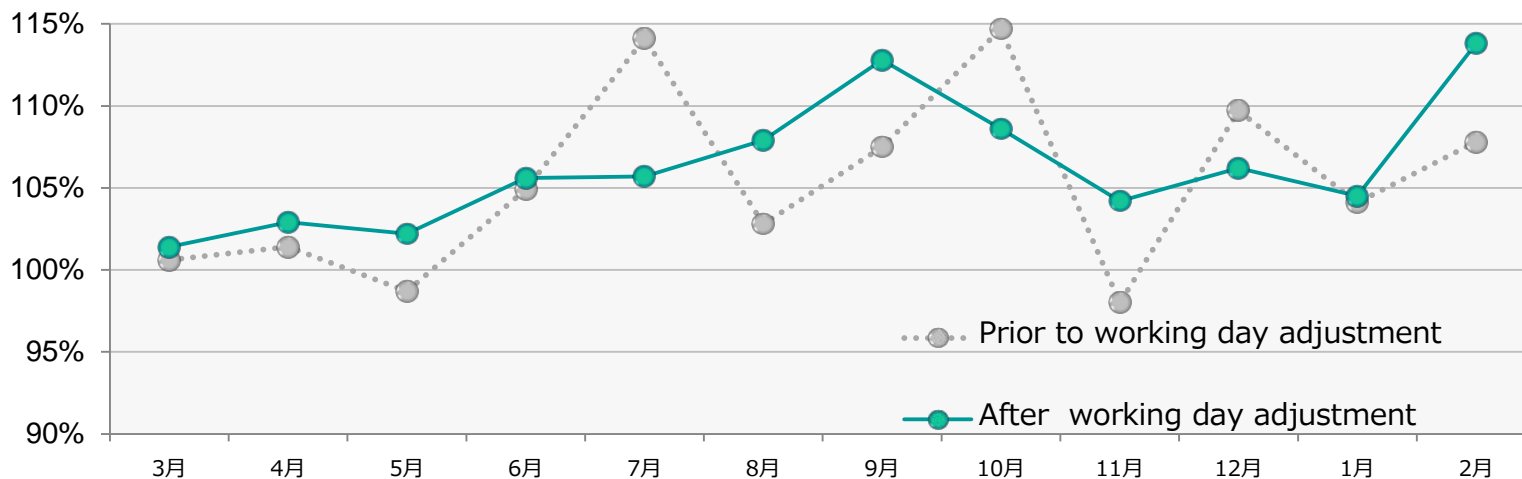
		2016 Fiscal Year		Vs. prev. term	Vs. existing
		Results	Composition ratio		
	<b>Amusement machines</b>	<b>44,137</b>	<b>81.1%</b>	<b>111.7%</b>	<b>107.2%</b>
	<b>Products (product sales)</b>	<b>9,935</b>	<b>18.2%</b>	<b>102.0%</b>	<b>96.9%</b>
	<b>Consignment</b>	<b>147</b>	<b>0.3%</b>	<b>105.2%</b>	<b>—</b>
	<b>Play facility- related total</b>	<b>54,220</b>	<b>99.6%</b>	<b>109.8%</b>	<b>105.0%</b>
	<b>Other</b>	<b>354</b>	<b>0.4%</b>	<b>75.8%</b>	<b>—</b>
	<b>Total sales</b>	<b>54,575</b>	<b>100.0%</b>	<b>109.4%</b>	<b>105.2%</b>



# Monthly Transition of Existing Outlet Sales YoY (Non-consolidated)

Reference

FY2016 1Q to 2Q	March	April	May	June	July	August
Prior to working day adjustment	100.6%	101.4%	98.7%	104.9%	114.1%	102.8%
After working day adjustment	101.4%	102.9%	102.2%	105.6%	105.7%	107.9%
FY2016 3Q to 4Q	September	October	November	December	January	February
Prior to working day adjustment	107.5%	114.7%	98.0%	109.7%	104.1%	107.8%
After working day adjustment	112.8%	108.6%	104.2%	106.2%	104.5%	113.8%



\* Former Fun Field stores not reflected in existing store YoY.



