



# 株式会社イオンファンタジー

Supplementary Financial  
Data for the Second  
Quarter of the Fiscal Year  
Ending February 28, 2022

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2022

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SUMMARY OF CONSOLIDATED  
FINANCIAL RESULTS FOR THE  
SECOND QUARTER OF THE FISCAL  
YEAR ENDING FEBRUARY 28, 2022



# Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending February 28, 2022

Consolidated Financial Results for the Six Months of the Fiscal Year Ending February 28, 2022 (from March 1, 2021 to August 31, 2021) (In million JPY or %)

	2Q of the fiscal year ended Feb. 29, 2020	2Q of the fiscal year ended Feb. 28, 2021	2Q of the fiscal year ended Feb. 28, 2022	YoY % change	YoY change	Change from the same period of FY2019 (%・Amount)
Sales	38,959	16,380	28,193	72.1	+11,812	△ 27.6
Gross profit	5,657	△ 3,498	△ 98	—	+3,400	△ 5,755
Operating income	2,852	△ 5,798	△ 2,579	—	+3,218	△ 5,432
Ordinary income	2,394	△ 6,096	△ 2,862	—	+3,234	△ 5,256
Quarterly net income attributable to the parent company shareholders	1,176	△ 7,115	△ 3,501	—	+3,614	△ 4,678
Quarterly net income per share	+59.60円	△360.17円	△177.19円	—	+182.98円	△236.79円



# Segment Information

- In the Japan business, sales were affected by the temporary closures due to the declaration of a state of emergency.
- The China business was affected by clusters of COVID-19 positive cases found in various regions in August. Cumulative sales for the period from March to July increased by 118.4% YoY and by 0.4% compared to the same period of the year before last.

Consolidated Financial Results for the Six Months of the Fiscal Year Ending February 28, 2022

(In million JPY or %)

		Japan	China	ASEAN	Overseas Total	Consolidation Adjustment	Consolidated Total
Sales	Actual	23,720	3,994	535	4,530	△ 56	28,193
	YoY % change	+75.0	+59.1	+39.8	+56.5	△ 15.4	+72.1
	Change from the same period of the year before last percent	△ 24.6	△ 12.1	△ 83.1	△ 41.2	△ 70.3	△ 27.6
Operating income	Actual	△ 1,595	△ 469	△ 513	△ 983	0	△ 2,579
	YoY change	+3,221	△ 314	+310	△ 3	0	+3,218
	Change from the same period of the year before last in amount	△ 4,706	△ 103	△ 624	△ 728	1	△ 5,432

- The China business recorded a consolidated extraordinary loss of 639M JPY as loss on store suspension in the first half of the previous fiscal year.



# Topics

## Japan Business

- Sales were driven by the prize division. The company's exclusive prizes demonstrated the synergy effect of simultaneous rollout of Molly Online and capsule toys.
- Actively promoted the company's exclusive sales promotion plan in collaboration with major companies in other industries.
- Online claw crane increased by 178% YoY. Expanded the business with online lottery since October.
- Expanded the development of the capsule toy specialty store TOYS SPOT PALO (74 locations as of the end of August). Introduced 488 units (2,620 screens) of Cap Evo(our own line of cashless machines) nationwide. Together with the introduction of the company's exclusive products, it contributed to the capsule toy sales of 530% YoY.
- Introduced the Yokubari Pass, which allows customers to play unlimited games for a certain period of time for a flat rate, at nearly all our stores (413 stores) in July.
- Introduced Nobicco, time-based playground facilities based on new concepts, at the new Hakusan store.
- Appointed a former Japanese national gymnastics team member Ms. Rie Tanaka as a special advisor. Ms. Tanaka supervises "Kids Athletic Club Beyond" and the sport-related content of "Skids Garden".
- Opened 6 new stores, 4 of which have been opened outside the Group. 2 stores have been opened in 2Q.

# Topics

China Business	<ul style="list-style-type: none"><li>• Organized parades and paid events in shopping centers as measures to increase the number of customers and revenue. Strengthened sales of tokens and other products through major e-commerce sites.</li><li>• Promoted the securing of spaces for temporary use in shopping centers. As of the end of August, the number of such spaces has increased to 172.</li><li>• Strengthened edutainment functions. Added the functions for recording children's growth and for sharing information to the membership application. Installed height meters and other equipment in stores and held related events at all stores.</li><li>• Opened 5 new stores, 4 of which were opened in 2Q. Revamped the content of FANPEKKA based on a Finnish motif, and opened the store in Ningbo Hankyu Store in April.</li></ul>
ASEAN Business	<ul style="list-style-type: none"><li>• In Malaysia and Thailand, started offering online claw crane game services in July.</li><li>• In the Philippines, launched in October a service for customers to watch unlimited educational videos in the local language for a monthly fee.</li><li>• Launched Fun-D, Thailand's first portal site for recreational facilities, at the end of May.</li></ul>

# Consolidated Balance Sheet (as of August 31, 2021)

(In million JPY or %)

	End of 2Q of the fiscal year ended Feb. 28, 2021		End of 2Q of the fiscal year ended Feb. 28, 2022		Increase (decrease) from the previous fiscal year end
	AMT	% to TTL	AMT	% to TTL	
Liquid assets	12,018	22.3	12,528	22.7	+510
Fixed assets	41,943	77.7	42,586	77.3	+643
Total assets	53,961	100.0	55,115	100.0	+1,153
Liquid liabilities	29,442	54.6	35,300	64.0	+5,858
(including short-term borrowings and current portion)	19,858	36.8	25,255	45.8	+5,397
Fixed liabilities	7,596	14.1	6,653	12.1	△ 943
(Long-term borrowings)	3,477	6.4	2,609	4.7	△ 867
Total liabilities	37,039	68.6	41,953	76.1	+4,914
Total net assets	16,922	31.4	13,161	23.9	△ 3,760
Total liabilities and net assets	53,961	100.0	55,115	100.0	+1,153





