

# Supplementary Materials for the Financial Results FY2022

(ENDING FEBRUARY 28, 2023) 1Q



# CONTENTS

1. FY2022 1Q OVERVIEW OF CONSOLIDATED FINANCIAL STATEMENTS
2. FY2022 2Q OVERVIEW OF FOCUSED EFFORTS
3. FY2022: CONSOLIDATED PERFORMANCE FORECAST

REFERENCE DOCUMENTS: NON-CONSOLIDATED MATERIAL





FY2022 1Q

# OVERVIEW OF CONSOLIDATED FINANCIAL STATEMENTS



# FY2022 1Q Consolidated Results

Net sales up 21.3% YoY, operating profit improved by 1,434 million yen  
Ordinary profit of 274 million yen (foreign exchange gain of 680 million yen)

2023年2月期 第1四半期連結累計期間  
(2022年3月1日～2022年5月31日)

(単位：百万円、%)

|                      | 2022年2月期<br>第1四半期 | 2023年2月期<br>第1四半期 | 前年同期比<br>増減率 | 前年同期比<br>増減額 |
|----------------------|-------------------|-------------------|--------------|--------------|
| 売上高                  | 13,320            | 16,161            | 21.3         | +2,840       |
| 売上総利益                | △ 463             | 1,156             | —            | +1,619       |
| 営業利益                 | △ 1,760           | △ 325             | —            | +1,434       |
| 経常利益                 | △ 1,738           | 274               | —            | +2,013       |
| 親会社株主に帰属する<br>四半期純利益 | △ 2,090           | △ 618             | —            | +1,472       |
| 1株当たり<br>四半期純利益      | △105.80円          | △31.28円           | —            | +74.52円      |

# Segment Information

Secured operating profit in domestic and ASEAN operations  
Sales in China fell due to store closures caused by government regulations

2023年2月期 第1四半期連結累計期間  
(2022年3月1日～2022年5月31日)

(単位:百万円、%)

|      |          | 国内     | 中国     | アセアン   | 海外計   | 連結調整 | 連結計    |
|------|----------|--------|--------|--------|-------|------|--------|
| 売上高  | 実績       | 13,519 | 782    | 1,858  | 2,641 | 0    | 16,161 |
|      | 前年同期比増減率 | +20.3  | △ 52.3 | +284.0 | +24.3 | —    | +21.3  |
| 営業利益 | 実績       | 44     | △ 702  | 333    | △ 369 | 0    | △ 325  |
|      | 前年同期比増減額 | +1,085 | △ 185  | +554   | +368  | △ 19 | +1,434 |

# Consolidated Balance Sheet

## (as of end of Feb. 2022)

### 連結貸借対照表

(単位:百万円、%)

|               | 2022年2月期末 |       | 2023年2月期<br>第1四半期末 |       | Amount<br>change from<br>prev. period |
|---------------|-----------|-------|--------------------|-------|---------------------------------------|
|               | 金額        | 構成比   | 金額                 | 構成比   |                                       |
| 流動資産          | 10,919    | 21.3  | 13,824             | 25.7  | +2,905                                |
| 固定資産          | 40,315    | 78.7  | 39,907             | 74.3  | △ 408                                 |
| 資産合計          | 51,235    | 100.0 | 53,732             | 100.0 | +2,496                                |
| 流動負債          | 31,509    | 61.5  | 35,277             | 65.7  | +3,767                                |
| (短期借入金・1年内含む) | 22,238    | 43.4  | 26,109             | 48.6  | +3,870                                |
| 固定負債          | 7,884     | 15.4  | 7,464              | 13.9  | △ 419                                 |
| (長期借入金)       | 1,779     | 3.5   | 1,565              | 2.9   | △ 214                                 |
| 負債合計          | 39,393    | 76.9  | 42,741             | 79.5  | +3,347                                |
| 純資産合計         | 11,841    | 23.1  | 10,990             | 20.5  | △ 851                                 |
| 負債純資産合計       | 51,235    | 100.0 | 53,732             | 100.0 | +2,496                                |



FY2022  
(ending Feb. 28, 2023) 1Q

# Business Overview



# Topics by Segment

|        |   |
|--------|---|
| 国内事業   | <ul style="list-style-type: none"><li>• Operating profit of 44 million yen, first time in 3 years that profit was recorded in 1Q</li><li>• Opened 14 capsule toy specialty stores, TOYS SPOT PALO</li><li>• Capsule toy division sales were 180.7% YoY (534.4% compared to 2019)</li><li>• Prize division net sales were 114.5% YoY at existing stores</li><li>• Worked to revitalize 5 stores (Ichikawa Myoden Store, Tsugaru Kashiwa, etc.)</li><li>• Promoted DX initiatives (Digi-chime, facial recognition system)</li></ul> |
| 中国事業   | <ul style="list-style-type: none"><li>• By mid-April about half of the stores were closed due to the government doubling down on its zero-covid policy</li></ul>  |
| アセアン事業 | <ul style="list-style-type: none"><li>• Operating profit of 333 million yen, all countries are moving toward profitability</li><li>• Net sales at existing stores in the Philippines: 122.4% compared to 2019</li><li>• Indonesia, Vietnam, and Malaysia: sales recovered to 2019 levels</li><li>• Vietnam: opened first strategic small store, Kid's Box</li></ul>   |



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

During consolidated 1Q: opened 25 new stores, closed 6 stores  
 Number of stores as of the end of May 2022: 959  
 (including 10 franchised stores, etc.)

