

# Supplementary Materials for the Financial Results

| The Fiscal Year Ended February 28, 2022



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# CORPORATE OVERVIEW



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# Corporate Overview

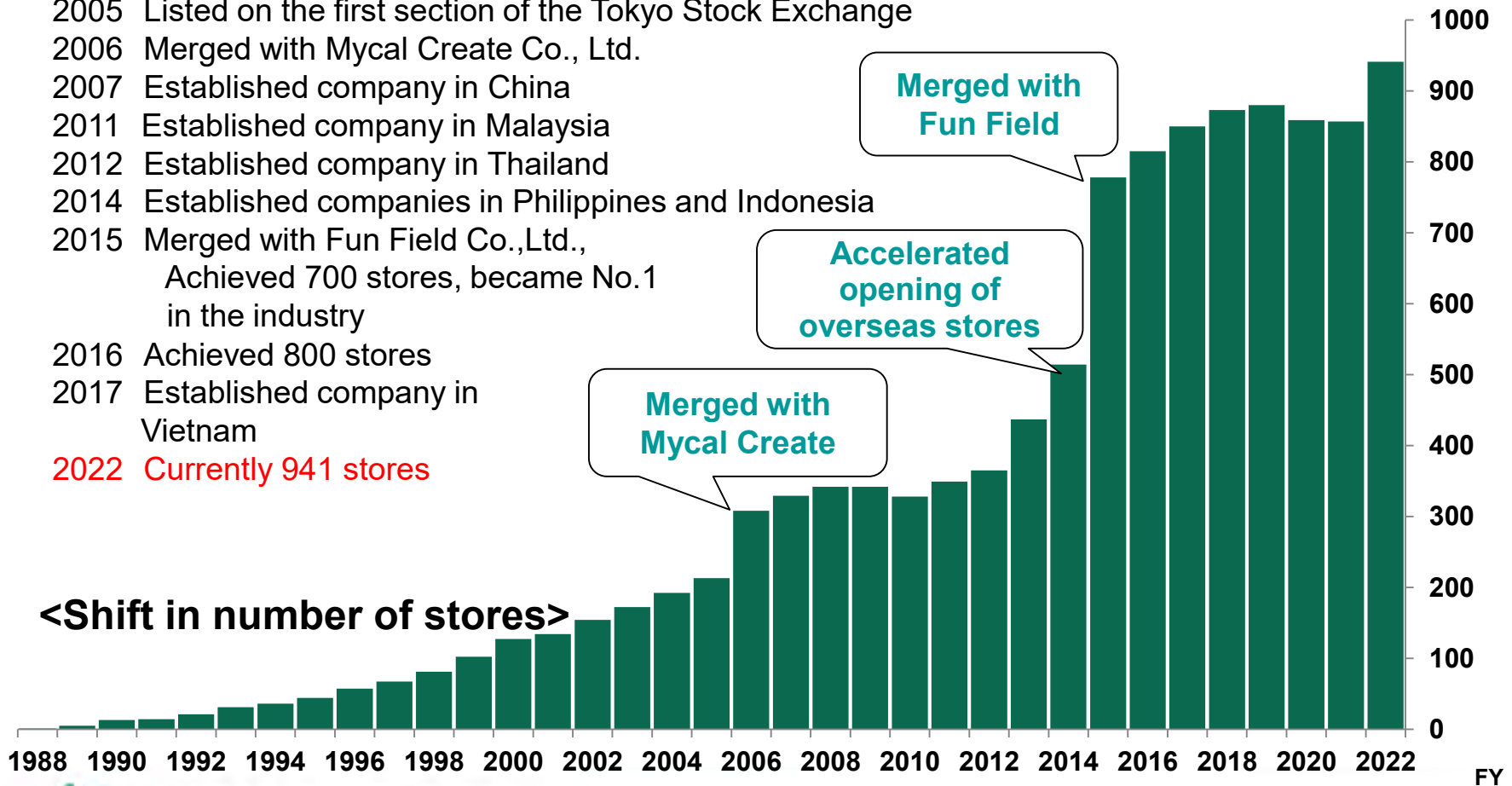
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- 1) Trade Name AEON Fantasy Co., Ltd.
- 2) Location 1-5 Nakase, Mihama-ku, Chiba-shi, Chiba, 261-0023, Japan
- 3) Establishment February 14, 1997
- 4) Capital 1,806,000,000 JPY
- 5) Shareholder Composition 65.78% AEON CO., LTD. 34.22% Others
- 6) Listings Tokyo Stock Exchange, Prime Market
- 7) Business Description Operation of “amusement facilities” inside shopping centers and “indoor playgrounds”



# Corporate History

- 1988 Opened first store (division of JUSCO Co., Ltd.)
- 1997 AEON Fantasy Co., Ltd. founded
- 2005 Listed on the first section of the Tokyo Stock Exchange
- 2006 Merged with Mycal Create Co., Ltd.
- 2007 Established company in China
- 2011 Established company in Malaysia
- 2012 Established company in Thailand
- 2014 Established companies in Philippines and Indonesia
- 2015 Merged with Fun Field Co., Ltd.,  
Achieved 700 stores, became No.1  
in the industry
- 2016 Achieved 800 stores
- 2017 Established company in  
Vietnam
- 2022 Currently 941 stores



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Note: FY refers to the fiscal year ending February 28 of the following year

# OVERVIEW OF CONSOLIDATED RESULTS FOR END-FY02/22



# Consolidated Results for End-FY02/22

Consolidated cumulative period end-FY02/22  
(March 1, 2021 – February 28, 2022)

(Unit: Million JPY, %)

	End-FY02/21 (prev. period)	End-FY02/22 (current period)	% change from prev. period	Amount change from prev. period
Net sales	46,116	60,170	30.5	+14,054
Gross profit	△ 2,660	1,687	—	+4,347
Operating profit	△ 7,429	△ 3,408	—	+4,020
Ordinary profit	△ 7,719	△ 3,385	—	+4,334
Net income attributable to owners of the parent	△ 9,277	△ 4,507	—	+4,769
Net income per share	△469.51円	△228.07円	—	241.44円





# Quarterly Financial Results by Accounting Period

- Both sales and operating profit increased YoY throughout the year.
- Secured profitability in operating profit in Q4.

Quarterly changes in sales and operating profit

(Unit: Million JPY, %)

	Sales			Operating profit		
	End-FY02/21	End-FY02/22	% change from prev. period	End-FY02/21	End-FY02/22	Amount change from prev. period
Q1 Consolidated accounting period	3,676	13,320	262.3	△ 4,135	△ 1,760	+2,375
Q2 Consolidated accounting period	12,704	14,873	17.1	△ 1,662	△ 819	+843
Q3 Consolidated accounting period	13,850	14,431	4.2	△ 1,398	△ 1,350	+47
Q4 Consolidated accounting period	15,885	17,545	10.4	△ 232	522	+754





# Segment Information (Consolidated Cumulative Period)

Consolidated cumulative period end-FY02/22  
(March 1, 2021 – February 28, 2022)

(Unit: Million JPY, %)

		Domestic	China	ASEAN	Overseas total	Consolidated adjustment	Consolidated total
Sales	Result	50,410	7,721	2,109	9,830	△ 70	60,170
	% change from prev. period	+31.9	+12.0	+87.0	+22.5	—	+30.5
Operating profit	Result	△ 1,600	△ 1,230	△ 576	△ 1,806	0	△ 3,408
	Amount change from prev. period	+4,479	△ 1,267	+823	△ 443	△ 14	+4,020

■ China business: (Prev. period) Extraordinary loss of 646M JPY due to temporary store closure. Receipt of government reductions and subsidies, etc.  
(Current period) Impact by yen depreciation: Net sales increased by 800M JPY, operating profit decreased by 127M JPY.

## Quarterly Sales of Existing Stores in Segments Compared to Year Before Last

- Domestic business was affected by the spread of Omicron strain, however recovered to 95.5% in Q4.
- ASEAN business resumed operations in phases from Q3.



