Tsukada Global Holdings Inc.

Consolidated Earnings Report for the Nine Months ended September 30, 2022 (Japanese GAAP)

Stock listing: Tokyo Stock Exchange (Prime Market)

Securities code: 2418

URL: https://www.tsukada-global.holdings/en/

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Accounting Department

Scheduled dates:

Filing of statutory quarterly financial report (shihanki hokokusho): November 11, 2022

Dividend payout:

Supplementary materials to quarterly financial results available: No

Quarterly earnings presentation held: No

(Amounts rounded down to the nearest million yen)

1. Consolidated Performance for the Nine Months ended September 30, 2022 (January 1, 2022 – September 30, 2022)

(1) Consolidated Operating Results

(Percentages indicate year-on-year changes)

	Net sales		Operating income		Ordinantinaama		Profit attributable to	
	Net sale	:5	Operating income		Ordinary income		owners of the parent	
	million yen	%	million yen	%	million yen	%	million yen	%
Nine months ended	34.627	64.0	(378)		2.158		287	
September 30, 2022	34,027	04.0	(376)	_	2,130	_	201	
Nine months ended	21.116	23.5	(7,413)	_	(6,864)	_	(5,877)	_
September 30, 2021	21,110	25.5	(1,413)	_	(0,004)	_	(5,677)	_

Note: Comprehensive income: Nine months ended September 30, 2022: 1,521 million yen (- %) Nine months ended September 30, 2021: (5,641) million yen (-%)

	Profit per share	Diluted profit per share
	yen	yen
Nine months ended September 30, 2022	6.03	-
Nine months ended September 30, 2021	(123.23)	-

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	
	million yen	million yen	%	
September 30, 2022	88,586	21,871	24.4	
December 31, 2021	90,901	20,641	22.5	

Reference: Total equity: September 30, 2022: 21,629 million yen
December 31, 2021: 20,452 million yen

2. Dividends

	Dividend per share						
	End-Q1	End-Q2	End-Q3	Year-end	Annual total		
	yen	yen	yen	yen	yen		
Year ended December 31, 2021	-	0.00	-	0.00	0.00		
Year ending December 31, 2022	-	0.00	-				
Year ending December 31, 2022 (Forecast)				5.00	5.00		

Note: Revisions to the latest dividends forecast: Yes

For details about the revisions to the dividends forecast, please refer to the November 10, 2022 news release "Notice Regarding Revisions to the Year-End Dividend Forecast (Resumption of Dividends)."

3. Earnings Forecast for the Fiscal Year ending December 31, 2022 (January 1, 2022– December 31, 2022)

(Percentages indicate year-on-year changes)

	Net sales (Operating inc	Operating income Ordinary income		Profit attributable to		Profit	
	INCL Sale	:5	Operating inc	OITIE			owners of the parent		per share
	million yen	%	million yen	%	million yen	%	million yen	%	yen
Year ending December 31, 2022	54,100	61.8	3,500	-	4,800	-	2,280	-	47.80

Note: No revision has been made to the latest earnings forecast.

*Notes

(1) Changes in significant subsidiaries during the period: None

(Changes in specific subsidiaries accompanying a change in scope of consolidation)

Newly Consolidated: None Newly Deconsolidated: None

(2) Use of accounting methods specific to the preparation of quarterly consolidated financial statements: Yes

Note: For details, please refer to "(3) Notes on Quarterly Consolidated Financial Statements (Application of Specific Accounting Methods for the Preparation of Quarterly Consolidated Financial Statements)" in section "2. Quarterly Consolidated Financial Statements and Main Notes" on page 8 in the accompanying materials.

- (3) Changes in accounting policy, changes in accounting estimates, and retrospective restatement
 - 1) Changes in accordance with amendments to accounting standards, etc.: Yes
 - 2) Changes other than noted in 1) above: None
 - 3) Changes in accounting estimates: None
 - 4) Retrospective restatement: None

(4) Shares issued (common stock)

	September 30, 2022	December 31, 2021
Number of shares issued at end of period (including treasury stock)	48,960,000	48,960,000
Number of shares held in treasury at end of period	1,259,834	1,259,834
	Nine Months ended	Nine Months ended
	September 30, 2022	September 30, 2021
Average number of shares outstanding during the period	47,700,166	47,700,166

^{*} Quarterly earnings reports are exempt from quarterly reviews conducted by certified public accountants or by audit firms.