今期の出店数および2022年5月末現在 国別業態別店舗数

(単位:店舗数)

|        | Mollyfantasy | kidzooona | その他    | 戦略的小型店            |                    |                     |     | 計        | 当期<br>新店 |
|--------|--------------|-----------|--------|-------------------|--------------------|---------------------|-----|----------|----------|
|        |              |           |        | TOYS SPOT<br>PALO | PRIZE SPOT<br>PALO | Tiny モーリー<br>ファンタジー | その他 |          |          |
| 日本     | 390          | 4         | 35 (2) | 98                | 4                  | 0                   | 0   | 531 (2)  | 19       |
| 中国     | 135 (5)      | 47        | 12     | 0                 | 0                  | 0                   | 3   | 197 (5)  | 0        |
| マレーシア  | 49           | 29        | 13     | 0                 | 0                  | 10                  | 0   | 101      | 0        |
| タイ     | 4            | 24        | 0      | 0                 | 0                  | 3                   | 0   | 31       | 1        |
| フィリピン  | 0            | 49        | 0      | 0                 | 0                  | 0                   | 0   | 49       | 2        |
| インドネシア | 0            | 29        | 2      | 0                 | 0                  | 0                   | 0   | 31       | 0        |
| ベトナム   | 5            | 8         | 1      | 0                 | 0                  | 1                   | 1   | 16       | 3        |
| カンボジア  | 1 (1)        | 2 (2)     | 0      | 0                 | 0                  | 0                   | 0   | 3 (3)    | 0        |
| アセアン   | 59 (1)       | 141 (2)   | 16     | 0                 | 0                  | 14                  | 1   | 231 (3)  | 6        |
| 海外計    | 194 (6)      | 188 (2)   | 28     | 0                 | 0                  | 14                  | 4   | 428 (8)  | 6        |
| 合計     | 584 (6)      | 192 (2)   | 63 (2) | 98                | 4                  | 14                  | 4   | 959 (10) | 25       |

注:( )内数値は内数でFC等(業務提携契約、業務委託契約、ライセンス契約を含む)の店舗数。

# [Domestic Operations] Number of stores opened in 1Q

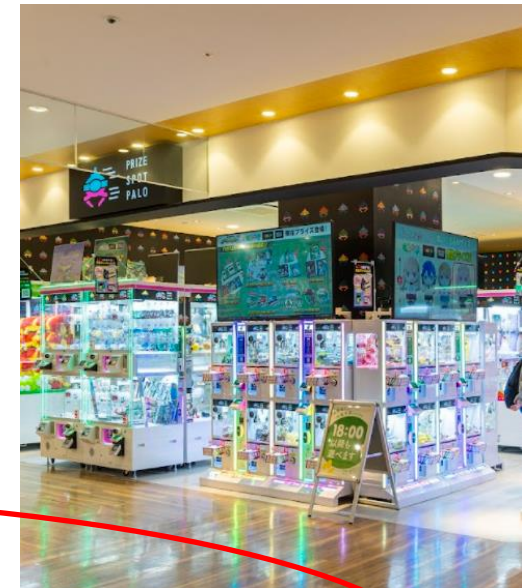
Opened 19 stores: mostly capsule toy specialty stores, TOYS SPOT PALO



New stores: **3**



New stores: **14**



New stores: **2**

# [Domestic Operations] Stores opened in non-Group properties

Promoted store openings in station buildings, home centers, and other non-Group properties



Number of external stores opened



**3 / 3** stores



**3 / 14** stores

t-FACE Store

First store in “t-FACE” (building in front of Toyotashi Station)

# [Domestic Operations] Revitalizing existing stores

Implemented revitalization of existing domestic stores



Number of  
stores targeted

5

Ichikawa Myoden Store

## [Domestic Operations] Prize Division

Rolled-out exclusive giveaways involving popular video creators  
Nerds Rope, Earth Gummies, and other candy prizes that trended on social  
media are selling well



Channel subscribers exceeded 3 million  
First Ega-Channel prize



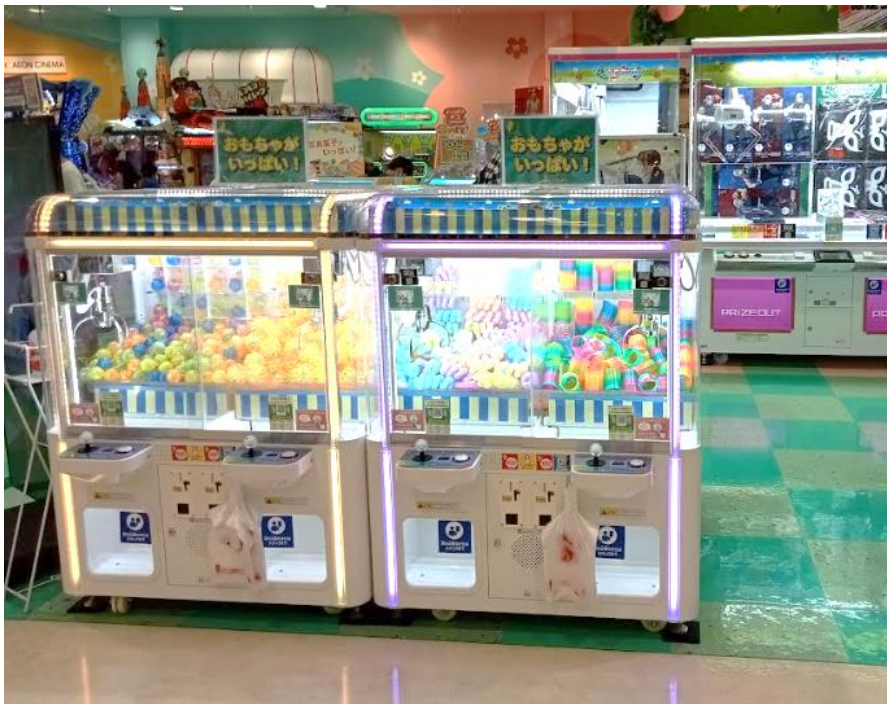
Nerds Rope (trended on  
social media)

