

YONDOSHI HOLDINGS INC.

Prime Market, Tokyo Stock Exchange (8008)

Reference Materials

April 14, 2023

4°C holdings group

Note: Amounts identified in this report are presented in millions of yen rounded down. Percentage figures are calculated from raw data.

Disclaimer: Operating forecasts and forward-looking statements that are not of historic fact are based on information available to management as of the date of this report. Subject to a variety of risks and uncertainties, these forecasts and forward-looking statements may differ substantially from actual results due to a diversity of factors including changes in the Company's operating environment, market trends and fluctuations in foreign currency exchange rates. As a result, readers are advised not to rely solely on the information provided as the basis for investment decisions.

1. Net Sales by Business (Consolidated)

(Millions of yen, %)	FY 2019 (2020/2)		FY 2020 (2021/2)		FY 2021 (2022/2)		FY 2022 (2023/2)	
	Actual results	Share (%)	Actual results	Share (%)	Actual results	Share (%)	Actual results	Share (%)
Jewelry business	26,987	60.0	20,641	52.3	18,497	48.5	18,587	47.0
Apparel business	17,983	40.0	18,807	47.7	19,626	51.5	20,921	53.0
(The AS'TY Group)	10,552	—	9,624	—	9,396	—	9,910	—
(age)	9,414	—	10,660	—	11,815	—	12,656	—
Total	44,970	100.0	39,449	100.0	38,123	100.0	39,508	100.0

Note: YONDOSHI HOLDINGS applied the “Accounting Standard for Revenue Recognition” (Accounting Standards Board of Japan Statement No. 29, March 31, 2020) effective from the beginning of the fiscal year ended February 28, 2023. Figures for the fiscal year under review are after application of this accounting standard.

2. Overview of Capital Investment as well as Depreciation and Amortization (Consolidated)

(Millions of yen, %)		FY 2020 (2021/2)	FY 2021 (2022/2)	FY 2022 (2023/2)	
		Actual results	Actual results	Actual results	YoY (%)
Jewelry Business	Capital investment	365	123	559	+351.9
	Depreciation and amortization	659	464	396	-14.5
Apparel Business	Capital investment	344	335	394	+17.5
	Depreciation and amortization	340	339	352	+3.6

3. Overview of Employees (Consolidated) and Board of Directors

	FY 2020 (2021/2)	FY 2021 (2022/2)	FY 2022 (2023/2)
Regular employees (The number in a parenthesis represent female employees) (Persons)	1,356 (1,152)	1,252 (1,071)	1,149 (977)
Part-timers (Persons)	904	952	1,059
Total (Persons)	2,260	2,204	2,208
Ratio of female employees (%) *1	85.0	85.5	85.0

*1 Ratio of female employees excluding part-time employees.

	FY 2020 (2021/2)	FY 2021 (2022/2)	FY 2022 (2023/2)
Number of board of directors meetings (Times)	15	18	18
Outside directors' attendance to the board of directors meetings (%)	100.0	98.6	98.5
Number of outside directors (Persons) *2	4	4	5

*2 The number of outside directors for FY 2022 includes one outside director who retired on May 26, 2022.

4. Jewelry Business: Sales by Brand and Product

(Millions of yen, %)	FY 2020 (2021/2)		FY 2021 (2022/2)		FY 2022 (2023/2)	
	Actual results	YoY (%)	Actual results	YoY (%)	Actual results	YoY (%)
4°C Total *1	13,553	-25.7	12,088	-10.8	11,871	-1.8
(4°C Jewelry)	(9,730)	—	(8,906)	—	(9,217)	—
(4°C BRIDAL specialty store)	(3,822)	—	(3,182)	—	(2,654)	—
EAU DOUCE4°C	346	-33.4	365	+5.5	409	+12.1
Canal4°C	3,501	-15.9	3,313	-5.4	3,373	+1.8
EC Business	2,040	+20.5	2,003	-1.8	2,242	+11.9
MAISON JEWELL*2	106	-72.4	0	—	0	—
Luria 4°C *2	106	-90.2	0	—	0	—
Overseas•Advance Sales•Other	904	+17.0	652	-327.9	615	-5.5
Total	20,560	-23.5	18,424	-10.4	18,514	+0.5

*1 The figures for 4°C Total represent the sums of the figures for 4°C and 4°C BRIDAL.

*2 MAISON JEWELL and Luria 4°C were closed effective July 2020.

5. Jewelry Business: Number of Customers and Average Spending per Customer by Brand and Product

(Existing stores, %)	FY 2020 (2021/2)		FY 2021 (2022/2)		FY 2022 (2023/2)	
	Number of customers	Average spending per customer	Number of customers	Average spending per customer	Number of customers	Average spending per customer
4°C Jewelry	-20.1	-1.5	-2.6	-6.1	+6.2	-1.6
4°C BRIDAL	-27.1	-1.6	-15.9	-2.7	-18.5	+4.4
EAU DOUCE4°C	-27.1	-3.3	+9.4	-2.6	+10.0	+3.8
Canal4°C	-22.5	+0.5	+7.0	-9.3	+9.8	-5.1

6. Jewelry Business : Sales by Store Channel

(Millions of yen, %)	FY 2020 (2021/2)	FY 2021 (2022/2)	FY 2022 (2023/2)		
	Actual results	Actual results	Actual results	Share (%)	YoY (%)
Roadside stores	163	164	166	0.9	+1.2
Bridal stores	3,824	3,183	2,653	14.3	-16.7
Fashion buildings	5,344	4,748	4,684	25.3	-1.3
Department stores	8,282	7,671	8,152	44.0	+6.3
EC Business	2,040	2,003	2,242	12.1	+11.3
Overseas • Advance Sales • Other	988	652	615	3.3	-5.7
Total	20,641	18,424	18,514	100.0	+0.5

We kindly request that you direct all inquiries regarding this document and investor relations in general to the following point of contact:

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