

February 17, 2020
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Sales for January of the Fiscal Year Ending February 29, 2020

1. Progress of Results

Operating revenue in Japan during January (January 1-31, 2020) was JPY 5.79 billion, or 97.7% year on year.

2. Growth Rate of Monthly Sales Compared with Same Period of the Previous Fiscal Year (Domestic Operations)

(Unit: %)

	January			Cumulative total (from March to December)		
	All outlets	Existing outlets		All outlets	Existing outlets	
		Same day last year comparison	After working day adjustment		Same day last year comparison	After working day adjustment
Amusement machine sales	97.8	99.7	105.6	102.4	103.3	102.9
Product sales	98.6	99.0	104.9	95.9	97.2	96.8
Total amusement facility sales	98.0	99.6	105.5	101.4	102.4	102.0
Total sales	97.7	99.5	105.4	101.4	102.3	101.9

(The year-on-year growth rate of existing outlets is down by 5.9% due to one less Friday and one additional Friday during the New Year holiday season compared to the previous same month.)

For Reference:

Sales Growth Rate for Existing Outlets of Overseas Subsidiaries

March 2019 to February 2020

(Unit:%)

	March	April	May	June	July	August	First half
China	81.0	76.1	76.1	97.2	91.9	101.7	89.8
Malaysia	99.4	91.5	98.2	90.5	110.3	115.8	100.4
Thailand	116.5	113.9	112.0	112.6	94.7	100.6	108.0
Philippines	94.5	87.0	99.8	104.1	87.0	106.4	96.3
Indonesia	92.1	97.5	89.3	92.4	96.5	82.4	91.7
Vietnam	118.6	108.3	99.5	122.0	99.6	111.0	109.7
Overseas total	91.6	85.5	86.0	97.8	94.3	103.3	93.6
	September	October	November	December	January	February	Total
China	111.8	110.0	117.4	100.4	76.2		95.6
Malaysia	105.2	119.5	87.9	97.3	100.2		100.6
Thailand	84.7	88.0	102.2	87.7	90.6		99.9
Philippines	90.6	96.1	93.0	98.9	95.0		95.7
Indonesia	95.7	99.3	80.3	94.2	92.3		92.0
Vietnam	92.2	119.1	116.3	96.3	150.2		110.9
Overseas total	105.3	108.7	106.4	98.5	86.2		96.8

(For the China's figure for May, breakage income due to a change in accounting has been recognized; the year-on-year sales growth excluding the effect of such breakage income is 84.2%.)

March 2019 to February 2020

(Unit:%)

	March	April	May	June	July	August	First half
China	80.6	96.9	122.7	115.8	105.2	110.5	106.2
Malaysia	114.5	88.1	108.1	102.1	95.1	92.2	99.9
Thailand	108.7	98.7	105.6	114.2	108.3	104.5	106.3
Philippines	108.8	112.9	105.3	105.0	102.0	97.1	104.9
Indonesia	109.1	88.0	103.3	100.1	94.3	125.2	102.6
Overseas total	105.8	110.0	102.6	104.2	112.9	125.5	110.4
	September	October	November	December	January	February	Total
China	86.6	87.6	79.6	114.6	116.1	94.5	99.7
Malaysia	102.7	86.1	116.8	96.9	95.2	102.5	99.8
Thailand	119.6	108.1	112.5	117.5	108.1	118.8	109.7
Philippines	99.0	91.2	96.7	105.6	98.6	92.0	100.7
Indonesia	100.4	92.3	99.1	97.7	87.6	87.9	97.2
Overseas total	102.1	103.4	108.0	105.6	80.0	95.9	100.3

(For the China's figure for May, breakage income due to a change in accounting has been recognized; the year-on-year sales growth excluding the effect of such breakage income is 111.0%.)

(Domestic Operations) Sales Growth Rate for Existing Outlets

March 2019 to February 2020

(Unit:%)

	March	April	May	June	July	August	First half
Prior to working day adjustment	102.0	101.9	107.4	113.2	100.5	103.8	104.4
After working day adjustment	98.4	102.1	100.6	107.1	103.8	101.8	102.1
Working day factor	+3.6	△0.2	+6.8	+6.1	△3.3	+2.0	+2.3
	September	October	November	December	January	February	Total
Prior to working day adjustment	100.3	105.4	99.5	95.1	99.5		102.3
After working day adjustment	104.2	100.5	95.8	101.1	105.4		101.9
Working day factor	△3.9	+4.9	+3.7	△6.0	△5.9		+0.4

March 2019 to February 2020

(Unit:%)

	March	April	May	June	July	August	First half
Prior to working day adjustment	109.1	106.0	100.6	104.0	96.2	95.8	101.4
After working day adjustment	105.2	107.0	106.3	98.5	98.3	96.2	101.4
Working day factor	+3.9	△1.0	△5.7	+5.5	△2.1	△0.4	0.0
	September	October	November	December	January	February	Total
Prior to working day adjustment	104.6	87.5	97.0	103.7	97.2	102.0	100.0
After working day adjustment	96.0	92.4	101.5	99.6	100.3	101.7	100.0
Working day factor	+8.6	△4.9	△4.5	+4.1	△3.1	+0.3	0.0

Status of Overseas Subsidiaries Regarding the Novel Coronavirus

As of February 15, 2020, given that the novel coronavirus has led to Chinese government organizations, and the like, issuing notifications and to rising concern over the spread of infection to children, we have temporarily suspended operations of all directly managed outlets (216 in total). We will proceed with preparations to reopen these outlets based on the guidance of government organizations, and the like, and the cooperation of shopping centers, but presently a date for reopening has yet to be determined.

In addition, concern of infection, particularly at indoor playgrounds (kidzooona, etc.) where children gather in large numbers, has acted to reduce customer numbers across all of the ASEAN countries.

Given the above, we will continue to monitor the situation, including the impact on performance for this year, which is expected to change depending on the circumstances.

(Information on the Company's operations, including IR information, will be posted as necessary on the website <https://www.fantasy.co.jp>.)