Prize division net sales  
existing stores YoY

**114.5%**

## [Domestic Operations] Prize Division

Sales driven up by kids' prizes for children, such as fidget toys



Sensory items such as push pops  
proved popular

Net sales of kids prizes  
existing stores YoY

**130.4%**

# [Domestic Operations] Capsule Toy Division

Opened a total of 98 capsule toy specialty stores, TOYS SPOT PALO  
Reached 100 stores in June



©KAWAISOUNI!

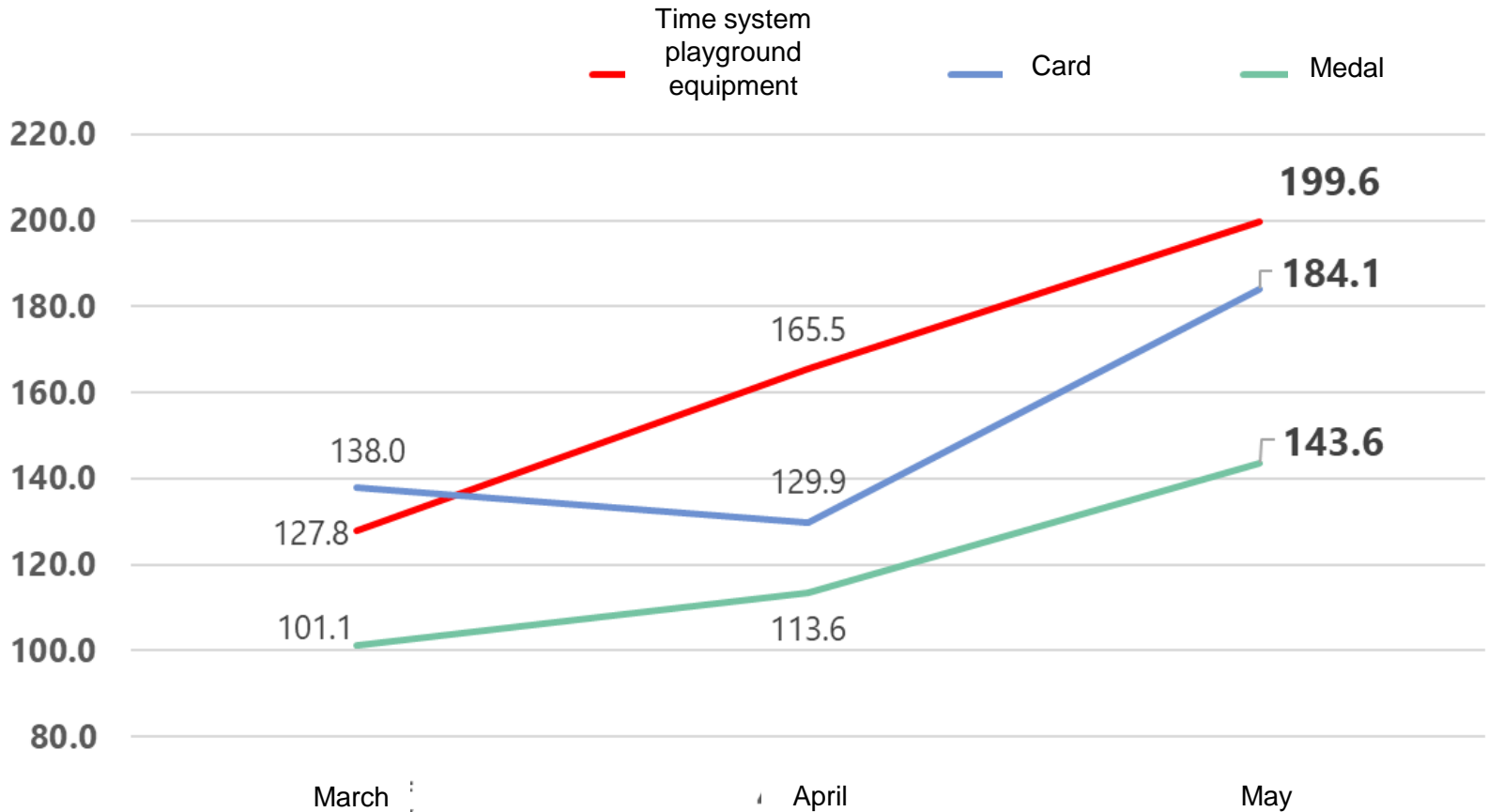
Capsule toy division  
Net sales YoY **180.7%**  
(534.4% compared to 2019)

Rolled-out Aeon Fantasy exclusive capsule toys such as “Kawaisouni! Acrylic ball chain”

# [Domestic Operations]

## Trend in net sales at existing stores YoY by division

Seeing an improvement in time-based playground, cards and medals, which had struggled last year





# [Domestic Operations] Time-based Playground Division

Gradual renewal of “Wai Wai Park”, a time-based playground, into a new business model “Nobicco”



Nobicco ALPARK Store



# [Domestic Operations] Card Division

Aeon Fantasy exclusive “Kids’ Game Festival” (involving three popular titles),  
was held at five venues around Japan