\*All store operations in China has been closed since January 28, 2020

# Topics

Domestic operations	<ul style="list-style-type: none"><li>· Prize division sales for existing stores in 2H resulted in 108.1% compared to year before last (after day adjustment), enhanced development of limited-edition prizes and deployment and sales promotion through multiple channels.</li><li>· Renovation of Mollyfantasy Musashi Murayama store (Tokyo) in December.</li><li>· MOLLY.ONLINE YoY of 139.7%.</li><li>· Release of the new service "MOLLY.ONLINE Scratch" in November.</li><li>· Opening of 33 capsule toy specialty stores "TOYS SPOT PALO."</li><li>· Opening of 2 new business style prize specialty stores "PRIZE SPOT PALO."</li></ul>
China operations	<ul style="list-style-type: none"><li>· Promotion to secure operating floor area in shopping centers, 238 locations as of end of February.</li><li>· Added an edutainment function on membership app, app members exceeded a total of 840,000 people.</li></ul>
ASEAN operations	<ul style="list-style-type: none"><li>· Rapid sales recovery in Malaysia and Indonesia which resumed operations in October.</li><li>· Philippines resumed operations in November after a year and 8 months, recovery made in sales.</li><li>· Opening of Japanese style indoor playground "EDOKKO" in Indonesia in January.</li></ul>

# Consolidated Balance Sheet (as of end of Feb. 2022)

(Unit: Million JPY, %)

	End of FY02/21		End-FY02/22		Amount change from prev. period
	Amount	Composition ratio	Amount	Composition ratio	
Current assets	12,018	22.3	10,919	21.3	△ 1,099
Fixed assets	41,943	77.7	40,315	78.7	△ 1,627
<b>Total assets</b>	<b>53,961</b>	<b>100.0</b>	<b>51,235</b>	<b>100.0</b>	<b>△ 2,726</b>
Current liabilities	29,442	54.6	31,509	61.5	+2,067
(Short-term loans payable incl. within yr.)	19,858	36.8	22,238	43.4	+2,379
Fixed liabilities	7,596	14.1	7,884	15.4	+287
(Long-term loans payable)	3,477	6.4	1,779	3.5	△ 1,697
<b>Total liabilities</b>	<b>37,039</b>	<b>68.6</b>	<b>39,393</b>	<b>76.9</b>	<b>+2,354</b>
<b>Total equity</b>	<b>16,922</b>	<b>31.4</b>	<b>11,841</b>	<b>23.1</b>	<b>△ 5,080</b>
<b>Total liabilities and equity</b>	<b>53,961</b>	<b>100.0</b>	<b>51,235</b>	<b>100.0</b>	<b>△ 2,726</b>



# Consolidated Cash Flow Statement

Consolidated cumulative period end-FY02/22  
(March 1, 2021 – February 28, 2022)

(Unit: Million JPY, %)

	End-FY02/21	End-FY02/22	Amount change from prev. period
Cash flow for operating activities	183	6,176	+5,993
Net income before income taxes and minority interests	△ 11,808	△ 4,783	+7,024
Depreciation	10,698	10,518	△ 179
Payment for corporate tax, etc.	△ 79	△ 319	△ 240
Cash flow for investment activities	△ 6,964	△ 7,091	△ 126
Payment for acquisition of tangible fixed assets	△ 6,392	△ 6,416	△ 23
Cash flow for financial activities	8,445	1,395	△ 7,050
Net change in short-term loans payable	12,411	3,090	△ 9,320
Net change in long-term loans payable	△ 1,798	△ 2,333	△ 534
Payment for dividends	△ 790	△ 592	+197
Effect of exchange rate changes on cash and cash equivalents	△ 78	△ 211	△ 133
Amount change in cash and cash equivalents	1,585	268	△ 1,317
Cash and cash equivalents at the beginning of period	4,132	5,718	+1,585
Cash and cash equivalents at the end of period	5,718	5,986	+268



# Change in Criteria for Counting Number of Stores

■ Change in criteria for counting number of stores due to expansion of strategic small stores.

Include capsule toy specialty stores (TOYS SPOT PALO) and overseas small Mollyfantasy stores (Tiny Mollyfantasy) etc. in count.



Capsule toy specialty store  
TOYS SPOT PALO



AEON Fantasy Thailand  
Tiny Mollyfantasy



# Number of Stores (as of the end of Feb. 2022)

■ Number of stores including strategic small stores as of the end of February 2022 is **941**. (Includes 10 FCs and other stores)

No. of stores by country and business category as of the end of Feb. 2022

(Unit: No. of stores)

	Molly fantasy	Kidzooona	Others	Subtotal	Strategic small stores				Subtotal	Total	New stores this period
					TOYS SPOT PALO	PRIZE SPOT PALO	Tiny Molly fantasy	Others			
Japan	390	4	35 (2)	429	85	2	0	0	87	516 (2)	42
China	136 (5)	47	12	195	0	0	0	4	4	199 (5)	9
Malaysia	49	29	13	91	0	0	10	0	10	101	5
Thailand	4	24	0	28	0	0	3	0	3	31	5
Philippines	0	47	0	47	0	0	0	0	0	47	1
Indonesia	0	29	2	31	0	0	0	0	0	31	3
Vietnam	5	7	1	13	0	0	0	0	0	13	2
Cambodia	1 (1)	2 (2)	0	3	0	0	0	0	0	3 (3)	0
ASEAN	59 (1)	138 (2)	16	213	0	0	13	0	13	226 (3)	16
Overseas Total	195 (6)	185 (2)	28	408	0	0	13	4	17	425 (8)	25
<b>Total</b>	<b>585 (6)</b>	<b>189 (2)</b>	<b>63 (2)</b>	<b>837</b>	<b>85</b>	<b>2</b>	<b>13</b>	<b>4</b>	<b>104</b>	<b>941 (10)</b>	<b>67</b>

Note: Value in parenthesis represents the number of FCs and other stores (including business collaboration agreements, outsourcing agreements, and license agreements.)





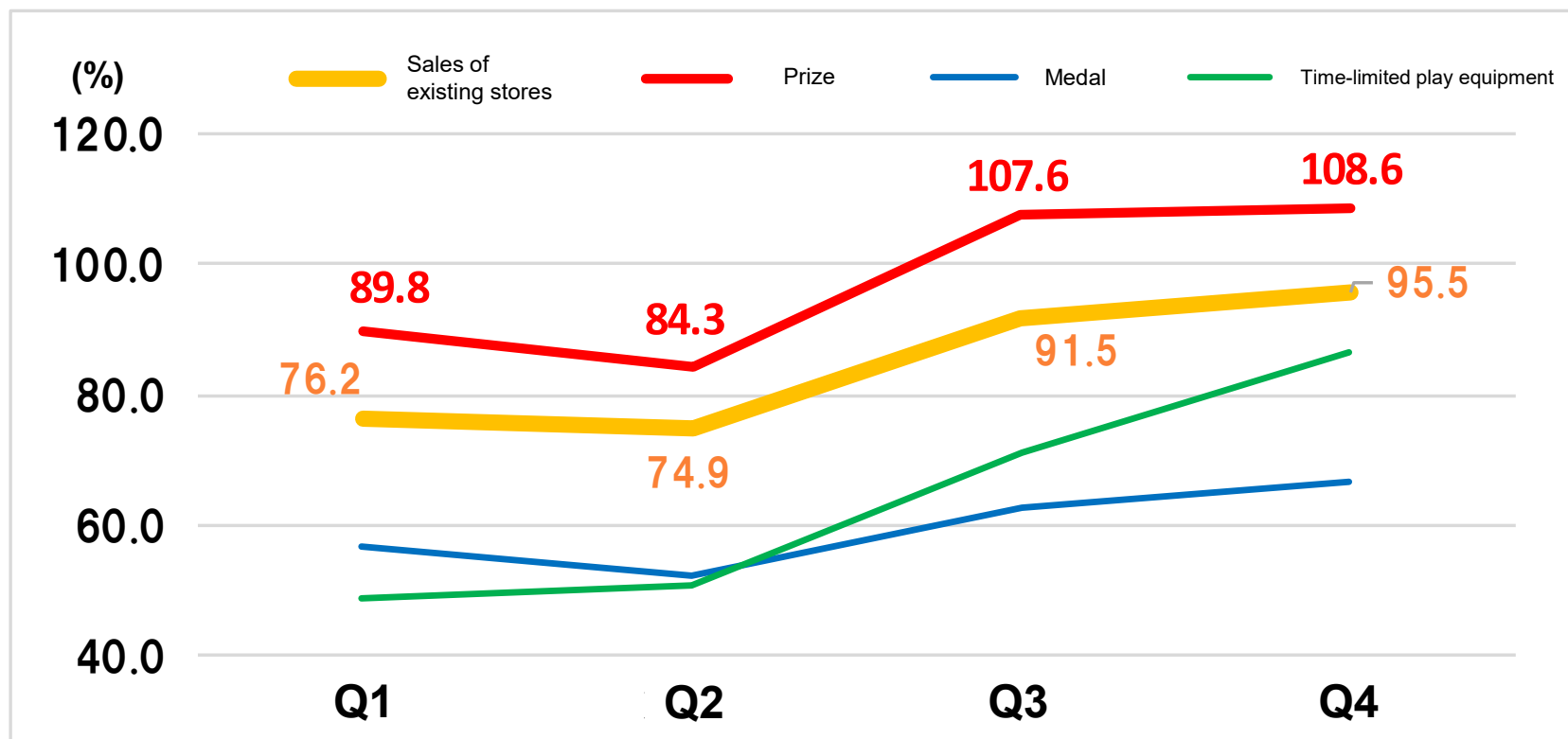
# OVERVIEW OF KEY INITIATIVES FOR END-FY02/22