# Consolidated Cash Flow Statement

Consolidated Financial Results for the Six Months of the Fiscal Year Ending February 28, 2021

(In million JPY or %)

	End of 2Q of the fiscal year ended Feb. 28, 2021	End of 2Q of the fiscal year ended Feb. 28, 2022	Increase (decrease) from the previous fiscal year end
Cash flow from operating activities	△ 1,940	466	+2,407
Net profit before tax and other adjustments	△ 9,118	△ 3,945	+5,172
Depreciation costs	5,280	5,341	+60
Income taxes paid	△ 203	△ 303	△ 99
Cash flow from investment activities	△ 3,515	△ 3,764	△ 248
Expenses incurred from acquiring tangible fixed assets	△ 3,307	△ 3,398	△ 90
Cash flow from financing activities	7,535	3,349	△ 4,185
Net change in short-term borrowings	9,220	5,635	△ 3,585
Net change in long-term borrowings	△ 463	△ 1,207	△ 743
Dividend payments	△ 493	△ 296	+197
Effect of exchange rate change on cash and cash equivalents	14	△ 52	△ 66
Change in cash and cash equivalents	2,093	0	△ 2,093
Cash and cash equivalent balance at the beginning of the period	4,132	5,718	+1,585
Cash and cash equivalent balance at the end of the period	6,225	5,718	△ 507



# Number of Stores (as of August 31, 2021)

- In the first half of the current fiscal year, we opened 15 new stores and closed 29 stores.
- The number of stores as of the end of August 2021 was 845 (including 10 franchise stores, etc.)

Number of new stores opened and stores closed in FY2021,  
and number of stores by business format by country as of August 31, 2021

(Number of stores)

	Current term		
	New Stores	Closed Stores	Number of changes
Japan	6	5	1
China	5	13	△ 8
Malaysia	0	3	△ 3
Thailand	1	0	1
Phiippines	0	5	△ 5
Indonesia	1	0	1
Vietnam	2	3	△ 1
Cambodia	0	0	0
ASEAN	4	11	△ 7
Overseas total	9	24	△ 15
<b>Total</b>	<b>15</b>	<b>29</b>	<b>△ 14</b>

Mollyfantasy	Kidzoona	Others	Total
392	5	35 (2)	432 (2)
138 (5)	47	12	197 (5)
52	30	13	95
4	24	0	28
0	48	0	48
0	28	1	29
5	7	1	13
1 (1)	2 (2)	0	3 (3)
62 (1)	139 (2)	15	216 (3)
200 (6)	186 (2)	27	413 (8)
<b>592 (6)</b>	<b>191 (2)</b>	<b>62 (2)</b>	<b>845 (10)</b>

Note: The figures in parentheses indicate the number of FCs and the like (including business alliance contract, business consignment contract, and license contract) that are included in the total.



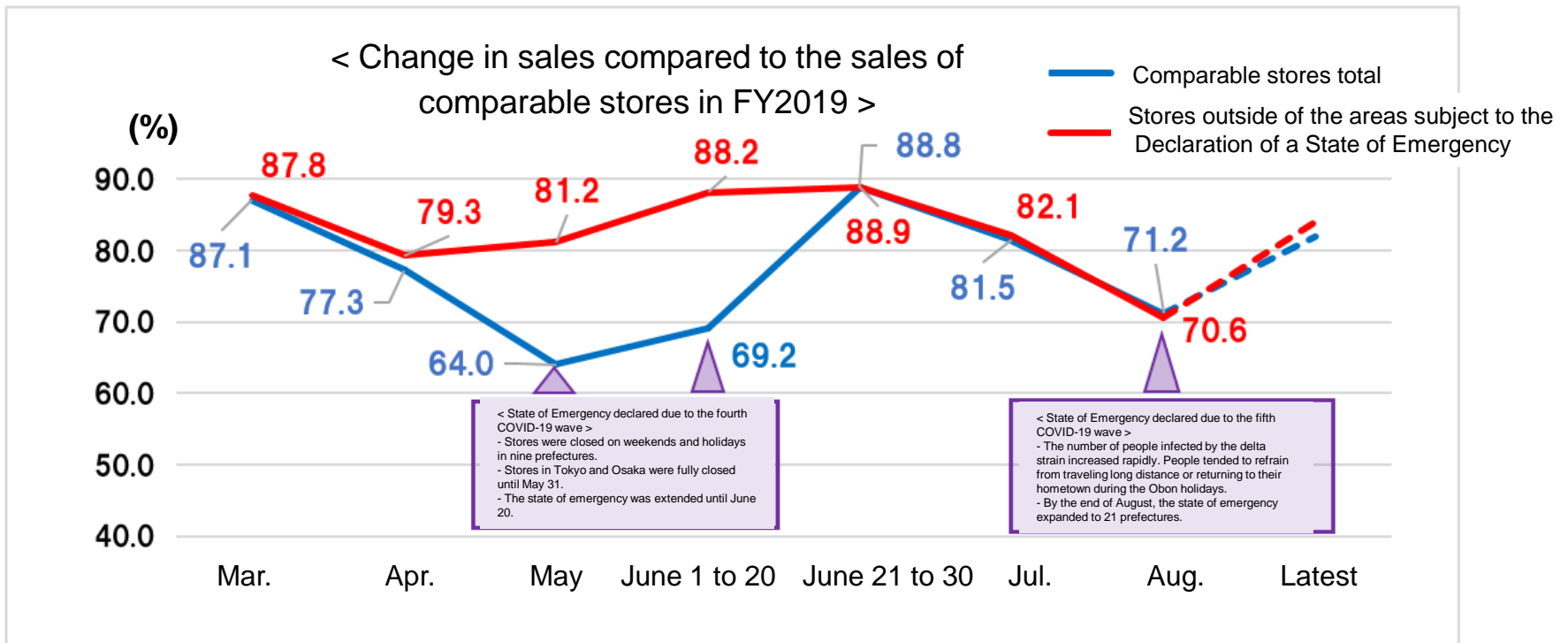
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OPERATING PERFORMANCE  
HIGHLIGHTS FOR THE SECOND  
QUARTER OF THE FISCAL YEAR  
ENDING FEBRUARY 28, 2022



# Japan Business: Changes in Same-Store Sales

- Sales declined in May and June because of the temporary closures due to the declaration of a state of emergency. Since the end of the temporary closures, sales recovered to nearly 90% by the end of June.
- In August, sales was affected by the fifth wave of infections, but is now recovering.