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# Sales Trends by Division (Non-consolidated)

Reference

(Unit: %)

	1Q		2Q		3Q		4Q	
	Sales composition ratio	Vs. existing	Sales composition ratio	Vs. existing	Sales composition ratio	Vs. existing	Sales composition ratio	Vs. existing
Timed play equipment	4.4	105.6	4.6	103.8	4.5	102.4	4.1	93.8
Physical sensation	9.4	82.3	8.7	90.3	8.6	93.7	8.0	93.4
Cards	15.9	82.6	16.0	94.8	18.4	108.9	16.4	107.6
Medals	24.9	97.6	26.3	104.2	24.4	100.2	25.2	105.2
Prizes	39.8	116.3	39.6	121.5	39.6	113.4	41.9	109.0
Stickers	4.3	88.1	3.4	94.1	3.1	91.2	2.7	86.9
Capsule toys	1.1	109.2	1.0	93.0	1.0	100.9	1.3	120.7
<b>Total Sales</b>	<b>100.0</b>	<b>99.0</b>	<b>100.0</b>	<b>106.6</b>	<b>100.0</b>	<b>105.8</b>	<b>100.0</b>	<b>105.5</b>

\* Former Fun Field store numbers are reflected in growth vs. existing by division



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# Profit Transition by Quarter (Non-consolidated)

Reference

(Unit: Million yen, %)

	2017 Feb. term 1Q	Change (%)	2Q	Change (%)	3Q	Change (%)	4Q	Change (%)
Sales	<b>12,883</b>	+27.4	<b>14,634</b>	+6.0	<b>12,551</b>	+4.6	<b>14,505</b>	+4.0
Sales cost	<b>11,621</b>	+26.9	<b>12,630</b>	+4.5	<b>11,400</b>	0.0	<b>12,168</b>	+2.9
Gross profit	<b>1,262</b>	+32.1	<b>2,004</b>	+16.4	<b>1,150</b>	+92.1	<b>2,336</b>	+10.1
SGA expenses	<b>763</b>	+27.4	<b>739</b>	+4.2	<b>725</b>	△0.7	<b>838</b>	+24.1
Operating profit	<b>498</b>	+40.0	<b>1,264</b>	+25.0	<b>425</b>	—	<b>1,498</b>	+3.6
Non-operating profit and loss	<b>△16</b>	—	<b>3</b>	—	<b>7</b>	—	<b>△59</b>	—
Ordinary profit	<b>482</b>	△16.7	<b>1,268</b>	+99.6	<b>432</b>	—	<b>1,438</b>	△13.9
Extraordinary profit/loss	<b>△459</b>	—	<b>△10</b>	—	<b>△58</b>	—	<b>560</b>	+128.1
Pretax profit	<b>23</b>	△95.8	<b>1,258</b>	+176.6	<b>373</b>	—	<b>878</b>	△38.3
Corporate tax, etc.	<b>223</b>	△35.7	<b>458</b>	+415.4	<b>199</b>	—	<b>536</b>	+6.3
Current net profit	<b>△199</b>	—	<b>800</b>	+118.6	<b>174</b>	—	<b>341</b>	△62.8



AEON Fantasy Co., Ltd.

# Balance Sheet (non-consolidated)

Reference

(Unit: Million yen)

	2015 Fiscal Year		2016 Fiscal Year		Change from beginning of period
	Amount	Composition ratio	Amount	Composition ratio	
Liquid assets	6,339	19.4%	<b>7,885</b>	<b>23.9%</b>	<b>+1,546</b>
Fixed assets	26,367	80.6%	<b>25,126</b>	<b>76.1%</b>	<b>△1,241</b>
<b>Total assets</b>	<b>32,706</b>	<b>100.0%</b>	<b>33,011</b>	<b>100.0%</b>	<b>+304</b>
Liquid liabilities	7,098	21.7%	<b>6,835</b>	<b>20.7%</b>	<b>△263</b>
Fixed liabilities	370	1.1%	<b>399</b>	<b>1.2%</b>	<b>+28</b>
<b>Total liabilities</b>	<b>7,469</b>	<b>22.8%</b>	<b>7,234</b>	<b>21.9%</b>	<b>△234</b>
<b>Total net assets</b>	<b>25,237</b>	<b>77.2%</b>	<b>25,776</b>	<b>78.1%</b>	<b>+539</b>
<b>Total liabilities and net assets</b>	<b>32,706</b>	<b>100.0%</b>	<b>33,011</b>	<b>100.0%</b>	<b>+304</b>



AEON Fantasy Co., Ltd.