

YONDOSHI HOLDINGS INC.

First Section, Tokyo Stock Exchange (8008)

Reference Materials

April 12, 2021

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.

2. Net Sales by Business (Consolidated)

(Millions of yen, %)	FY 2017 (2018/2)		FY 2018 (2019/2)		FY 2019 (2020/2)		FY 2020 (2021/2)	
	Actual results	Share (%)	Actual results	Share (%)	Actual results	Share (%)	Actual results	Share (%)
Jewelry business domain	30,981	64.5	29,295	62.2	26,987	60.0	20,642	52.3
Apparel business domain	17,080	35.5	17,822	37.8	17,983	40.0	18,807	47.7
(The AS'TY Group)	8,797	18.3	8,920	18.9	8,569	19.1	8,147	20.7
(age)	8,282	17.2	8,902	18.9	9,414	20.9	10,660	27.0
Total	48,060	100.0%	47,118	100.0%	44,970	100.0%	39,449	100.0%

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

(Millions of yen, %)		FY 2018 (2019/2)	FY 2019 (2020/2)	FY 2020 (2021/2)	
		Actual results	Actual results	Actual results	YoY (%)
Jewelry Business	Capital investment	462	645	365	-43.4
	Depreciation and amortization	704	890	659	-30.0
Apparel Business	Capital investment	403	202	344	+70.3
	Depreciation and amortization	398	330	340	+3.0

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

	FY 2018 (2019/2)	FY 2019 (2020/2)	FY 2020 (2021/2)
Regular employees (The number in a parenthesis represent female employees) (Persons)	1,843 (1,578)	1,742 (1,488)	1,352 (1,150)
Part-timers (Persons)	959	938	880
Total (Persons)	2,802	2,680	2,232
Ratio of female employees (%) *	85.6	85.4	85.1
Percentage of female managers (%)	30.7	27.1	33.7
Average service years of male employees (Years)	14.2	13.5	13.8
Average service years of female employees (Years)	6.5	6.6	7.0

* Ratio of female employees excluding part-time employees.

	FY 2018 (2019/2)	FY 2019 (2020/2)	FY 2020 (2021/2)
Number of board of directors meetings (Times)	18	16	15
Outside directors' attendance to the board of directors meetings (%)	95.2	95.3	100.0
Number of outside directors (Persons)	4	4	4

5. Jewelry Business: Sales by Brand and Product

(Millions of yen, %)	FY 2018 (2019/2)		FY 2019 (2020/2)		FY 2020 (2021/2)	
	Actual results	YoY (%)	Actual results	YoY (%)	Actual results	YoY (%)
4°C Total *1	19,097	-5.5	18,248	-4.4	13,553	-25.7
(4°C Jewelry)	(13,439)	-	(12,815)	-	(9,730)	-
(4°C BRIDAL specialty store)	(5,657)	-	(5,433)	-	(3,822)	-
Canal4°C	4,846	-1.6	4,163	-14.1	3,501	-15.9
EAU DOUCE4°C	610	-23.4	520	-14.8	346	-33.4
EC Business	1,707	+3.9	1,692	-0.9	2,040	+20.5
MAISON JEWELL *2	481	+13.5	387	-19.5	106	-72.4
Luria 4°C *2	1,663	-9.4	1,087	-34.6	106	-90.2
4°C Bag *2	—	—	—	—	—	—
Overseas•Advance Sales•Other	891	+4.9	800	-10.2	988	+23.5
Total	29,295	-5.4	26,897	-8.2	20,641	-23.5

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

*2 The 4°C bag business was closed effective February 2018. MAISON JEWELL and Luria 4°C were closed effective July 2020.

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

(Existing stores, %)	FY 2018 (2019/2)		FY 2019 (2020/2)		FY 2020 (2021/2)	
	Number of customers	Average spending per customer	Number of customers	Average spending per customer	Number of customers	Average spending per customer
4°C Jewelry	-8.5	+3.2	-1.9	+0.2	-20.1	-1.5
4°C BRIDAL	-5.1	+1.5	+0.2	-1.6	-27.1	-1.6
Canal4°C	-2.5	+0.7	-11.9	+0.4	-22.5	+0.5
EAU DOUCE4°C	-5.8	-1.5	-10.2	-1.9	-27.1	-3.3

7. Jewelry Business : Sales by Store Channel

(Millions of yen, %)	FY 2018 (2019/2)	FY 2019 (2020/2)	FY 2020 (2021/2)		
	Actual results	Actual results	Actual results	Share (%)	YoY (%)
Roadside stores	476	262	163	0.8	-37.6
Bridal stores	5,232	5,432	3,824	18.5	-29.6
Fashion buildings	8,861	7,522	5,344	25.9	-29.0
Department stores	12,120	11,187	8,282	40.1	-26.0
EC Business	1,707	1,665	2,040	9.9	-20.5
Overseas • Advance Sales • Other	891	829	988	4.8	+19.2
Total	29,295	26,897	20,641	100.0	-23.5

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