## [Domestic Business] Sales of Existing Stores by Division Compared to Year Before Last

■ Prize division drove sales in 2H, exceeding the existing store sales level of the year before last.

<Sales of existing stores by division compared to year before last (after day adjustment)>



# [Domestic Business] Robustness Demonstrated by Prize Division

- Proactively implemented exclusive collaborations with food manufacturers and popular IPs.
- Disseminated information on collaboration through social media and online news, enhanced footfall to stores.

Twitter Jagarico tote bag campaign  
Record-high 27,000 retweets



Utilized official Twitter account to notify giveaway information to its 395,000 followers, sending customers to visit retail stores



# [Domestic Business] Online Business



- MOLLY.ONLINE YoY 139.7%
- Rolled out limited-edition prize for a consecutive 52 weeks in pursuit of uniqueness.



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# [Domestic Business] Online Business

MOLLY.  
ONLINE

MOLLY.ONLINE  
スクラッチ

## Released “MOLLY.ONLINE Scratch” service



はじめての方へ!  
「MOLLY.ONLINE スクラッチ」ってなに?

ハズレなし!  
いつでも、どこでも  
**スクラッチ!**

サービスの特徴 | SERVICE POINT

- いつでもどこでもスクラッチ!
- 当たった商品は自宅へお届け!
- ハズレなし、必ず当たる!
- 他では手に入らないオリジナルグッズ!



Implemented a number of popular IP prizes including Tokyo Revengers, etc.

## [Domestic Business] Revitalizing Existing Stores



- Completed renovation of Musashi Murayama store (Tokyo)
- Store to become the “NEW Mollyfantasy” model store.



Mollyfantasy Musashi Murayama store



SKIDS GARDEN



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# [Domestic Business] Revitalizing Existing Stores



▲  
Designed the interior in collaboration with local nursery schools under the theme "Children and the Future of the Earth."



▶ Performance training including magic, etc. provided to staff

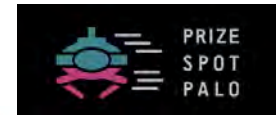
▲  
Implemented a large 20m signage



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## [Domestic Business] Strategic Small Stores



- Increased "TOYS SPOT PALO" by 33 stores this period (cumulative 85 stores as the end of Feb. 2022) and sales of capsule toy division sales by YoY 141.6%.
- Opened 2 stores in new business category "PRIZE SPOT PALO" this period.



TOYS SPOT PALO Yachiyo Midorigaoka  
Store (Chiba prefecture)



PRIZE SPOT PALO Bono Sagamiono  
Store  
(Kanagawa prefecture)



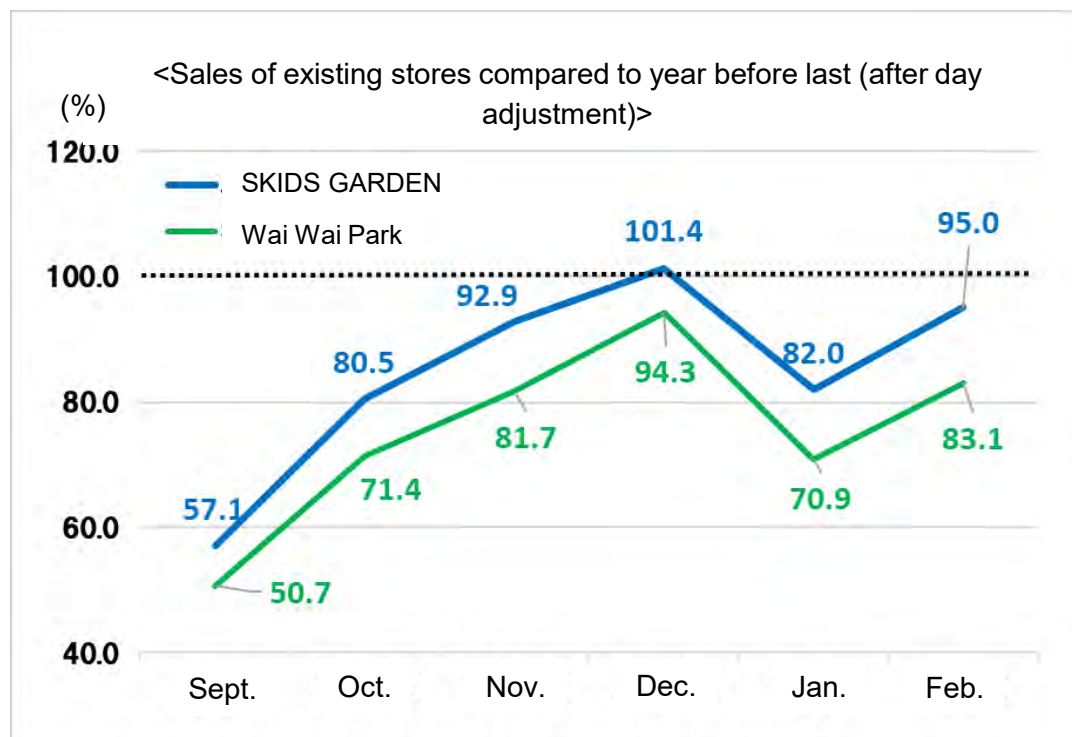
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## [Domestic Business] Initiatives in Online Business

- Offered Pokémon UNITE course and Springin' course in game enrichment lessons “Game College Lv.99”



■ Rapid recovery made by SKIDS GARDEN  
by capturing the needs of families amid COVID-19



Enforced infection prevention measures and resumed operations of Ball Pit in July

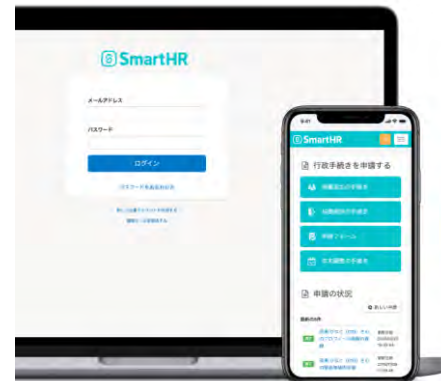


# [Domestic Business] Initiatives in DX

- Introduced for the first time "Digichime" which allows staff to be called by smartphone.
- Implemented "SmartHR" companywide to reduce paper and backend tasks.



