

# YONDOSHI HOLDINGS INC.

Prime Market, Tokyo Stock Exchange (8008)

## Reference Materials

April 14, 2022

*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 2018 (2019/2)		FY 2019 (2020/2)		FY 2020 (2021/2)		FY 2021 (2022/2)	
	Actual results	Share (%)	Actual results	Share (%)	Actual results	Share (%)	Actual results	Share (%)
Jewelry business	29,295	62.2	26,987	60.0	20,641	52.3	18,424	48.4
Apparel business	17,822	37.8	17,983	40.0	18,807	47.7	19,626	51.6
(The AS'TY Group)	11,096	—	10,552	—	9,624	—	9,396	—
(age)	9,220	—	9,414	—	10,660	—	11,815	—
<b>Total</b>	<b>47,118</b>	<b>100.0</b>	<b>44,970</b>	<b>100.0</b>	<b>39,449</b>	<b>100.0</b>	<b>38,050</b>	<b>100.0</b>

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

(Millions of yen, %)		FY 2019 (2020/2)	FY 2020 (2021/2)	FY 2021 (2022/2)	
		Actual results	Actual results	Actual results	YoY (%)
Jewelry Business	Capital investment	645	365	123	−66.3
	Depreciation and amortization	890	659	464	−29.6
Apparel Business	Capital investment	202	344	335	−2.6
	Depreciation and amortization	330	340	339	−0.3

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

	FY 2019 (2020/2)	FY 2020 (2021/2)	FY 2021 (2022/2)
<b>Regular employees</b> (The number in a parenthesis represent female employees ) (Persons)	1,742(1,470)	1,356(1,137)	1,252(1,071)
<b>Part-timers (Persons)</b>	938	904	952
<b>Total (Persons)</b>	2,680	2,260	2,204
<b>Ratio of female employees (%) *1</b>	84.4	83.8	85.5
<b>Percentage of female managers (%) *2</b>	29.3	36.0	36.0
<b>Average service years of male employees (Years)</b>	13.5	13.8	11.7
<b>Average service years of female employees (Years)</b>	6.6	7.0	5.9

\*1 Ratio of female employees excluding part-time employees. \*2 Percentage of female employees who are managers or above, excluding officers.

	FY 2019 (2020/2)	FY 2020 (2021/2)	FY 2021 (2022/2)
<b>Number of board of directors meetings (Times)</b>	16	15	18
<b>Outside directors' attendance to the board of directors meetings (%)</b>	95.3	100.0	98.6
<b>Number of outside directors (Persons)</b>	4	4	4

# 4. Jewelry Business: Sales by Brand and Product

(Millions of yen, %)	FY 2019 (2020/2)		FY 2020 (2021/2)		FY 2021 (2022/2)	
	Actual results	YoY (%)	Actual results	YoY (%)	Actual results	YoY (%)
<b>4°C Total *1</b>	18,248	-4.4	13,553	-25.7	12,088	-10.8
(4°C Jewelry)	(12,815)	—	(9,730)	—	(8,906)	—
(4°C BRIDAL specialty store)	(5,433)	—	(3,822)	—	(3,182)	—
<b>EAU DOUCE4°C</b>	520	-14.8	346	-33.4	365	+5.5
<b>Canal4°C</b>	4,163	-14.1	3,501	-15.9	3,313	-5.4
<b>EC Business</b>	1,692	-0.9	2,040	+20.5	2,003	-1.8
<b>MAISON JEWELL*2</b>	387	-19.5	106	-72.4	0	—
<b>Luria 4°C *2</b>	1,087	-34.6	106	-90.2	0	—
<b>Overseas•Advance Sales•Other</b>	800	-10.2	988	+23.5	652	-34.0
<b>Total</b>	26,897	-8.2	20,641	-23.5	18,424	-10.4

\*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 2019 (2020/2)		FY 2020 (2021/2)		FY 2021 (2022/2)	
	Number of customers	Average spending per customer	Number of customers	Average spending per customer	Number of customers	Average spending per customer
4°C Jewelry	-1.9	+0.2	-20.1	-1.5	-2.6	-6.1
4°C BRIDAL	+0.2	-1.6	-27.1	-1.6	-15.9	-2.7
EAU DOUCE4°C	-10.2	-1.9	-27.1	-3.3	+9.4	-2.6
Canal4°C	-11.9	+0.4	-22.5	+0.5	+7.0	-9.3

## 6. Jewelry Business : Sales by Store Channel

(Millions of yen, %)	FY 2019 (2020/2)	FY 2020 (2021/2)	FY 2021 (2022/2)		
	Actual results	Actual results	Actual results	Share (%)	YoY (%)
Roadside stores	262	163	164	0.8	+0.2
Bridal stores	5,432	3,824	3,183	17.2	-16.7
Fashion buildings	7,522	5,344	4,801	26.0	-10.2
Department stores	11,187	8,282	7,618	41.3	-8.0
EC Business	1,665	2,040	2,003	10.8	-1.8
Overseas • Advance Sales • Other	829	988	652	3.5	-34.0
<b>Total</b>	<b>26,897</b>	<b>20,641</b>	<b>18,424</b>	<b>100.0</b>	<b>-10.4</b>

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

**YONDOSHI HOLDINGS INC.**

**Corporate Planning Department (Fukuhara)**

**TEL +81-3-5719-3295**

**E-mail [ir-yondoshi@yondoshi.co.jp](mailto:ir-yondoshi@yondoshi.co.jp)**