*Appropriate Use of Earnings Forecast and Other Important Information

(Cautionary Statement with Respect to Forward-Looking Statements)

Any forecasts and forward-looking statements given herein are based on information available as of this report's publication and on certain assumptions that are deemed reasonable. These forecasts are not guarantees of future performance, and actual results may differ from forecasts due to changes in the business environment. For the assumptions underlying the forecasts herein and other notice on the use of earnings forecasts, please refer to "(3) Earnings Forecast for the Fiscal Year ending December 31, 2022" in the section "1. Review of Consolidated Financial Results" on page 3 in the accompanying materials.

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1. Review of Consolidated Financial Results

(1) Operating Results

Operating Results and Analysis of Financial Condition

During the first nine months of the fiscal year ending December 31, 2022, the Japanese economy has been transitioning from the lifting of priority measures to prevent the spread of COVID-19 infections to a new stage of living with COVID-19. However, the outlook remains uncertain due to supply chain disruptions caused by heightened geopolitical risks, and soaring logistics costs and raw material prices.

In this environment, the Tsukada Global Holdings Group ("the Group") focused on creating new value, developing high-quality and attractive outlets, providing high value-added services in the bridal, hotel, and wellness and relaxation (W&R) markets, and taking all possible measures to prevent coronavirus infections at all of its facilities.

The number of weddings held in the Hotel and Wedding businesses, overnight occupancy rates, and average charge per night in the Hotel business have been on a slow recovery trend as travel restrictions were eased in stages, and spend per wedding was also expected to recover. However, the recovery stalled after the number of new COVID-19 cases began rising again due to the seventh wave from July 2022, and the outlook remains clouded.

As a result, in the first nine months of 2022, the Group posted consolidated net sales of ¥34,627 million (up 64.0% year on year). The Group recorded an operating loss of ¥378 million (compared with a loss of ¥7,413 million a year earlier), ordinary income of ¥2,158 million yen (compared with a loss of ¥6,864 million yen a year earlier) due to the receipt of various subsidies and foreign exchange gains from the sharp deterioration of the yen, and net income attributable to owners of the parent of ¥287 million (compared with a loss of ¥5,877 million a year earlier) due to an increase in tax expenses.

The results for each business segment were as follows.

1) Wedding business

During the first nine months of fiscal 2022, a gradual recovery trend began after the priority measures to prevent a resurgence of COVID-19 infections were lifted in March. The number of weddings held increased sharply to 7,351 (up 68.0% year on year), and the segment posted a profit despite the slow recovery of spend per wedding.

As a result, net sales in the Wedding business totaled ¥22,987 million (up 89.7% year on year) and segment profit was ¥2,983 million (compared with a loss of ¥2,705 million a year earlier).

2) Hotel business

The number of hotel weddings held increased sharply to 1,152 (up 51.4% year on year) in the first nine months of fiscal 2022. Overnight occupancy rates and average charge per night are also recovering slowly as domestic customers and business demand gradually begins to return. However, recovery of demand from inbound tourists was limited by the easing of travel restrictions in stages, and the segment posted a loss.

As a result, net sales in the Hotel business totaled ¥9,425 million (up 35.4% year on year) and the segment loss was ¥2,059 million (compared with a ¥3,298 million loss a year earlier).

3) W&R business

In the first nine months of fiscal 2022, the number of visitors, net sales, and segment profit of the Beauty & Relax SPA-HERBS spa complex all exceeded those of the previous fiscal year; however, the British-style Queensway reflexology salons struggled to attract customers, resulting in a small increase in segment sales, and a loss despite a recovery in profitability.

As a result, net sales in the W&R business totaled ¥2,214 million (up 8.7% year on year) and segment loss was ¥263 million (compared with a loss of ¥373 million a year earlier).

(2) Analysis of Financial Condition

Assets, Liabilities, and Net Assets

Total assets as of September 30, 2022, the end of the first nine months of fiscal 2022, amounted to ¥88,586 million, a decrease of ¥2,315 million from the end of the previous fiscal year (December 31, 2021). This is mainly due to a decrease of ¥1,526 million from sales of marketable securities, and a decrease of ¥1,536 million in buildings and structures due to depreciation, respectively.