"Digichime" enables customers to call staff by reading the 2D barcode on their smartphone



 SmartHR

"SmartHR"  
Utilizes cloud for contracts and personnel documents

# Overseas Results

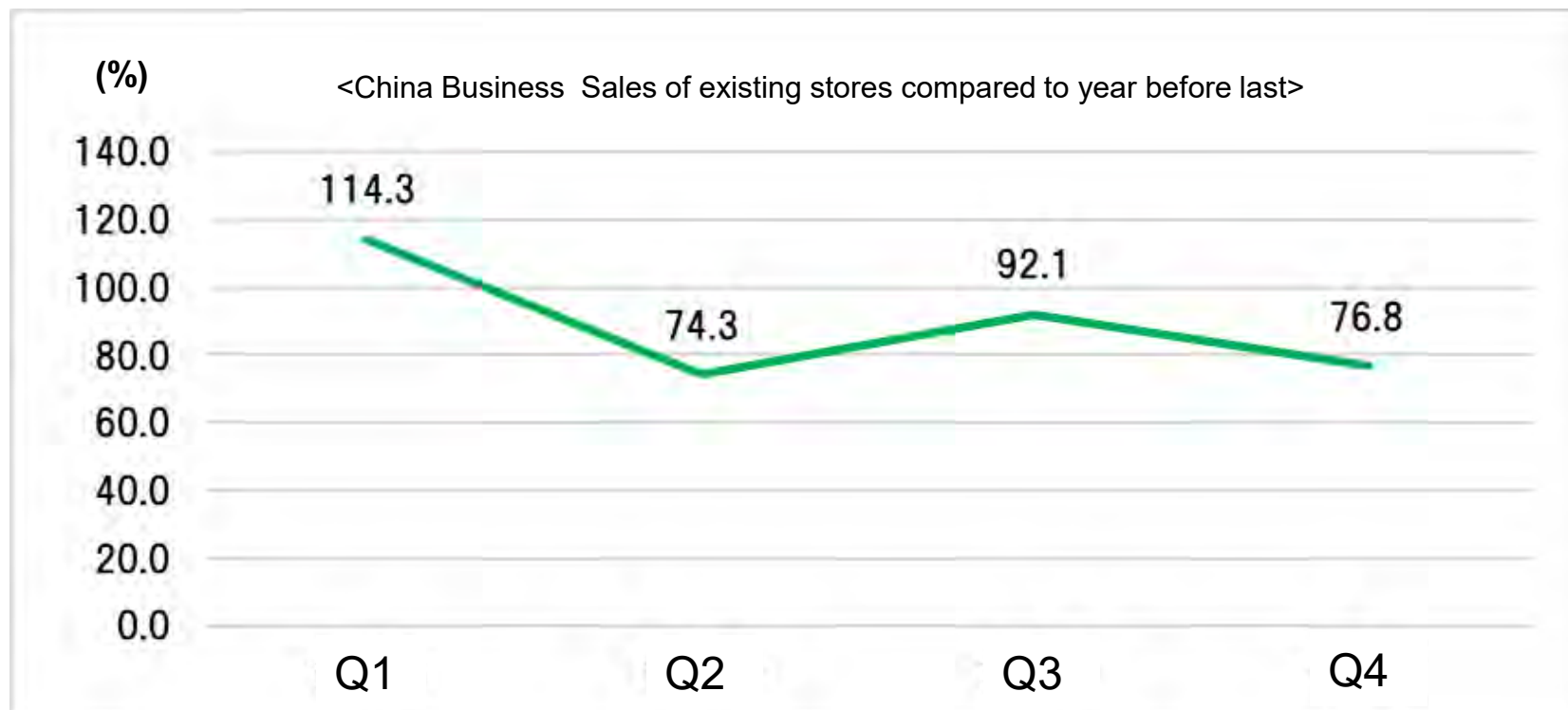
<Performance by country Consolidated cumulative period end-FY02/22>

(Unit: Million JPY, %)

	China	Malaysia	Thailand	Philippines	Indonesia	Vietnam
Sales	7,721	931	147	309	529	191
Store profit	△ 356	△ 124	△ 62	184	127	22
SG&A	874	218	72	138	168	106
Operating profit	△ 1,230	△ 343	△ 134	45	△ 41	△ 84

## [China Business] Sales of Existing Stores Compared to Year Before Last

■ Impact on sales due to the major impact by COVID-19 during the largest shopping season in August and February.



\*Q4 is an average of December and January \*All stores closed in February a year before last



## [China Business] Expanding the Operating Floor

- Promotion to secure operating floor area in shopping centers  
Deployed in 238 locations as of the end of February



Development of 22 types of contents  
including Dinosaur Park and others



# [China Business] Reinforcing Revenue in Existing Business

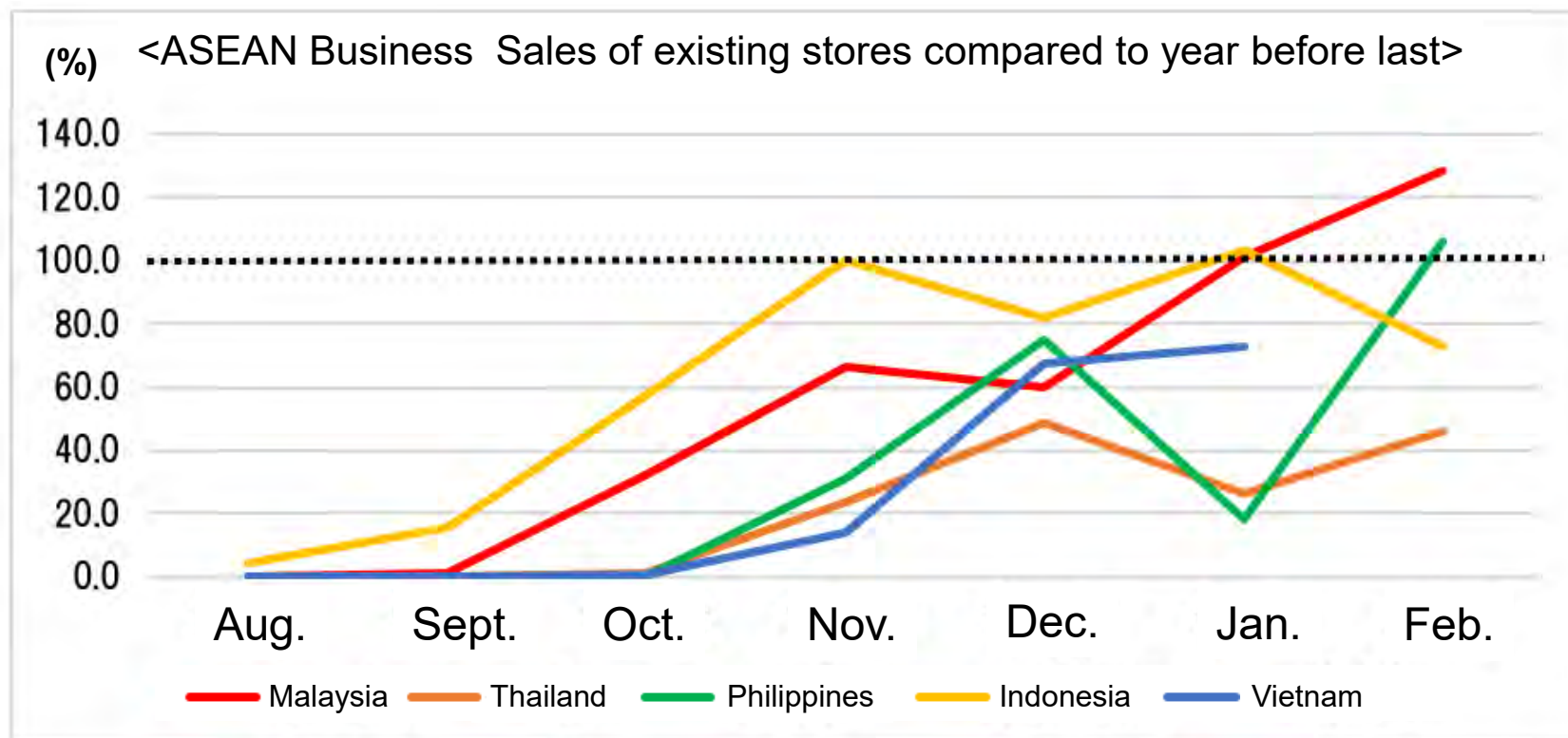
- Addition of edutainment function to membership app.
- Total digital membership exceeds 840,000 members.