Dai no Daiboken, Pokémon  
MEZASTAR, Waccha Primagi



Total number of visitors **6,000+**

# [Domestic Operations] Medal Division

Held a medal event during Golden Week



Medal division net sales    **March: 101.1%**  
existing stores YoY         **April: 113.6%**

**May: 143.6%**

# [Domestic Operations] Online business

Released 3 “MOLLY.ONLINE Scratch” titles last November



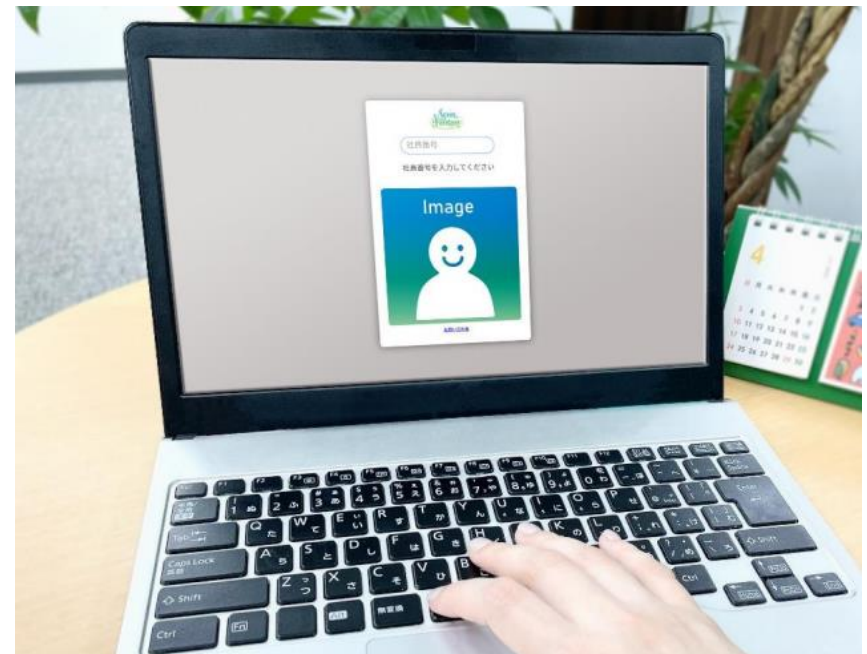
# [Domestic Operations] DX initiatives

Introduced digi-chime, an in-store customer service DX, at 225 stores nationwide  
Introduced facial recognition SSO (Single Sign-On) to eliminate passwords



## Digi-chime

Introduced 2D barcodes that allow customers to call staff using their smartphones while playing



## SSO (Single Sign-On)

Shifted to facial recognition for ID and password entry for our internal systems

# [Domestic Operations] Energy-saving initiatives

7 エネルギーをみんなに  
そしてクリーンに



We are replacing all game machine lights with environmentally-friendly LEDs.  
Expect to complete work on all 14,645 machines that use fluorescent lamps  
by the end of August



LED replaced work is being performed by our maintenance staff  
who are qualified electricians

# Overseas Results

China operations continues to feel the impact of the zero-covid policy,  
causing some stores to close  
Recorded operating profit in four ASEAN countries

<国別業績 2023年2月期連結・第1四半期期間>

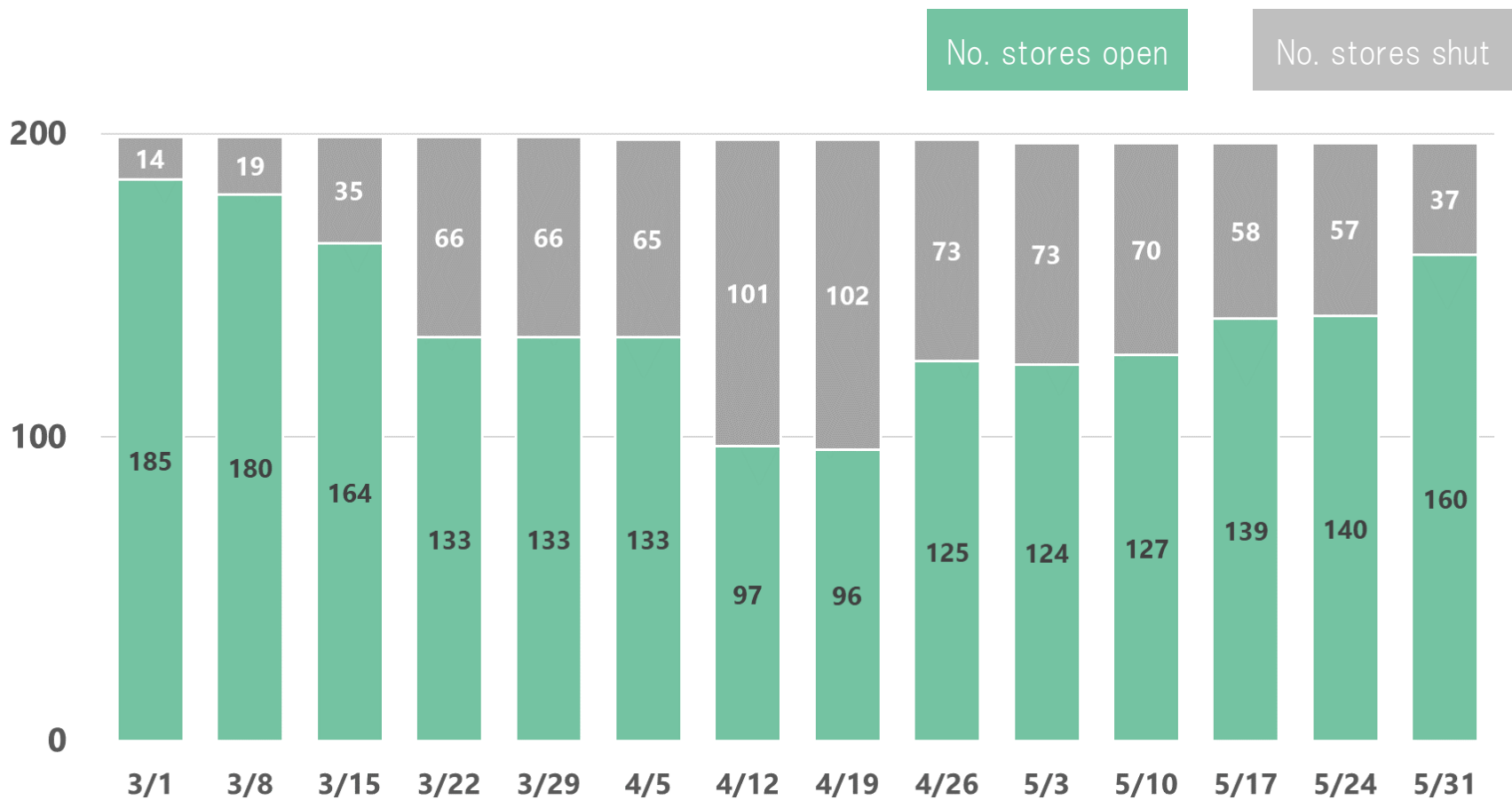
(単位:百万円、%)