# Japan Business: Lost Sales due to the Temporary Closures and Number of Closed Days

- Lost sales due to the temporary closures was 1,676M JPY. May in particular was significantly affected with a loss of 851M JPY, equivalent to 18.0% of the company's planned sales.
- The closures mostly took place during busy times such as Saturdays, Sundays, national holidays, and the Golden Week holidays, resulting in significant opportunity losses.

## < Lost sales due to the temporary store closures >

In million JPY or days

	Apr.	May	June	Jul.	Aug.	Total for Apr. to Aug.
Sales	166	851	585	6	68	1,676
Impact on the overall company (%)	4.0%	18.0%	14.9%	0.1%	1.1%	6.9%
Number of days closed	420	1,936	840	8	76	3,280

\*"Lost sales" refers to the sum of pro-rated budgets that have been lost due to the temporary closures of the stores located in the areas subject to the Declaration of a State of Emergency

\* Impact on the overall company (%) = Lost sales ÷ the Company's overall monthly budget plan for amusement facility sales



## Japan Business: Sales were Driven by the Prize Division

- Thoroughly focused on top-selling prizes. The company's exclusive prizes demonstrated the synergy effect of simultaneous rollout of Molly Online and capsule toys.



Fischer's is very popular with 6.92M YouTube subscribers



BT21, a collaboration between LINE FRIENDS and the K-POP group BTS



Tokyo Revengers, a popular manga series also made into animated TV series and a movie

# Japan Business: Promotion of Collaborations with Major Companies in Other Industries

■ Actively implemented the company exclusive sales promotion plan in collaboration with major companies, such as famous a confectionery manufacturer and restaurant chain.

EX. Held a Twitter campaign in which 10 winners were selected by lottery to receive a “Baskin Robbins subscription” gift code (for a single-serving of regular ice cream for 31 days).

EX. Rent 1,500 JPY worth of medals and try a Garapon! The first prize was a 2,000 JPY worth of Yoshinoya digital gift certificate. There were also many other prizes and all participants won prizes.

baskin **BR** robbins™  
サーティワン

×

Mollyfantasy  
モリファンタジー



吉野家 YOSHINOYA × Mollyfantasy モリファンタジー × AEON

吉野家デジタルギフト券  
2,000円分が当たる!!  
**メダルガラポン**  
開催期間  
8月6日(金)~8月22日(日)  
1回 1,500円(税込)



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# Japan Business: Strengthening the Promotion of Online Claw Crane Business

- 1H Sales continued to be strong at 178% YoY.
- Continued the collaboration with hololive, a popular VTuber, for the 7th time.
- Expanded the scale of the business by launching an online lottery in October.



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# Japan Business: Strengthening the Expansion of the Capsule Toy Business

- Opened a total of 74 capsule toy specialty stores “TOYS SPOT PALO” as of the end of August 2021. Introduced 488 units (2,620 screens) of Cap Evo (our own line of cashless machines) nationwide.
- Significantly contributed to the 530% YoY sales growth in the capsule toy division.



TOYS SPOT PALO Rycom



Cap Evo, our own line of capsule toy machines, can be operated without turning handles, fully supports cashless payment and is made with antimicrobial materials.



The company's exclusive capsule toys have been rolled out. The above is 555 JPY (including tax), a higher unit price than regular products.



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# Japan Business: Expansion of "Play Subscription" Roll Out

■ Yokubari Pass, which allows customers to play unlimited games for a certain period of time for a flat rate, was expanded to nearly all our stores (413 stores) in July.



The Yokubari Pass is available in two types: 500 yen for 30 minutes and 1,000 yen for 60 minutes (prices include tax). This is the first service in Japan that allows customers to play a variety of game machines for a flat rate. "10-minute trial tickets" were distributed at stores to increase awareness.

例えば… **60分 (1000円)** をご利用の場合

カードリーダーに“ピッ”とタッチ

**約3000円分遊びまくれる!!**

スイートランド ずくってちよ 500円分 あそび放題 + 体感<sup>※1</sup>のりもの等<sup>※2</sup> あそび放題 + メダルプレゼント

※1 マリオカート、太鼓の達人、ルイージマンション など（一部利用ができないゲーム機がございます。）  
※2 定置のりもの、ボウリング、ホッケー、たま入れなど  
※3 おまけのメダル数は店舗によって異なります。



# Japan Business: Introduction of Nobicco, Time-based Playground Facilities

- Concepts: "A place where you can watch your child grow" and "A place where children can smile with their parents." It features playground equipment of warm and natural designs and carefully selected educational toys. Appropriate area size: 50 to 60 tsubo (Hakusan is 25 tsubo)
- Target: Children from 0 years old to 2nd grade in elementary school and their parents.



のびのび、のびるこ。  
のびっこ  
NOBICCO



Grass hill



Hammock tree



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# Japan Business: Re-strengthening Edutainment Functions

- Re-strengthened our sport-related facilities and content for children by appointing Ms. Rie Tanaka, a former Japanese national gymnastics team member, as a special advisor.
- Ms. Tanaka supervises exercise class "Kids Athletic Club Beyond" and the exercise-related content of the "Skids Garden" playground.



(Right photo: Ms. Rie Tanaka, left: Tokuya Fujiwara, Executive Director)



Exercise class "Kids Athletic Club Beyond"

# Japan Business: Initiatives on Edutainment and Social Contribution

- Held the "La La La Exercise" program again this year to support morning activities during the summer vacation period.  
Distributed videos every day from August 1 to 15 , with 73,000 views as of the end of August.
- The music for "La La La Exercise" was offered free of charge to 648 kindergartens and nursery schools.  
Offered the music for a limited time from June 1 to the end of August, in response to requests from kindergartens and nursery schools nationwide. The choreographed exercise videos on YouTube "Lala-chan TV" have been viewed 130,000 times as of the end of August.