“Records of growth through play” digitized by the edutainment function is popular

## [ASEAN Business] Sales of Existing Stores Compared to Year Before Last by Country

- Operations resumed in all countries in Q3.
- Regained footfall after operations resumed, accelerated recovery.



\*Numbers include temporarily closed stores \*Stores in Vietnam closed in February 2019



# [ASEAN Business] Reopening of Stores Underway

- Stores in Philippines resumed operations after closing for a year and 8 months.
- Kids' smiles return in each country with the reopening of businesses



Businesses reopened while implementing infection control measures, and efforts to bring smiles to children with dance events, birthday parties, etc. are underway.



# [ASEAN Business] New Stores

- Openings of a total of 16 new stores in ASEAN.
- Opening of Japanese style indoor playground "EDOKKO" in Indonesia



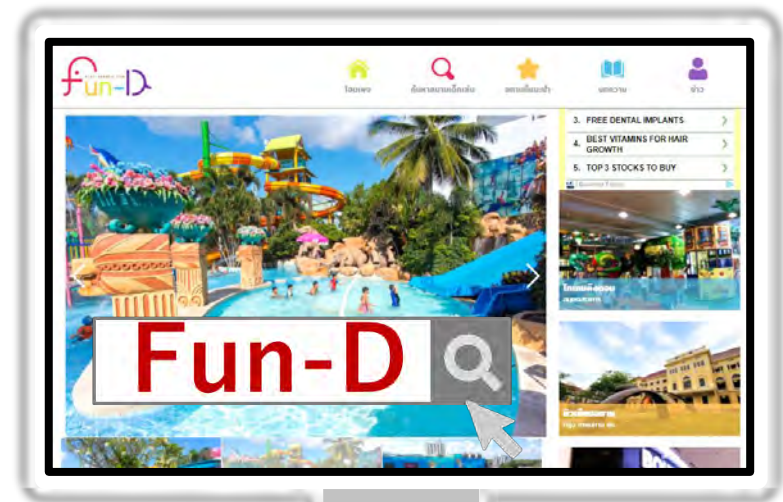
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# [ASEAN Business] Initiatives on New Business

- Streaming 190 educational videos for primary school children (Philippines)
- Number of registers on the trips and pleasure site “Fun-D” exceeded 4,000 (Thailand)



Lesson videos for 1<sup>st</sup> to 3<sup>rd</sup> graders  
Expansion up to 6<sup>th</sup> graders in planning



Columns providing information on  
events and parenting updated regularly

# CONSOLIDATED FORECAST FOR END-FY02/23



# Consolidated Forecast for End-FY02/23

(Unit: Million JPY, %)

	End-FY02/22 Results	End-FY02/23 Forecast	% change from prev. period	Amount change from prev. period
Sales	60,170	78,900	31.1	+18,729
Operating profit	△ 3,408	2,600	—	+6,008
Ordinary profit	△ 3,385	1,700	—	+5,085
Net income attributable to owners of the parent	△ 4,507	400	—	+4,907
Net income per share	△228.07JPY	20.24JPY	—	+248.31JPY
Dividend per share	20.00JPY	20.00JPY	—	±0JPY





# Consolidated Forecast by Segment

(Unit: Million JPY, %)

		Domestic	China	ASEAN	Overseas total	Consolidated adjustment	Consolidated total
Sales	Amount	62,500	9,800	6,760	16,560	△ 160	78,900
	% change from prev. period	+24.0	+26.9	+220.5	+68.4	—	+31.1
Operating profit	Amount	2,400	100	100	200	0	2,600
	Amount change from prev. period	+4,000	+1,330	+676	+2,006	0	+6,008

■ Assumption Sales of existing stores comparison to 2019

Domestic 98.0% China 95.0% (existing stores % to 2019 during normal operations) ASEAN 94.0%



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THE PROJECTIONS AND OTHER FUTURE DESCRIPTIONS IN THIS DOCUMENT ARE BASED ON INFORMATION CURRENTLY AVAILABLE TO OUR COMPANY AND CERTAIN ASSUMPTIONS THAT OUR COMPANY CONSIDERS REASONABLE AND ARE NOT INTENDED TO BE A GUARANTEE THAT THESE PROJECTIONS WILL BE ACHIEVED. ACTUAL RESULTS MAY DIFFER SIGNIFICANTLY DUE TO VARIOUS FACTORS.

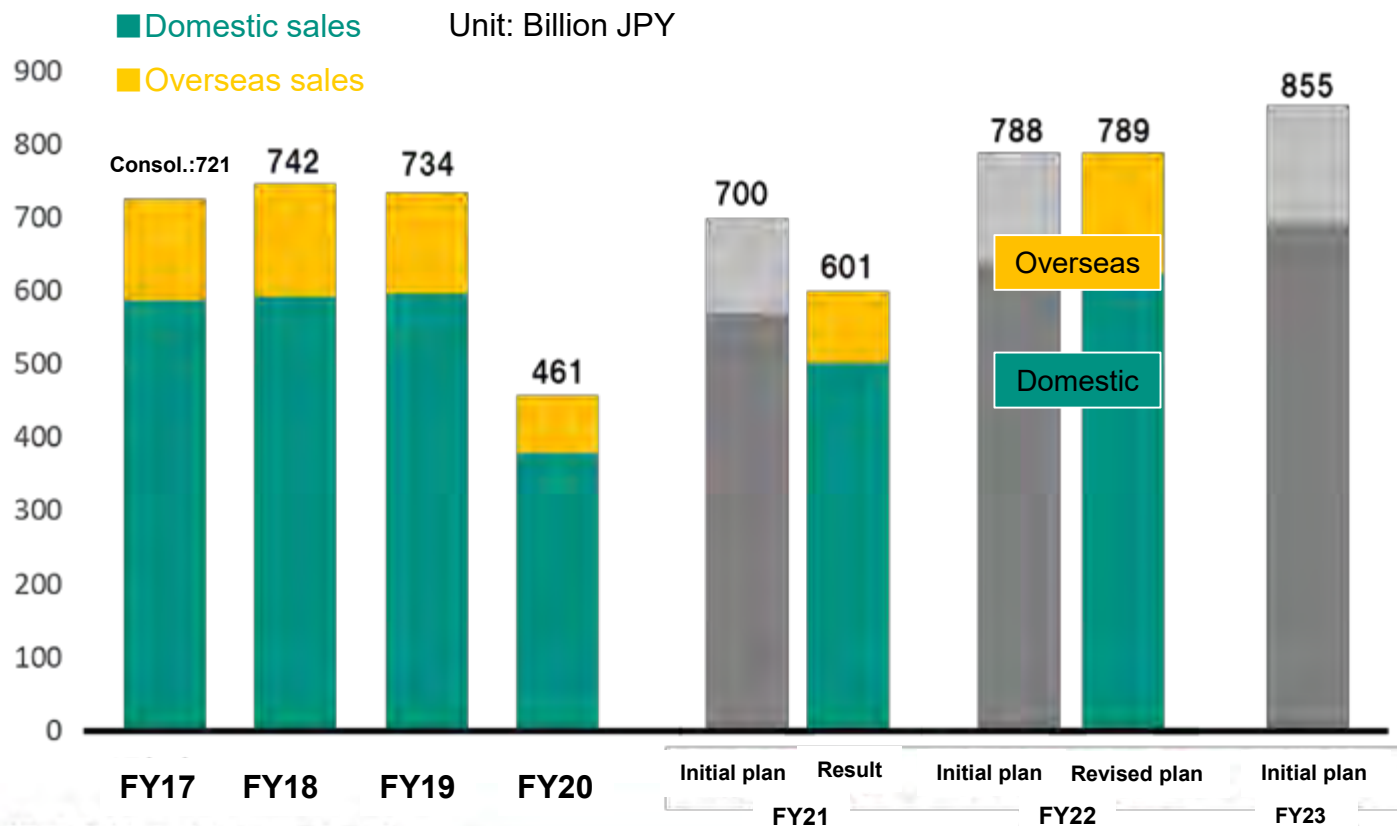


# PROGRESS ON MEDIUM-TERM MANAGEMENT PLAN



# Progress on Sales

- FY21 fell short of plan due to the impact of COVID-19.
- In H1 FY2010, the impact of COVID-19 remains in both domestic and overseas.