|   | 中国    |        | マレーシア  |       | タイ     |        | フィリピン |       | インドネシア |      | ベトナム   |      | アセアン計  |        |
|---|-------|--------|--------|-------|--------|--------|-------|-------|--------|------|--------|------|--------|--------|
|   | 前年    | 当年     | 前年     | 当年    | 前年     | 当年     | 前年    | 当年    | 前年     | 当年   | 前年     | 当年   | 前年     | 当年     |
| 売上高   | 1,640 | 782    | 239    | 642   | 51     | 123    | 0     | 557   | 111    | 334  | 80     | 200  | 484    | 1,858  |
| 店舗利益  | △ 311 | △ 463  | △ 39   | 105   | △ 16   | △ 8    | 2     | 273   | 24     | 104  | △ 4    | 81   | △ 34   | 556    |
| 販管費   | 205   | 239    | 58     | 87    | 20     | 19     | 29    | 37    | 40     | 45   | 26     | 33   | 176    | 223    |
| 営業利益  | △ 516 | △ 702  | △ 98   | 18    | △ 37   | △ 28   | △ 27  | 236   | △ 15   | 58   | △ 31   | 47   | △ 210  | 333    |
| Growth in sales at existing stores compared to 2019 | +14.3 | △ 52.2 | △ 60.7 | △ 0.4 | △ 81.5 | △ 54.1 | -     | +22.4 | △ 41.6 | +6.9 | △ 37.3 | +9.1 | △ 72.2 | △ 11.5 |

# [China Operations]

## Number of stores opened by week

About half of our stores closed in mid-April, but 80% had reopened by the end of May  
 Net sales at existing stores during Q1 compared to the same period in 2019: 47.8%





# [China Operations]

## Social contribution activities

Actively engaged in social contribution activities in regions where regulations have been relaxed

Visited special schools and welfare facilities a total of 25 times



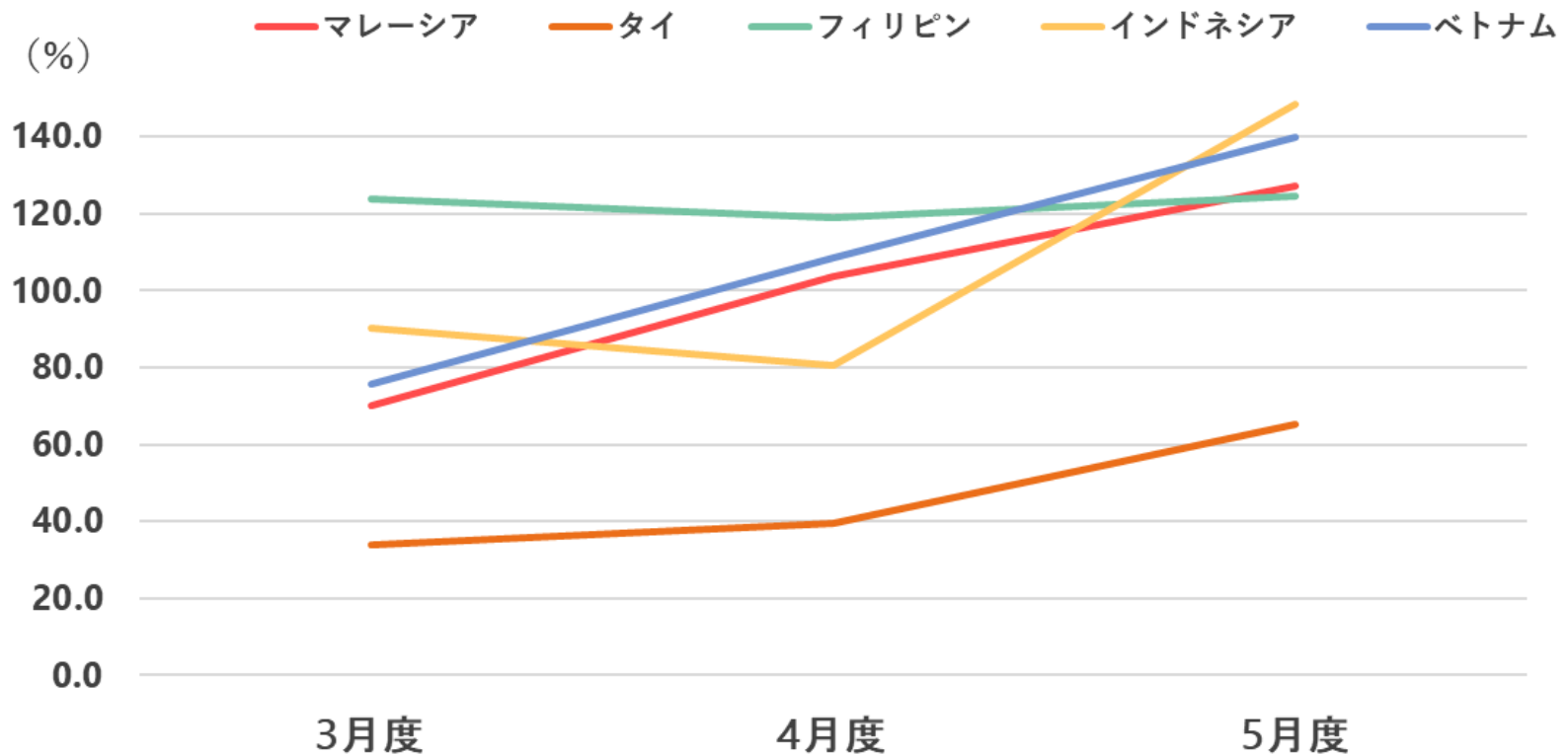
Donated proceeds from sales to families with autistic children on World Autism Awareness Day through the Chinese Language and Culture Education Foundation of China