T Sensei, a YouTuber who is a nursery school teacher, and Ms. Rie Tanaka, a former Japanese national gymnastics team member who became our special advisor since July, have also participated in the videos.



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# Japan Business: New Store Openings

- Opened six new stores in 1H, four of which have been opened outside the Group. **Soka Marui store is our first to open in the Marui Group.**
- In 2Q, opened stores in Kawaguchi and Hakusan, two new AEON Malls.



Molly Fantasy Hakusan Store introduced the time-based playground facilities based on new concepts (see slide 18)



Molly Fantasy Soka Marui Store  
Our first store opened in the Marui Group



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# Overseas Business Results

Consolidated Financial Results for the Six Months of the Fiscal Year Ending February 28, 2022

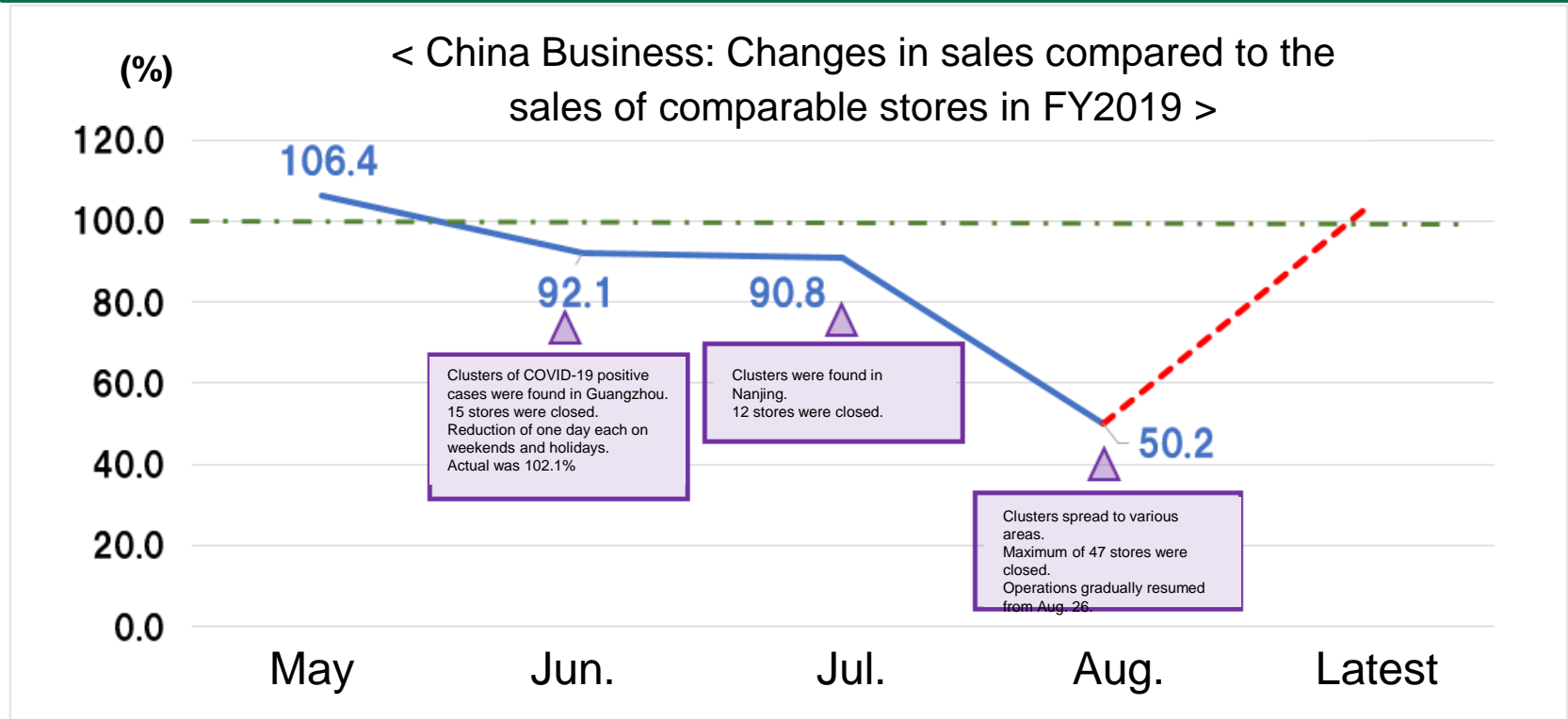
(In million JPY or %)

	China	Malaysia	Thailand	Philippines	Indonesia	Vietnam
	Actual	Actual	Actual	Actual	Actual	Actual
Sales	3,994	240	51	0	154	88
Store profit	△ 41	△ 127	△ 26	5	17	△ 29
SGA	428	96	36	72	75	54
Operating income	△ 469	△ 224	△ 62	△ 66	△ 58	△ 83
Sales compared to the sales of comparable stores in FY2019	114.3	39.3	18.5	0.0	58.4	62.7



# China Business: Changes in Sales Compared to the Sales of Comparable Stores in FY2019

Clusters of COVID-19 positive cases have been found in some areas since June. In August, clusters spread to various regions and sales declined, but sales has now recovered with the resumption of operations.





# China Business: Strengthening the Measures to Increase Customers and Profits

- Held parades and paid events in shopping centers to attract customers to our sales floors and increase profits.



Held parades in shopping centers to lead people to our sales floor and attract customers to our store. Also sold capes and other costumes.



Organized the Molly Disco performance, a paid scheme where customers practice the dance at home and perform at the store, at an open space in shopping centers. Sold T-shirts and other items at the venue at the same time.



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# China Business: Strengthening Edutainment Functions

- Added functions for promoting children's growth to the membership app and stores. By linking with the app, customers can keep growth records and share information.
- Implemented events at all stores to create a system to encourage customers to come back to our stores.