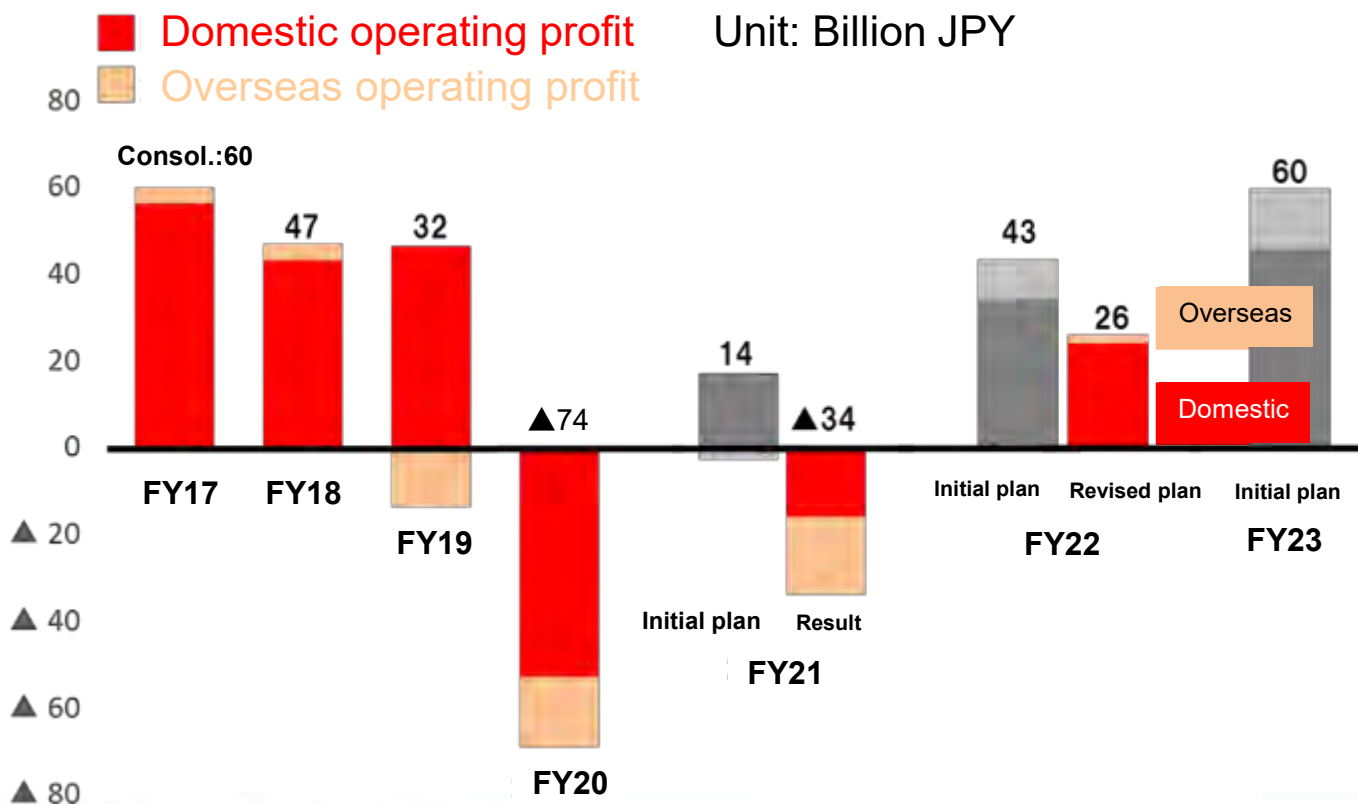


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# Progress on Operating Profit

- FY21 fell short of plan due to the impact of COVID-19.
- Revise plan for FY22 in consideration of impact by COVID-19.



# Progress on Measures (1)-1 Progress on “Evolution and Expansion of Play Areas”

Business category		Progress of each business when FY23 sales plan is set at 100%	Progress and next actions	
Domestic	Existing business	Amusement		• Expansion of new Mollyfantasy
		Playground		• Expansion of new model “NOBICCO”
	New business in medium-term plan	Online crane		• Expansion of new membership • Promotion of limited-edition prizes
		Online school		• Establish new courses • Expansion of new membership
		Gacha		• Expansion of specialty store “TOYS SPOT PALO”
		Hot bath business		• Plan to open second store within FY22
		Outdoor		• Opening in FY23 underway
		Others		• GMS complex • Advertisement
	Newly added business	Prize specialty stores		• Expansion of specialty store “PRIZE SPOT PALO”
		Online scratch		• Expansion of plan • Additional functions
Domestic total				
Overseas	China		• Development of a new business style with play and grow theme	
	ASEAN		• Expansion of small model stores	
	Overseas total			
Consolidated total				

■ FY21 results

■ FY22 plan

■ FY23 plan



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## Progress on Measures (1)-2 Progress on “Evolution and Expansion of Play Areas”

- Expansion by revitalizing NEW Mollyfantasy
- Reform through implementation of digitization and edutainment



Implementation of digital signage integrated with SC floor



Expansion of time spent with customers by reducing backend tasks



Implementation of edutainment function



Progress on Measures (1)-3 Progress on “Evolution and Expansion of Play Areas”

■ Continue to expand the highly profitable business  
“TOYS SPOT PALO” “MOLLY. ONLINE”



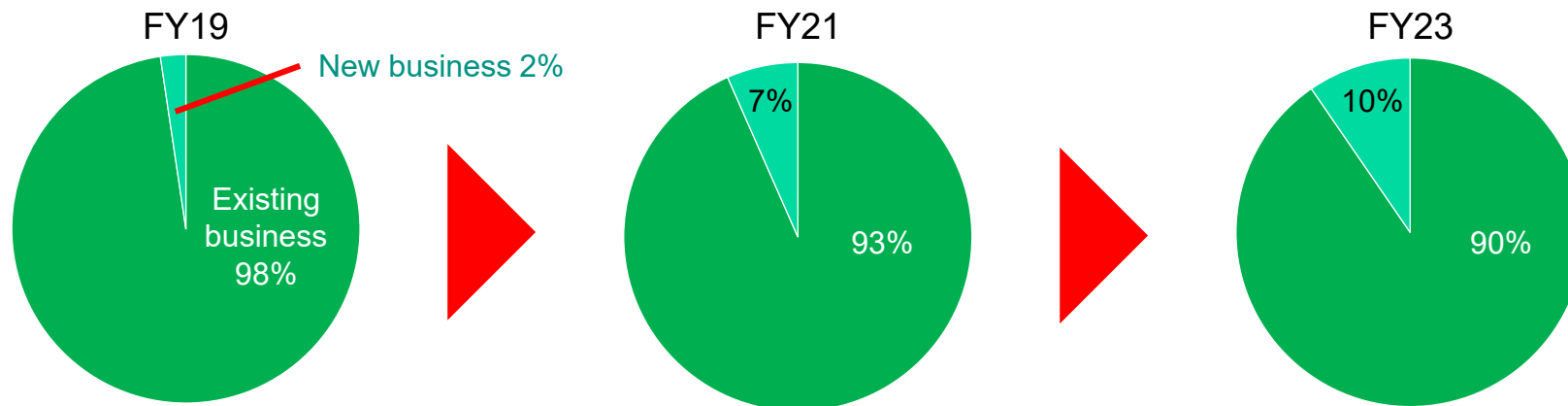


■ Expand the newly added businesses in FY21  
“PRIZE SPOT PALO” “MOLLY. ONLINE Scratch”