# [ASEAN Operations]

## Trend in net sales at existing stores compared to same period in 2019

May: total sales at existing stores in ASEAN countries recovered to 115.2%

\*Including temporarily closed stores \*Stores in Vietnam were closed in February 2020



## [ASEAN Operations]

# Net sales at existing stores compared to same period in 2019



Philippines **122.4%**

Economic activity increased and sales were stronger on both weekdays and holidays than in 2019



Vietnam **109.1%**

Easing of restrictions led to a sharp increase in the number of customers from March

## [ASEAN Operations]

Net sales at existing stores compared to same period in 2019



Indonesia **106.9%**

Restrictions were eased following the containment of the Omicron strain and customers returned



Malaysia **99.6%**

Rapid recovery in indoor playground business

# [ASEAN Operations] New initiatives

Opened first strategic small store, Kid's Box, in Vietnam





FY2022:

# CONSOLIDATED PERFORMANCE FORECAST



# FY2022: CONSOLIDATED PERFORMANCE FORECAST

No revisions have been made since the previous disclosure (April 8, 2022)

(単位:百万円、%)

|                     | 2022年2月期<br>実績 | 2023年2月期<br>予想 | 前期<br>増減率 | 前期<br>増減額 |
|---------------------|----------------|----------------|-----------|-----------|
| 売上高                 | 60,170         | 78,900         | 31.1      | +18,729   |
| 営業利益                | △ 3,408        | 2,600          | —         | +6,008    |
| 経常利益                | △ 3,385        | 1,700          | —         | +5,085    |
| 親会社株主に帰属する<br>当期純利益 | △ 4,507        | 400            | —         | +4,907    |
| 1株当たり当期純利益          | △228.07円       | 20.24円         | —         | +248.31円  |
| 1株当たり配当金            | 20.00円         | 20.00円         | —         | ±0円       |

Forecasts and other forward-looking statements included in this report are based on information currently available and certain assumptions that the Company deems reasonable and are not guarantees of future achievements. Actual performance may significantly differ from these forecasts due to various factors in the future.







# NON- CONSOLIDATED MATERIAL

第1四半期計

(単位:百万円、%)

|              | 2022年2月期<br>第1四半期 | 2023年2月期<br>第1四半期 | 前年同期比<br>増減率 |
|--------------|-------------------|-------------------|--------------|
| 売上高          | 11,242            | 13,519            | 20.3         |
| 売上総利益        | △ 117             | 1,063             | —            |
| 販売管理費        | 924               | 1,019             | 10.2         |
| 営業利益         | △ 1,041           | 44                | —            |
| 営業外損益        | 168               | 716               | 326.0        |
| 経常利益         | △ 873             | 760               | —            |
| 税引前<br>当期純利益 | △ 1,480           | △ 539             | —            |
| 当期純利益        | △ 1,301           | △ 810             | —            |

# Details of Accounting Sales (non-consolidated)

## 第1四半期計

(単位:百万円、%)

