

YONDOSHI HOLDINGS INC.
First Section, Tokyo Stock Exchange (8008)

Reference Materials

April 13, 2020

1. Net Sales by Business (Consolidated)

(Millions of yen, %)	FY 2016 (2017/2)		FY 2017 (2018/2)		FY 2018 (2019/2)		FY 2019 (2020/2)	
	Actual results	Share (%)	Actual results	Share (%)	Actual results	Share (%)	Actual results	Share (%)
Jewelry business domain	33,166	66.6	30,981	64.5	29,295	62.2	26,987	60.0
Apparel business domain	16,630	33.4	17,080	35.5	17,822	37.8	17,983	40.0
(The AS'TY Group)	8,183	16.4	8,797	18.3	8,920	18.9	8,569	19.1
(age)	8,447	17.0	8,282	17.2	8,902	18.9	9,414	20.9
Total	49,797	100.0%	48,060	100.0%	47,118	100.0%	44,970	100.0%

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

(Millions of yen, %)		FY 2017 (2018/2)	FY 2018 (2019/2)	FY 2019 (2020/2)	
		Actual results	Actual results	Actual results	YoY (%)
Jewelry Business	Capital investment	473	462	645	139.6
	Depreciation and amortization	737	704	890	126.4
Apparel Business	Capital investment	728	403	202	50.1
	Depreciation and amortization	358	398	330	82.9

3. Overview of Employees (Consolidated) and board of directors

	FY 2017 (2018/2)	FY 2018 (2019/2)	FY 2019 (2020/2)
Regular employees (The number in a parenthesis represent female employees) (Persons)	1,860 (1,568)	1,843 (1,578)	1,742 (1,488)
Part-timers (Persons)	849	959	938
Total (Persons)	2,709	2,802	2,680
Ratio of female employees (%) *	84.3	85.6	85.4
Percentage of female managers (%)	36.7	30.7	27.1
Average service years of male employees (Years)	15.0	14.2	13.5
Average service years of female employees (Years)	5.7	6.5	6.6

* Ratio of female employees excluding part-time employees.

	FY 2017 (2018/2)	FY 2018 (2019/2)	FY 2019 (2020/2)
Number of board of directors meetings (Times)	18	18	16
Outside directors' attendance to the board of directors meetings (%)	97.5	95.2	95.3
Number of outside directors (Persons)	2	4	4

4. Jewelry Business: Sales by Brand and Product

(Millions of yen, %)	FY 2017 (2018/2)		FY 2018 (2019/2)		FY 2019 (2020/2)	
	Actual results	YoY (%)	Actual results	YoY (%)	Actual results	YoY (%)
4°C Total *1	20,212	-7.8	19,097	-5.5	18,248	-4.4
(4°C Jewelry)	(14,444)	-	(13,439)	-	(12,815)	-
(4°C BRIDAL specialty store)	(5,768)	-	(5,657)	-	(5,433)	-
canal4°C	4,926	-1.1	4,846	-1.6	4,163	-14.1
EAU DOUCE4°C	766	+7.9	610	-23.4	520	-14.8
MAISON JEWELL	424	+33.9	481	+13.5	387	-19.5
Luria 4°C	1,835	+47.0	1,663	-9.4	1,087	-34.6
EC Business	1,643	+6.3	1,707	+3.9	1,692	-0.9
4°C Bag *2	326	-68.8	—	—	—	—
Overseas•Advance Sales•Other	849	-24.9	891	+4.9	800	-10.2
Total	30,981	-6.6	29,295	-5.4	26,897	-8.2

*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.

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

(Existing stores, %)	FY 2017 (2018/2)		FY 2018 (2019/2)		FY 2019 (2020/2)	
	Number of customers	Average spending per customer	Number of customers	Average spending per customer	Number of customers	Average spending per customer
4°C Jewelry	-5.3	-3.6	-8.5	+3.2	-1.9	+0.2
4°C BRIDAL	-8.6	+0.6	-5.1	+1.5	+0.2	-1.6
canal4°C	-6.6	+3.5	-2.5	+0.7	-11.9	+0.4
EAU DOUCE4°C	+6.1	-8.0	-5.8	-1.5	-10.2	-1.9
MAISON JEWELL	-3.7	+2.9	-6.7	+2.4	+12.7	-15.2
Luria 4°C	-8.9	+2.4	-11.2	-3.7	-13.5	-4.9

6. Jewelry Business : Sales by Store Channel

(Millions of yen, %)	FY 2017 (2018/2)	FY 2018 (2019/2)	FY 2019 (2020/2)		
	Actual results	Actual results	Actual results	Share (%)	YoY (%)
Roadside stores	570	476	262	1.0	-44.9
Bridal stores	5,411	5,232	5,019	18.7	-4.1
Fashion buildings	9,523	8,861	7,638	28.4	-13.8
Department stores	12,984	12,120	11,484	42.7	-5.3
EC Business	1,643	1,707	1,665	6.2	-2.5
Overseas • Advance Sales • Other	849	891	829	3.1	-7.0
Total	30,981	29,295	26,897	100.0	-7.9

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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