Total liabilities as of September 30, 2022 came to ¥66,714 million, a decrease of ¥3,545 million from the end of the previous fiscal year (December 31, 2021). The decrease mainly reflects an increase of ¥2,083 million in advances received due to orders picking up in the Wedding business, offset by

decreases of ¥2,690 million in long-term debt (including the current portion), ¥662 million in the issuance of bonds (including the current portion), and ¥2,155 million in Other under Current liabilities.

Net assets as of September 30, 2022 totaled ¥21,871 million, an increase of ¥1,230 million from the end of the previous fiscal year. This is mainly due to increases of ¥651 million in foreign currency translation adjustments and ¥493 million in deferred gain on derivatives under hedge accounting.

(3) Earnings Forecast for the Fiscal Year Ending December 31, 2022

There is no change to the consolidated earnings forecasts for the full fiscal year ending December 31, 2022 as announced in the Group's Consolidated Earnings Report for the Six Months ended June 30, 2022 released on August 10, 2022.

Note that as the impact of the COVID-19 pandemic is highly uncertain, the Company will promptly release any revisions to its consolidated results forecasts should this become necessary due to developments relating to the pandemic.

2. Quarterly Consolidated Financial Statements and Main Notes

(1) Consolidated Balance Sheets

(millions of yen)

		(Tillions of year)
	December 31, 2021	September 30, 2022
	Amount	Amount
Assets		
Current assets		
Cash and deposits	16,539	17,060
Accounts receivable - trade	1,000	1,021
Marketable securities	1,526	-
Merchandise	182	180
Raw materials and supplies	381	368
Other	1,192	1,563
Allowance for doubtful receivables	(31)	(32)
Total current assets	20,792	20,163
Fixed assets		
Tangible assets		
Buildings and structures, net	31,327	29,790
Land	12,276	13,164
Construction in progress	611	1,006
Other, net	1,633	1,392
Total tangible assets	45,847	45,354
Intangible assets		
Goodwill	1,732	1,474
Other	651	827
Total intangible assets	2,383	2,302
Investments and other assets		
Investment securities	6,361	6,165
Lease and guarantee deposits	7,369	7,261
Other	8,032	7,277
Allowance for doubtful receivables	(107)	(131)
Total investments and other assets	21,656	20,572
Total fixed assets	69,887	68,228
Deferred assets	221	193
Total assets	90,901	88,586

(millions of yen)

		(millions of yen)		
	December 31, 2021	September 30, 2022		
	Amount	Amount		
Liabilities				
Current liabilities				
Accounts payable - trade	1,726	1,998		
Short-term debt	500	-		
Current portion of long-term debt	11,291	7,135		
Current portion of bonds	2,154	964		
Income taxes payable	222	989		
Advances received	2,788	4,871		
Allowance for loss on shop closing	22	-		
Asset retirement obligations	277	34		
Other	5,543	3,388		
Total current liabilities	24,525	19,382		
Fixed liabilities				
Bonds	5,393	5,920		
Long-term debt	33,528	34,993		
Net defined benefit liability	393	429		
Provision for directors' retirement benefits	914	943		
Asset retirement obligations	4,529	4,592		
Other	975	453		
Total fixed liabilities	45,734	47,332		
Total liabilities	70,260	66,714		
Net assets				
Shareholders' equity				
Capital stock	472	472		
Capital surplus	634	634		
Retained earnings	20,933	20,929		
Treasury stock	(892)	(892)		
Total shareholders' equity	21,146	21,142		
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Accumulated other comprehensive income				
Net unrealized gain (loss) on available-for-sale securities	(38)	-		
Deferred gain (loss) on derivatives under hedge	(584)	(91)		
accounting	,	, ,		
Foreign currency translation adjustments	(64)	586		
Remeasurements of defined benefit plan	(6)	(7)		
Total accumulated other comprehensive income	(694)	487		
Non-controlling interests	189	241		
Total net assets	20,641	21,871		
Total liabilities and net assets	90,901	88,586		

(2) Consolidated Statements of Income and Comprehensive Income Consolidated Statements of Income