New app top page



Installed height meters in stores and linked them to the app for recording children's growth



# China Business: Expansion into Vacant Spaces in Shopping Centers

- Temporarily used vacant spaces created by the COVID-19 outbreak. Used 172 spaces as of the end of August 2021.



Opened large ball pools and small-scale amusement parks in the shopping center parking lots during the summer vacation period.



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# China Business: New Store Openings

- Opened five new stores, four of which have been opened in 2Q.
- Opened new stores in existing shopping centers after thorough field surveys.



Exterior of the shopping center



Store front



A full range of displays for announcements in the SC



Event at the store



Newly renovated toy section

Morley Fantasy Store in Xilongduo, Shijingshan, Beijing (opened on August 21)



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# China Business: New Store Openings FANPEKKA

- Revamped the content of FANPEKKA, a large playground based on a Finnish motif, and opened the store in Ningbo Hankyu Store in April.



Changed the design of the entrance



New contents: Ship-shaped obstacle course and Aurora Walk



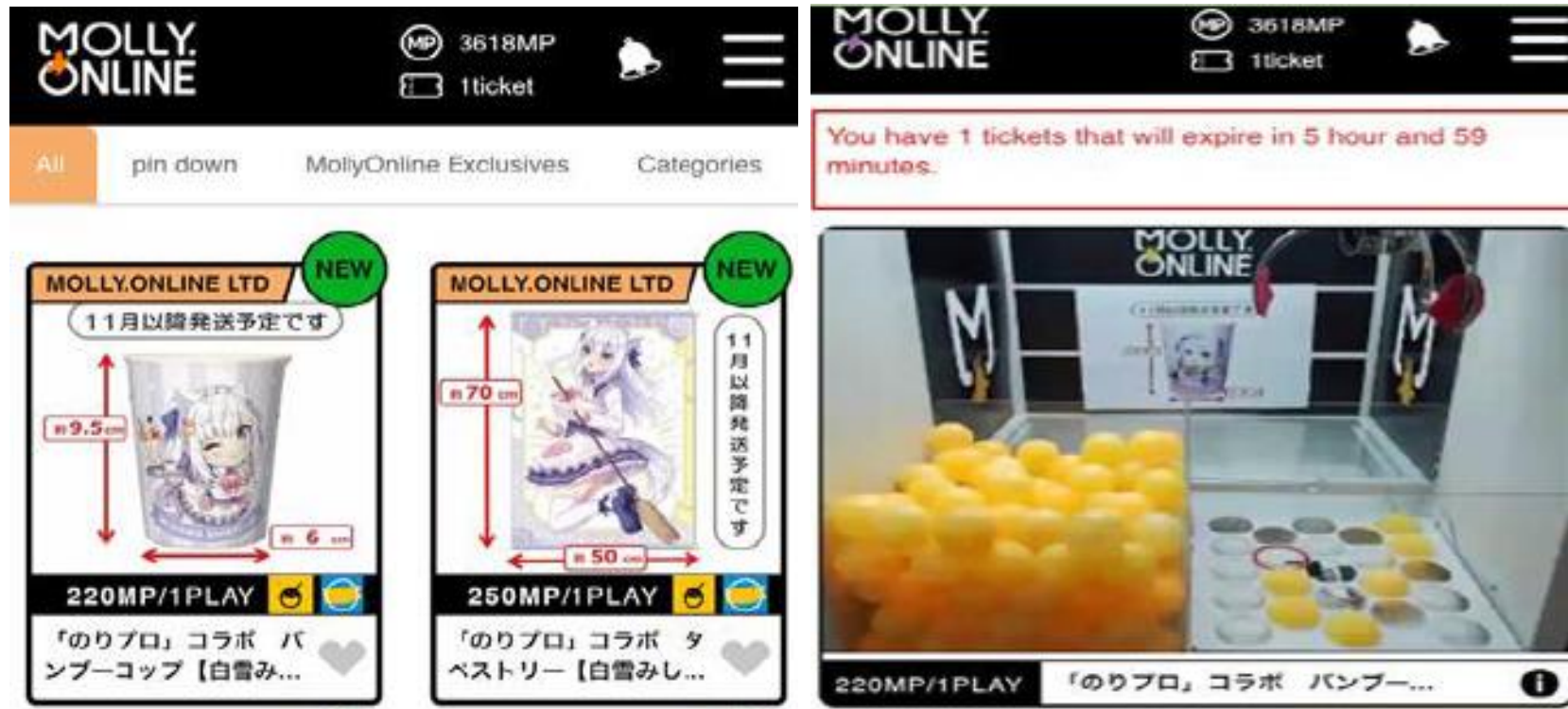
Popular content: Old castle obstacle course and role-playing game



New: Reviewed and changed the toys in the toy space

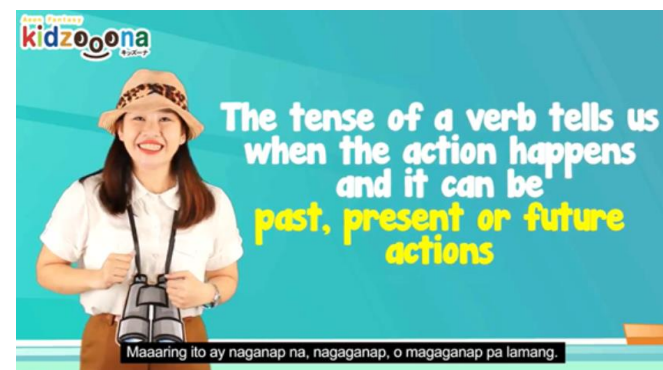
# ASEAN Business: Overseas Development of the Online Claw Crane Games

- Started offering a service that operates the Molly Online, currently being rolled out in Japan, on July 27 in Malaysia and Thailand.