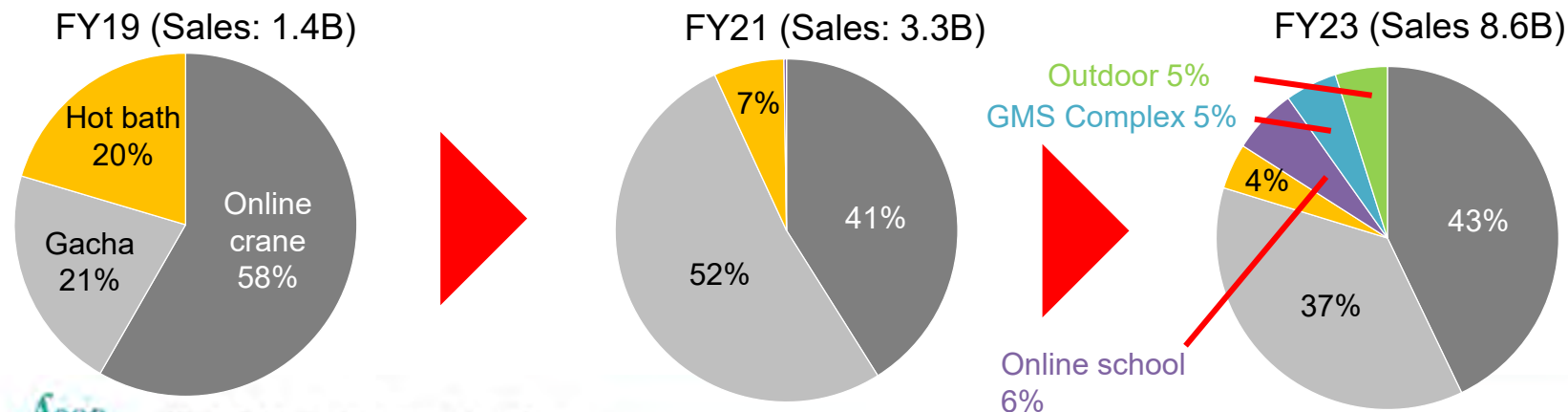


# Progress on Measures (2)- 1 Progress on “Business Portfolio”

## “Ratio of new business in domestic sales”

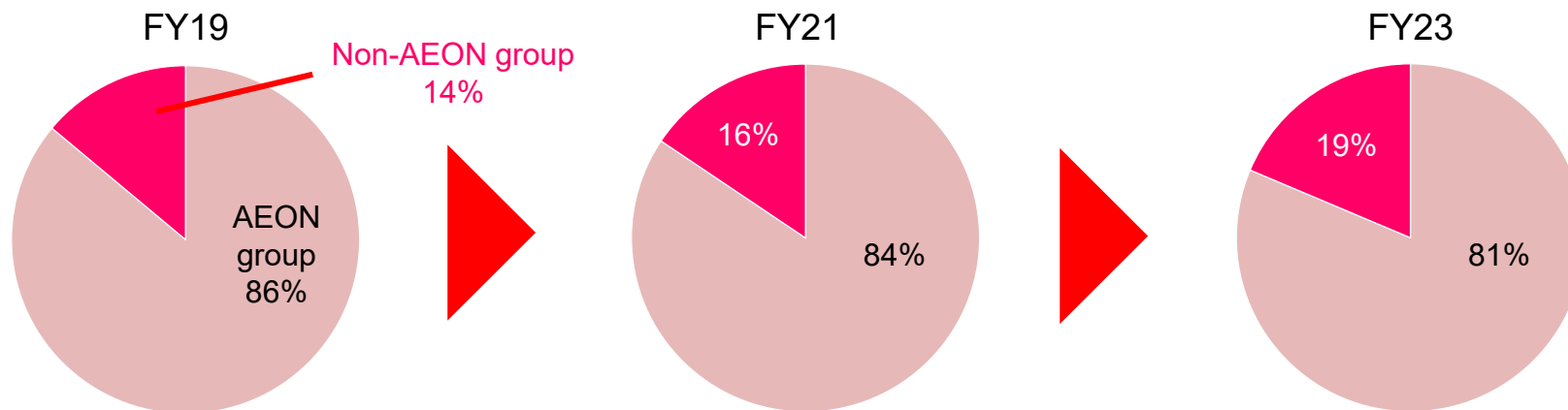


## “Breakdown of new business”



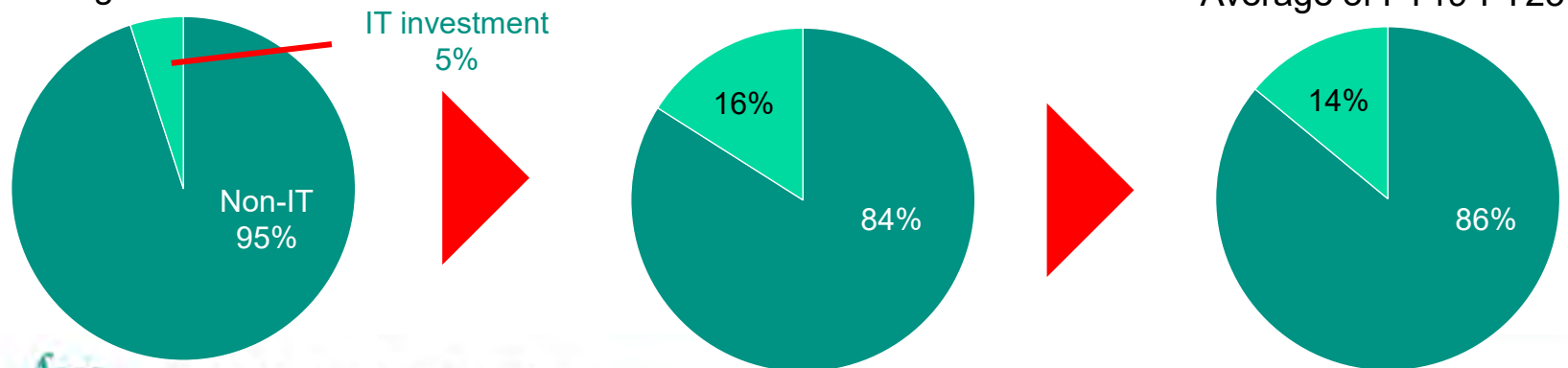
# Progress on Measures (1) - 2 Progress on “Business Portfolio”

## “Ratio of domestic store venues”



## “Ratio of IT investments”

Average of FY15-FY18



## Progress on Measures (3) Progress on “Full Digitalization”

Category of measures		Progress and next actions
Offense	FY21 results	<ul style="list-style-type: none"> <li>· Implement sensors, etc. to collect and analyze customer data</li> <li>· Reduce backend tasks by promoting paperless and other labor-saving to increase time with customers (18% reduction achieved in FY21)</li> </ul>
	FY22 policy	<ul style="list-style-type: none"> <li>· Practice digital marketing in customer path analysis and others based on collected customer data</li> <li>· Coordinate in-house and in-group membership by One ID</li> </ul>
Defense	FY21 results	<ul style="list-style-type: none"> <li>· Raise in-house information security standards and provide employee education through trainings and drills</li> <li>· Introduce tools to promote contactless</li> </ul>
	FY22 policy	<ul style="list-style-type: none"> <li>· Aggregate financial and accounting information to make operations more efficient and visualize complex data in operational flow</li> <li>· Replace the aging core system at main office</li> </ul>



## Progress on Measures (4) Progress on “Talent, Organization, and Company Culture that Supports Growth”

Category of measures	Progress and next actions
Reform in company culture	<ul style="list-style-type: none"> <li>▪ Establish company purpose</li> <li>▪ Establish sustainability policy</li> </ul>
Organizational system	<ul style="list-style-type: none"> <li>▪ Shift of human resources to growth areas</li> <li>▪ From a functional to a divisional organization</li> </ul>
Human Resource system	<ul style="list-style-type: none"> <li>▪ Offer full-time position to store managers</li> <li>▪ Review human resource evaluation items</li> </ul>
Educational system	<ul style="list-style-type: none"> <li>▪ Start holding “AEON Fantasy Top Seminar”</li> <li>▪ Strengthen education in current position to develop proactive leaders</li> <li>▪ Recruit specialized talent ▪ Build education system</li> </ul>

# NON-CONSOLIDATED DATA

# Performance for End-FY02/22 (non-consolidated)

(Unit: Million JPY, %)