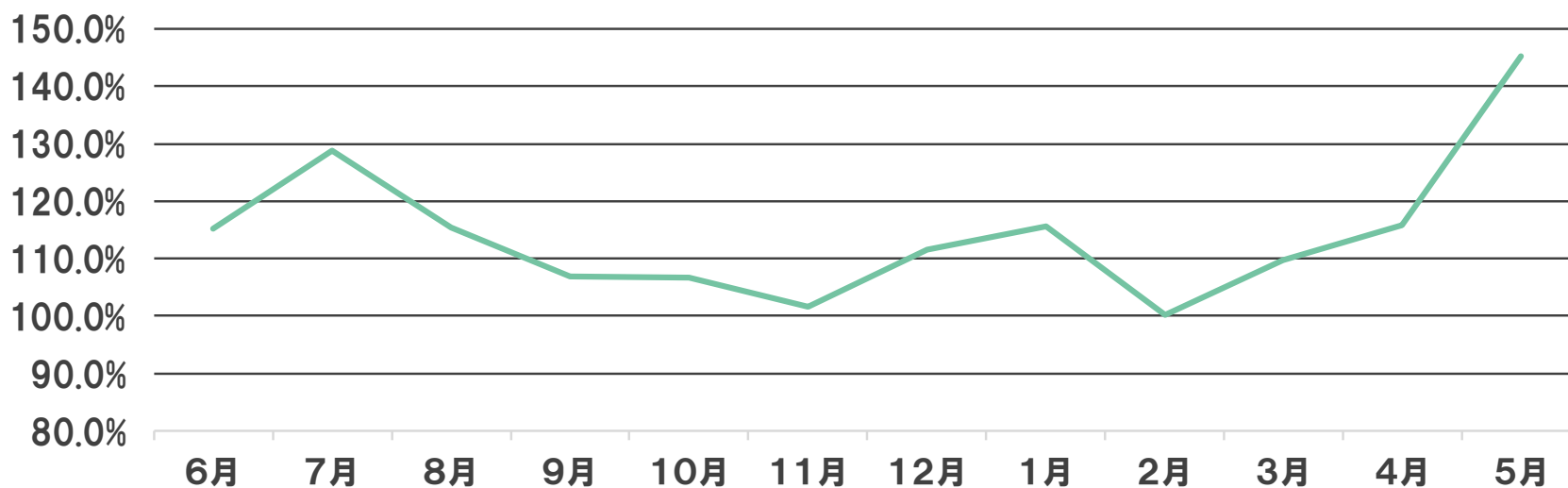
|  |          | 2022年2月期<br>第1四半期 |       | 2023年2月期<br>第1四半期 |       | 前年<br>同期比 |
|--|----------|-------------------|-------|-------------------|-------|-----------|
|  |          | 実績                | 構成比   | 実績                | 構成比   |           |
|  | 遊戯機械     | 9,477             | 84.3  | 10,955            | 81.0  | 115.6     |
|  | 商品(物販)   | 1,628             | 14.5  | 2,466             | 18.2  | 151.5     |
|  | 委託       | 21                | 0.2   | 22                | 0.2   | 101.9     |
|  | その他      | 39                | 0.4   | 52                | 0.4   | 134.3     |
|  | 遊戯施設関係売上 | 11,166            | 99.3  | 13,497            | 99.8  | 120.9     |
|  | その他売上高   | 75                | 0.7   | 22                | 0.2   | 29.4      |
|  | 売上高合計    | 11,242            | 100.0 | 13,519            | 100.0 | 120.3     |

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

既存店前年比

(単位:%)

| 既存店<br>前年対比 | 6月度   | 7月度   | 8月度   | 9月度   | 10月度  | 11月度  |
|-------------|-------|-------|-------|-------|-------|-------|
| 既存比         | 115.2 | 128.9 | 115.5 | 106.9 | 106.6 | 101.7 |
| 既存店<br>前年対比 | 12月度  | 1月度   | 2月度   | 3月度   | 4月度   | 5月度   |
| 既存比         | 111.6 | 115.6 | 100.2 | 109.7 | 115.8 | 145.2 |

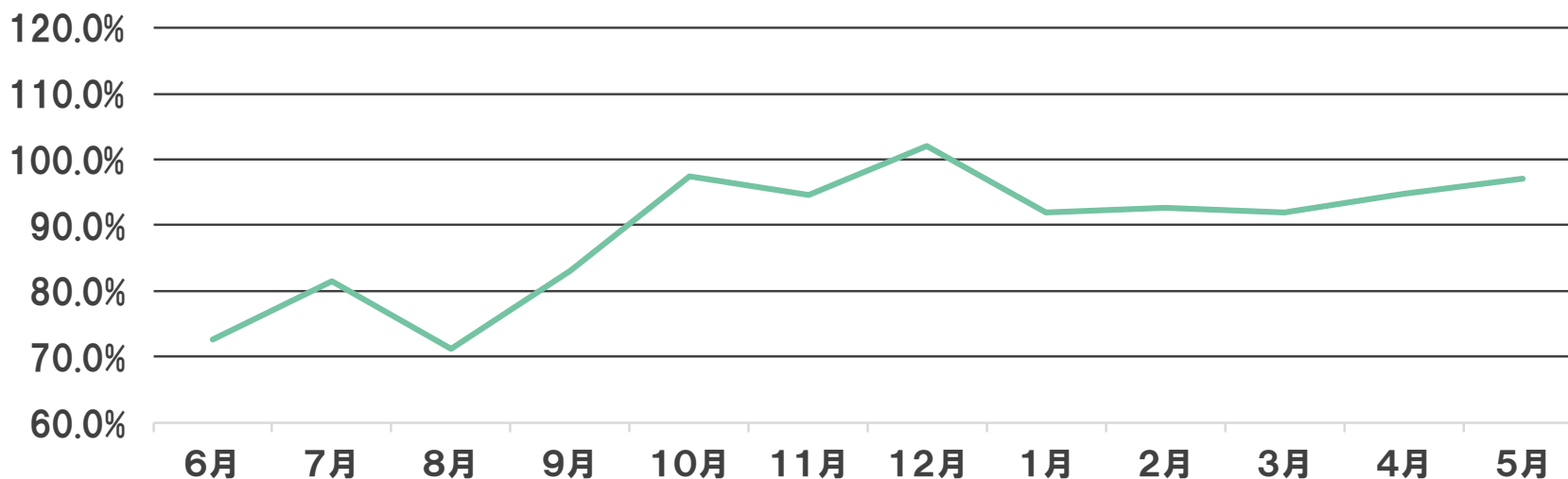


# Existing Stores Monthly Comparison with 2019 (non-consolidated)

既存店2019年比

(単位:%)

| 既存店<br>2019年対比 | 6月度   | 7月度  | 8月度  | 9月度  | 10月度 | 11月度 |
|----------------|-------|------|------|------|------|------|
| 既存比            | 72.7  | 81.5 | 71.2 | 83.1 | 97.4 | 94.6 |
| 既存店<br>2019年対比 | 12月度  | 1月度  | 2月度  | 3月度  | 4月度  | 5月度  |
| 既存比            | 102.1 | 91.9 | 92.7 | 91.9 | 94.8 | 97.0 |