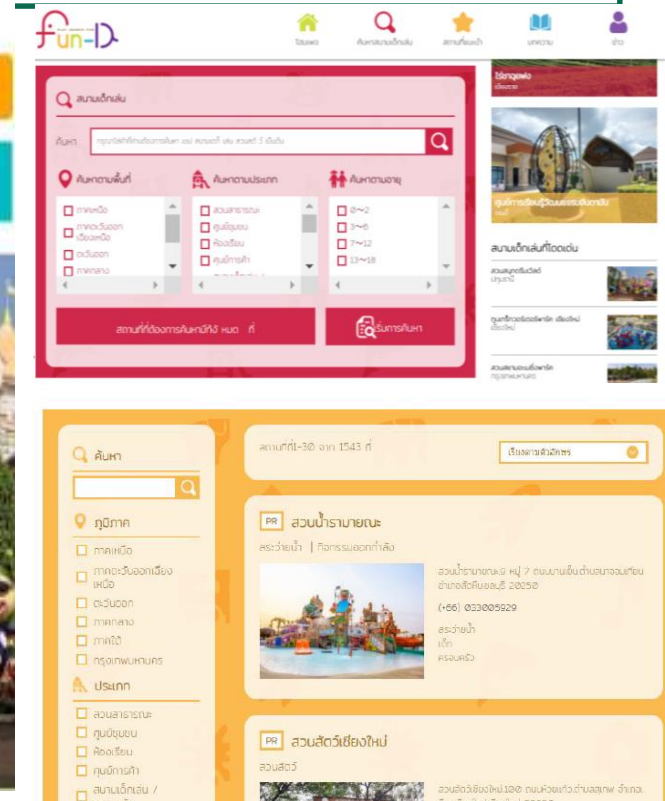
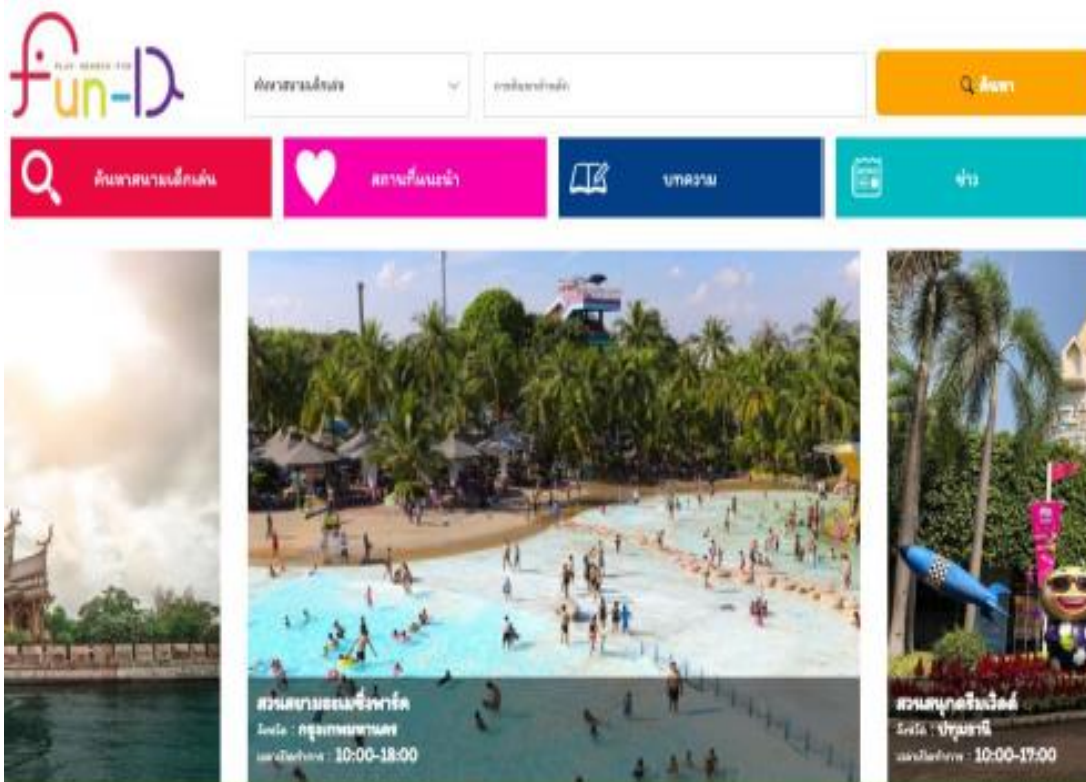
# ASEAN Business: Launch of the Educational Video Distribution Service

- In the Philippines, began offering in October a service that allows customers to watch unlimited educational videos, developed by our company, that are fun and easy to understand, in the local language for a monthly fee.
- After establishing a business model, we plan to expand the service to other countries.



# ASEAN Business: Other New Business Initiatives

■ Launched Fun-D, Thailand's first portal site for recreational facilities, at the end of May. 2,000 facilities have been registered as of the end of August; our target is 3,500 facilities by the end of the fiscal year.



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REVISION OF CONSOLIDATED  
FINANCIAL RESULT FORECAST FOR  
THE FISCAL YEAR ENDING  
FEBRUARY 28, 2022



# Revision of Consolidated Financial Result Forecast for the Fiscal Year Ending February 28, 2022

(In million JPY or %)

	Previously Announced Forecast	Revised Forecast	Revised Change (%)	Revised Change (Amount)	YoY Change (% or Amount)
Sales	70,000	60,000	△ 14.3	△ 10,000	+30.1
Operating Income	1,400	△ 2,520	—	△ 3,920	+4,909
Ordinary Income	630	△ 3,000	—	△ 3,630	+4,719
Net Income Attributable to Parent Company's Shareholders	△ 650	△ 4,150	—	△ 3,500	+5,127
Net Income per Share	△32.90円	△209.99円	—	△177.09円	+259.52円
Dividend per Share	30.00円	20.00円	—	△10.00円	△10.00円



# 2H Plan by Segment

(In million JPY or %)