		(millions of yen)
	Nine months ended	Nine months ended
	September 30, 2021	September 30, 2022
	Amount	Amount
Net sales	21,116	34,627
Cost of sales	19,260	24,371
Gross profit (loss)	1,856	10,255
Selling, general and administrative expenses	9,270	10,634
Operating income (loss)	(7,413)	(378)
Non-operating income		
Interest income	87	26
Gain on investments in silent partnership	175	152
Subsidy income	508	1,292
Foreign exchange gains	358	1,794
Other	151	95
Total non-operating income	1,281	3,361
Non-operating expenses		
Interest expenses	343	353
Loss on investments in capital	121	152
Share of loss of entities accounted for using equity	126	20
method	136	38
Other	131	280
Total non-operating expenses	732	824
Ordinary income (loss)	(6,864)	2,158
Extraordinary income		
Gain on sales of fixed assets	0	0
Gain on sales of memberships	-	3
Total extraordinary income	0	3
Extraordinary loss		
Loss on disposal of fixed assets	24	0
Loss on sales of investment securities	-	98
Other	3	13
Total extraordinary loss	28	112
Profit (loss) before income taxes	(6,892)	2,049
Income taxes	(1,014)	1,759
Profit (loss)	(5,877)	290
Profit (loss) attributable to non-controlling interests	0	2
Profit (loss) attributable to owners of the parent	(5,877)	287
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Consolidated Statements of Comprehensive Income

	•	(millions of yen)
	Nine months ended	Nine months ended
	September 30, 2021	September 30, 2022
	Amount	Amount
Profit (loss)	(5,877)	290
Other comprehensive income		
Net unrealized gain (loss) on available-for-sale securities	(9)	38
Deferred gain (loss) on derivatives under hedge accounting	(5)	493
Foreign currency translation adjustments	131	311
Remeasurements of defined benefit plan	(0)	(1)
Share of other comprehensive income of entities accounted for using equity method	120	389
Total other comprehensive income	236	1,231
Comprehensive income	(5,641)	1,521
(Breakdown)		_
Comprehensive income attributable to owners of the parent	(5,655)	1,469
Comprehensive income attributable to non- controlling interests	14	52

(3) Notes on Quarterly Consolidated Financial Statements (Note on the Going-concern Assumption)

Not applicable

(Note on Significant Changes in the Amount of Shareholders' Equity)

Not applicable

(Application of Specific Accounting Methods for the Preparation of Quarterly Consolidated Financial Statements)

(Simplified accounting methods)

- Calculation method for depreciation of fixed assets
 Depreciation expenses for assets to which the declining-balance method is applied are calculated by allocating a quarterly proportion of the amount for the full fiscal year.
- 2) Calculation method for deferred tax assets and deferred tax liabilities Regarding judgments on the amount of recoverable deferred tax assets, the Company has determined that there have been no significant changes in the economic environment or emergence of temporary differences since the end of the previous fiscal year, and therefore the calculations are based on future earnings forecasts from the previous fiscal year and tax planning methods.

(Special accounting treatments)

Calculation of taxes

The Company calculates tax liabilities by producing a reasonable estimate of the effective tax rate after applying tax-effect accounting to profit (loss) before income taxes for the fiscal year, which encompasses the third quarter ended September 30, 2022, and then multiplying profit (loss) before income taxes by this estimated effective tax rate. In cases where this estimated effective tax rate cannot be used, the statutory effective tax rate is used.

(Changes in Accounting Policies)

(Application of Accounting Standard for Revenue Recognition, etc.)

The "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020) and related guidelines have been applied from the beginning of the first quarter of fiscal 2022. In line with this, revenue is recognized upon the transfer of control for the promised goods or services to customers in an amount that reflects the consideration which they expect to receive in exchange for those goods or services.

The major changes due to the application of the Accounting Standard for Revenue Recognition, etc. are as follows.

1) Revenue recognition related to the Wedding business Regarding the recognition of revenue related to the Wedding business, revenue had previously been recognized on the date on which the wedding ceremony or banquet was held, but from the beginning of the first quarter of fiscal 2022, the recognition method has been changed so that revenue is recognized for certain transactions at the point in time when the handover of the goods or the delivery of the goods has been completed.