# Sales Trend by Division (non-consolidated)

(単位:%)

|         | 2022年2月期   |           |            |           |            |           |            |           | 2023年2月期   |           |
|---------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
|         | 第1四半期      |           | 第2四半期      |           | 第3四半期      |           | 第4四半期      |           | 第1四半期      |           |
|         | 売上高<br>構成比 | 既存<br>前年比 | 売上高<br>構成比 | 既存<br>前年比 | 売上高<br>構成比 | 既存<br>前年比 | 売上高<br>構成比 | 既存<br>前年比 | 売上高<br>構成比 | 既存<br>前年比 |
| 時間制遊具   | 2.5        | 611.9     | 2.8        | 135.7     | 2.9        | 122.8     | 3.0        | 150.3     | 3.0        | 151.6     |
| 体感      | 5.8        | 338.4     | 5.9        | 110.9     | 5.7        | 98.0      | 5.4        | 117.9     | 5.7        | 119.4     |
| カード     | 11.2       | 243.0     | 11.4       | 113.8     | 11.8       | 118.4     | 11.0       | 105.9     | 13.4       | 147.2     |
| メダル     | 18.0       | 293.3     | 18.9       | 126.2     | 17.9       | 96.1      | 18.1       | 116.9     | 17.5       | 117.5     |
| プライズ    | 56.1       | 405.8     | 54.6       | 113.7     | 55.2       | 96.6      | 55.8       | 103.5     | 53.2       | 114.5     |
| シール     | 2.1        | 301.3     | 1.7        | 105.7     | 1.5        | 75.1      | 1.5        | 98.9      | 1.9        | 113.2     |
| カプセルトイ  | 3.3        | 963.2     | 4.0        | 413.8     | 4.3        | 171.0     | 4.7        | 180.0     | 4.8        | 175.1     |
| 遊戯施設売上計 | 100.0      | 356.9     | 100.0      | 119.7     | 100.0      | 100.8     | 100.0      | 109.8     | 100.0      | 121.8     |

# Quarterly Financial Results (non-consolidated)

(単位:百万円、%)

|        | 2022年2月期 |              |        |              |        |              |         |              | 2023年2月期 |              |
|--------|----------|--------------|--------|--------------|--------|--------------|---------|--------------|----------|--------------|
|        | 第1四半期    |              | 第2四半期  |              | 第3四半期  |              | 第4四半期   |              | 第1四半期    |              |
|        | 実績       | 前年同期比<br>増減率 | 実績     | 前年同期比<br>増減率 | 実績     | 前年同期比<br>増減率 | 実績      | 前年同期比<br>増減率 | 実績       | 前年同期比<br>増減率 |
| 売上高    | 11,242   | △ 25.2       | 12,478 | △ 24.0       | 12,280 | △ 8.7        | 14,409  | +10.7        | 13,519   | +20.3        |
| 売上総利益  | △ 117    | —            | 220    | —            | 223    | —            | 1,570   | +232.9       | 1,063    | —            |
| 販管費    | 924      | △ 3.6        | 774    | △ 14.4       | 935    | +0.8         | 861     | +5.4         | 1,019    | +10.2        |
| 営業利益   | △ 1,041  | —            | △ 554  | —            | △ 712  | —            | 708     | —            | 44       | —            |
| 営業外損益  | 168      | —            | △ 99   | —            | 317    | —            | 205     | +85.7        | 716      | +326.0       |
| 経常利益   | △ 873    | —            | △ 653  | —            | △ 394  | —            | 914     | —            | 760      | —            |
| 税引前利益  | △ 1,480  | —            | △ 935  | —            | △ 563  | —            | △ 2,441 | —            | △ 539    | —            |
| 四半期純利益 | △ 1,301  | —            | △ 819  | —            | △ 568  | —            | △ 2,816 | —            | △ 810    | —            |

# Balance Sheet (non-consolidated)

REFERENCE  
MATERIAL

## 第1四半期計

(単位:百万円、%)

|         | 2022年2月期末<br>(前期末) |       | 2023年2月期<br>第1四半期末 |       | 前期末比<br>増減額 |
|---------|--------------------|-------|--------------------|-------|-------------|
|         | 金額                 | 構成比   | 金額                 | 構成比   |             |
| 流動資産    | 13,744             | 33.5  | 17,002             | 37.7  | +3,257      |
| 固定資産    | 27,244             | 66.5  | 28,064             | 62.3  | +820        |
| 資産合計    | 40,988             | 100.0 | 45,066             | 100.0 | +4,078      |
| 流動負債    | 23,782             | 58.0  | 27,374             | 60.7  | +3,591      |
| 固定負債    | 5,332              | 13.0  | 6,728              | 14.9  | +1,396      |
| 負債合計    | 29,114             | 71.0  | 34,102             | 75.7  | +4,987      |
| 純資産合計   | 11,873             | 29.0  | 10,964             | 24.3  | △ 909       |
| 負債純資産合計 | 40,988             | 100.0 | 45,066             | 100.0 | +4,078      |