		Japan			Overseas Total	Consolidation Adjustment	Consolidated Total
		China	ASEAN				
Sales	Planned figures	26,780	4,505	605	5,110	△ 83	31,807
	YoY Change (%)	+8.5	+2.8	△ 18.8	△ 0.4	-	+7.0
	Change from the same period of FY2019 (%)	△ 5.7	+45.3	△ 80.2	△ 17.0	-	△ 7.9
Operating Income	Planned figures	396	310	△ 637	△ 327	△ 9	60
	YoY Change (Amount)	1,657	117	△ 61	56	△ 24	1,690
	Change from the same period of FY2019 (Amount)	△ 968	+1,142	△ 444	+697	△ 28	△ 298



# Consolidated Financial Result Forecast by Segment

(In million JPY or %)

		Japan	China		Overseas Total	Consolidation Adjustment	Consolidated Total
			China	ASEAN			
Sales	Revised Forecast	50,500	8,500	1,140	9,640	△ 140	60,000
	Previously Announced Forecast	57,200	8,400	4,800	13,200	△ 400	70,000
	Revised Change (Amount)	△ 6,700	100	△ 3,660	△ 3,560	260	△ 10,000
	Revised Change (%)	△ 11.7	+1.2	△ 76.3	△ 27.0	△ 65.0	△ 14.3
	YoY Change (%)	+32.1	+23.3	+1.1	+20.1	-	+30.1
Operating Income	Revised Forecast	△ 1,200	△ 160	△ 1,150	△ 1,310	△ 10	△ 2,520
	Previously Announced Forecast	1,700	45	△ 320	△ 275	△ 25	1,400
	Revised Change (Amount)	△ 2,900	△ 205	△ 830	△ 1,035	15	△ 3,920
	YoY Change (Amount)	+4,879	△ 196	+249	+53	△ 23	+4,909



FINANCIAL RESULT FORECASTS AND OTHER DESCRIPTIONS ABOUT THE FUTURE CONTAINED IN THIS DOCUMENT ARE BASED ON INFORMATION CURRENTLY AVAILABLE TO THE COMPANY AND CERTAIN ASSUMPTIONS DEEMED REASONABLE. THEY ARE NOT INTENDED AS A COMMITMENT BY THE COMPANY TO ACHIEVE THEM. ALSO, ACTUAL RESULTS MAY DIFFER SIGNIFICANTLY DUE TO A VARIETY OF FACTORS.



# NON-CONSOLIDATED MATERIALS

# Financial Results for the Second Quarter of the Fiscal Year Ending February 28, 2022 (Non-Consolidated)

REFERENCE  
MATERIALS

(In million JPY or %)

	2Q of the fiscal year ended Feb. 29, 2020	2Q of the fiscal year ended Feb. 29, 2020	2Q of the fiscal year ended Feb. 28, 2021	YoY Change (%)	Change from the same period of FY2019 (%)
Sales	31,450	13,553	23,720	75.0	△ 24.6
Gross Profit	4,975	△ 3,253	103	—	—
SGA	1,864	1,563	1,699	8.7	△ 8.8
Operating Income	3,110	△ 4,817	△ 1,595	—	—
Non-operating Profit and Loss	△ 49	△ 41	69	—	—
Ordinary Income	3,060	△ 4,859	△ 1,526	—	—
Quarterly Income Before Income Taxes	1,697	△ 6,337	△ 2,416	—	—
Quarterly Net Income	679	△ 4,505	△ 2,121	—	—



# Details of Sales in Accounting(Non-Consolidated)

REFERENCE  
MATERIALS

(In million JPY or %)

	2Q of the fiscal year ended Feb. 28, 2019		2Q of the fiscal year ended Feb. 29, 2020		2Q of the fiscal year ended Feb. 28, 2021		YoY %	% to Same Period of FY2019	% to the Sales of Comparable Stores in Same Period of FY2019
	Actual	% to Total	Actual	% to Total	Actual	% to Total			
Amusement park equipment	26,862	85.4	11,422	84.3	19,928	84.0	174.5	74.2	72.7
Merchandise (product sales)	4,128	13.1	1,944	14.3	3,550	15.0	182.6	86.0	86.6
Consignment	69	0.2	25	0.2	42	0.2	166.9	60.4	-
Others	89	0.3	39	0.3	76	0.3	195.8	86.4	-
Amusement Facilities-related Sales	31,149	99.0	13,431	99.1	23,598	99.5	175.7	75.8	74.5
• Other Sales	300	1.0	122	0.9	121	0.5	99.4	40.5	61.1
Total Sales	31,450	100.0	13,553	100.0	23,720	100.0	175.0	75.4	74.5