	End-FY02/21 (prev. period)	End-FY02/22 (current period)	% change from prev. period
Sales	38,227	50,410	31.9
Gross profit	△ 2,838	1,897	—
SG&A	3,241	3,497	7.9
Operating profit	△ 6,079	△ 1,600	—
Non-operating profit and loss	121	592	389.3
Ordinary profit	△ 5,958	△ 1,007	—
Net income before tax	△ 10,912	△ 5,421	—
Net income	△ 8,794	△ 5,505	—

# Details of Accounting Sales (non-consolidated)

(Unit: Million JPY, %)

	End-FY02/21		End-FY02/21		% change from same period of prev. year	Existing stores YoY%
	Results	Composition ratio	Results	Composition ratio		
Play equipment	32,370	84.7	42,169	83.7	130.3	129.3
Merchandise (sale of goods)	5,418	14.2	7,801	15.5	144.0	144.0
Consignment	65	0.2	83	0.2	129.0	—
Others	110	0.3	170	0.3	153.9	—
Sales related to play equipment facilities	37,965	99.3	50,226	99.6	132.3	131.4
Other sales	261	0.7	183	0.4	70.2	123.3
Sales total	38,227	100.0	50,410	100.0	131.9	134.4

# Existing Stores YoY% Monthly Comparison (non-consolidated)

(Unit: %)

End-FY02/22 Q1-Q2	Mar.	Apr.	May	June	July	Aug.
Before day adjustment	242.9	452.7	488.3	118.0	130.3	115.7
After day adjustment	250.4	473.0	502.1	115.2	128.9	115.5

End-FY02/22 Q3-Q4	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Before day adjustment	106.7	106.9	102.7	112.5	115.7	102.0
After day adjustment	106.9	106.6	101.7	111.6	115.6	100.2





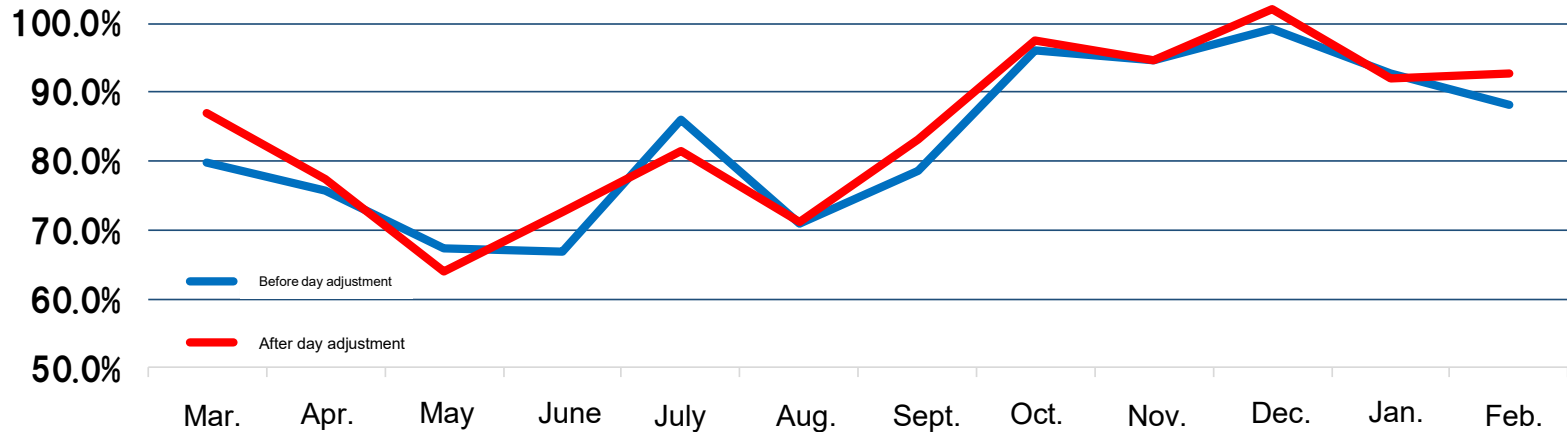
# Existing Stores Monthly Comparison with 2019 (non-consolidated)

Existing stores comparison with 2019

(Unit: %)

End-FY02/22 Q1-Q2	Mar.	Apr.	May	June	July	Aug.
Before day adjustment	79.8	75.8	67.3	66.8	86.1	70.9
After day adjustment	87.1	77.3	64.0	72.7	81.5	71.2

End-FY02/22 Q3-Q4	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Before day adjustment	78.5	96.0	94.6	99.2	92.8	88.2
After day adjustment	83.1	97.4	94.6	102.1	91.9	92.7



# Sales Trend by Division (non-consolidated)

(Unit: %)

	End-FY02/22								End-FY02/22 annual total	
	Q1		Q2		Q3		Q4		Sales composition ratio	Existing % to yr. before last
	Sales composition ratio	Existing % to yr. before last	Sales composition ratio	Existing % to yr. before last	Sales composition ratio	Existing % to yr. before last	Sales composition ratio	Existing % to yr. before last		
Time-limited play equipment	2.5	47.5	2.8	50.2	2.9	69.6	3.0	85.1	2.8	61.9
Experience	5.8	63.5	5.9	63.8	5.7	79.5	5.4	82.8	5.7	73.0
Card	11.2	64.4	11.4	77.3	11.8	84.4	11.0	93.8	11.4	80.4
Medal	18.0	55.6	18.9	51.8	17.9	61.2	18.1	65.5	18.2	58.9
Prize	56.1	88.0	54.6	83.8	55.2	104.9	55.8	106.5	55.4	96.4
Sticker	2.1	59.0	1.7	58.3	1.5	66.9	1.5	71.1	1.7	64.6
Capsule toy	3.3	270.0	4.0	268.1	4.3	255.0	4.7	220.2	4.1	247.9
Play equipment facility total	100.0	74.6	100.0	74.4	100.0	89.3	100.0	93.6	100.0	82.6

\*Excludes MOLLY.ONLINE



# Quarterly Financial Results (non-consolidated)

(Unit: Million JPY, %)

	End-FY02/21		End-FY02/22							
	Q4		Q1		Q2		Q3		Q4	
	Result	Change rate	Result	Change rate	Result	Change rate	Result	Change rate	Result	Change rate
Sales	13,020	△ 13.0	11,242	△ 25.2	12,478	△ 24.0	12,280	△ 8.7	14,409	+10.7
Sales cost	12,549	△ 2.9	11,359	△ 13.0	12,257	△ 8.7	12,057	△ 2.1	12,838	+2.3
Gross profit	471	—	△ 117	—	220	—	223	—	1,570	+232.9
SG&A	817	△ 6.3	924	△ 3.6	774	△ 14.4	935	+0.8	861	+5.4
Operating profit	△ 345	—	△ 1,041	—	△ 554	—	△ 712	—	708	—
Non-operating profit and loss	110	—	168	—	△ 99	—	317	—	205	+85.7
Ordinary profit	△ 235	—	△ 873	—	△ 653	—	△ 394	—	914	—
Extraordinary profit and loss	△ 3,427	—	△ 607	—	△ 282	—	△ 168	—	3,356	+2.3
Profit before tax	△ 3,662	—	△ 1,480	—	△ 935	—	△ 563	—	△ 2,441	—
Corporate tax, etc.	81	—	△ 178	—	△ 116	—	4	—	374	—
Quarterly net income	△ 3,580	—	△ 1,301	—	△ 819	—	△ 568	—	△ 2,816	—

# Balance Sheet (non-consolidated)

(Unit: Million JPY, %)

	End of FY02/21		End-FY02/21		Amount change from prev. period
	Amount	Composition ratio	Amount	Composition ratio	
Current assets	11,146	27.5	13,744	33.5	+2,597
Fixed assets	29,417	72.5	27,244	66.5	△ 2,173
Total assets	40,564	100.0	40,988	100.0	+424
Current liabilities	21,077	52.0	23,782	58.0	+2,705
Fixed liabilities	1,514	3.7	5,332	13.0	+3,817
Total liabilities	22,591	55.7	29,114	71.0	+6,523
Total equity	17,972	44.3	11,873	29.0	△ 6,099
Total liabilities and equity	40,564	100.0	40,988	100.0	+424







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