# Monthly Changes in Same-Stores Sales (Non-Consolidated)

REFERENCE MATERIALS

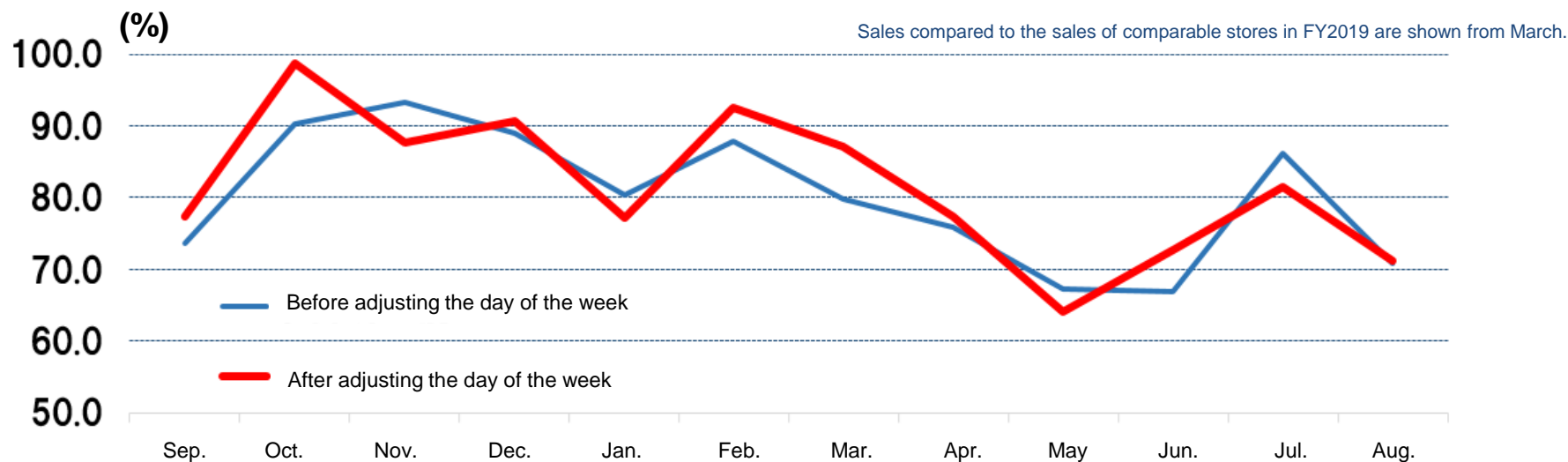
<Changes in Same-Stores Sales>

(%)

Third to Fourth Quarter of the Fiscal Year Ended February 28, 2021	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.
Before adjusting the day of the week	73.6	90.3	93.2	89.0	80.4	87.9
After adjusting the day of the week	77.3	98.8	87.6	90.7	77.1	92.6

<Changes compared to the sales of comparable stores in FY2019>

First Quarter of the Fiscal Year Ending February 28, 2022	Mar.	Apr.	May	Jun.	Jul.	Aug.
Before adjusting the day of the week	79.8	75.8	67.3	66.8	86.1	70.9
After adjusting the day of the week	87.1	77.3	64.0	72.7	81.5	71.2



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# Sales Trends by Division (Non-Consolidated)

REFERENCE  
MATERIALS

(%)

	Fiscal Year Ended February 28, 2021						Fiscal Year Ended February 28, 2022			
	2Q		3Q		4Q		1Q		2Q	
	% to Total Sales	% to the Sales of Comparable Stores in FY2020	% to Total Sales	% to the Sales of Comparable Stores in FY2020	% to Total Sales	% to the Sales of Comparable Stores in FY2020	% to Total Sales	% to the Sales of Comparable Stores in FY2019	% to Total Sales	% to the Sales of Comparable Stores in FY2019
Time-based Play Equipment	2.4	41.3	2.6	59.2	2.1	56.6	2.5	47.5	2.8	50.2
Virtual	6.2	59.7	5.8	78.5	4.8	70.1	5.8	63.5	5.9	63.8
Card	10.4	59.5	10.6	70.7	11.1	81.8	11.2	64.4	11.4	77.3
Medal	17.6	42.1	18.8	62.1	16.6	56.3	18.0	55.6	18.9	51.8
Prize	56.0	74.4	54.7	101.0	57.6	102.7	56.1	88.0	54.6	83.8
Stickers	2.0	58.5	2.0	85.6	1.6	73.5	2.1	59.0	1.7	58.3
Capsule Toy	2.6	220	2.6	298.2	3.0	315.8	3.3	270.0	4.0	268.1
Total Sales	100.0	62.2	100.0	85.2	100.0	85.4	100.0	74.6	100.0	74.4

\* Excluding Molly Online



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# Changes in Quarterly Financial Results (Non-Consolidated)

REFERENCE  
MATERIALS

(In million JPY or %)

% to the Sales of Comparable Stores in FY2020	Fiscal Year Ended February 28, 2021						Fiscal Year Ended February 28, 2022			
	2Q		3Q		4Q		1Q		2Q	
	Actual	YoY Change (%)	Actual	YoY Change (%)	Actual	YoY Change (%)	Actual	Change from the same period of FY2019 (%)	Actual	YoY Change (%)
Sales	10,306	△ 37.2	11,652	△ 13.3	13,020	△ 13.0	11,242	△ 25.2	12,478	△ 24.0
Cost of Sales	11,026	△ 17.8	11,708	△ 4.9	12,549	△ 2.9	11,359	△ 13.0	12,257	△ 8.7
Net Income from Sales	△ 719	—	△ 56	—	471	△ 76.9	△ 117	—	220	—
SGA	751	△ 17.0	859	△ 7.4	817	△ 6.3	924	△ 3.6	774	△ 14.4
Operating Income	△ 1,471	—	△ 915	—	△ 345	—	△ 1,041	—	△ 554	—
Non-operating Profit and Loss	13	—	52	+59.0	110	—	168	—	△ 99	—
Ordinary Income	△ 1,458	—	△ 863	—	△ 235	—	△ 873	—	△ 653	—
Extraordinary Income and Loss	303	—	48	—	△ 3,427	—	△ 607	—	△ 282	—
Income Before Income Taxes	△ 1,154	—	△ 912	—	△ 3,662	—	△ 1,480	—	△ 935	—
Income Taxes	△ 266	—	△ 204	—	81	—	△ 178	—	△ 116	—
Quarterly Net Income	△ 888	—	△ 707	—	△ 3,580	—	△ 1,301	—	△ 819	—



# Balance Sheet (Non-Consolidated)

REFERENCE  
MATERIALS

(In million JPY or %)

	2Q of the fiscal year ended Feb. 28, 2021		2Q of the fiscal year ended Feb. 28, 2022		YoY Change(%)
	Amount	% to Total	Amount	% to Total	
Liquid assets	11,146	27.5	14,057	30.8	+2,910
Fixed assets	29,417	72.5	31,561	69.2	+2,143
Total assets	40,564	100.0	45,618	100.0	+5,053
Liquid liabilities	21,077	52.0	27,840	61.0	+6,763
Fixed liabilities	1,514	3.7	2,222	4.9	+708
Total liabilities	22,591	55.7	30,063	65.9	+7,472
Total net assets	17,972	44.3	15,554	34.1	△ 2,418
Total liabilities and net assets	40,564	100.0	45,618	100.0	+5,053