- 2) Revenue recognition related to the Hotel business Regarding the recognition of revenue related to the Hotel business, revenue had previously been recognized for each night stayed by the customer, but from the beginning of the first quarter of fiscal 2022, the recognition method has been changed so that revenue is recognized in line with the progress made in the provision of services.
- 3) Revenue recognition related to bonus points Regarding the recognition of revenue related to the W&R business, bonus points awarded to customers at the time of sales had previously been recognized as selling, general and administrative expenses, but from the beginning of the first quarter of fiscal 2022, the recognition method has been changed so that they are recognized as performance obligations and the transaction price is allocated to the performance obligations based on the stand-alone selling price calculated considering the expected forfeiture rate, etc. of the bonus points.

In the application of the Accounting Standard for Revenue Recognition, etc., in accordance with the transitional treatment set forth in the proviso of Paragraph 84 of the Accounting Standard for Revenue Recognition, the cumulative effect of retrospective application of the new accounting policies prior to the beginning of the first quarter of fiscal 2022 was added to or subtracted from retained earnings at the beginning of the first quarter of fiscal 2022. However, based on the method set forth in Paragraph 86 of the Accounting Standard for Revenue Recognition, the new accounting policies have not been retrospectively applied to the contracts in which almost all of the revenue amount had been recognized prior to the beginning of the first quarter of fiscal 2022 in accordance with the previous treatment. In addition, based on supplementary provision (1), Paragraph 86 of the Accounting Standard for Revenue Recognition, regarding contracts modified prior to the beginning of the first quarter of fiscal 2022, accounting treatment has been implemented based on the contract conditions made after reflecting all the modifications to the contracts, and the cumulative effects are added to or subtracted from retained earnings at the beginning of the first quarter of fiscal 2022.

As a result, for the nine months ended September 30, 2022, net sales decreased by ¥47 million; cost of sales increased by ¥3 million; selling, general and administrative expenses decreased by ¥11 million; and operating income, ordinary income and profit before income taxes decreased by ¥39 million, respectively. In addition, the balance of retained earnings at the beginning of the year decreased by ¥291 million.

Additionally, based on the transitional treatment set forth in Paragraph 89-2 of the Accounting Standard for Revenue Recognition, comparative information for the previous fiscal year has not been restated to reflect the new method of presentation. Furthermore, in accordance with the transitional treatment set forth in Paragraph 28-15 of the "Accounting Standard for Quarterly Financial Reporting" (ASBJ Statement No. 12, March 31, 2020), information on the disaggregation of revenue arising from contracts with customers for the nine months ended September 30, 2021 is not presented.

(Application of "Accounting Standard for Fair Value Measurement," etc.)

The "Accounting Standard for Fair Value Measurement" (ASBJ Statement No. 30, July 4, 2019) and related guidelines have been applied from the beginning of the first quarter of fiscal 2022. In accordance with the transitional treatment set forth in Paragraph 19 of the Accounting Standard for Fair Value Measurement and Paragraph 44-2 of the "Accounting Standard for Financial Instruments" (ASBJ Statement No. 10, July 4, 2019), the new accounting policies set forth in the Accounting Standard for Fair Value Measurement, etc., have been prospectively applied. These changes have no impact on the quarterly consolidated financial statements.

(Additional Information)

There are no significant changes to the assumptions regarding the impacts of the COVID-19 pandemic stated under "Additional Information" of the Consolidated Earnings Report for the Fiscal Year ended December 31, 2021.

However, given the many uncertainties surrounding the impacts of the pandemic, the Group's financial position and the operating results for the fiscal year ending December 31, 2022 could be significantly affected, in the event that social and economic activities stall due to the further spread of infections.

(Segment Information)

- I. Nine months ended September 30, 2021 (January 1 to September 30, 2021)
 - 1. Net sales and income/loss by reportable segment

(millions of yen)

	Reportable segment							
	Wedding business	Hotel business	W&R business	Total	Adjustments (note 1)	Amount recorded on consolidated statements of income (note 2)		
Net sales								
Sales to outside	12,120	6,958	2,037	21,116		21,116		
customers	12,120	0,936	2,037	21,110	_	21,110		
Inter-segment sales	792	194	26	1,013	(1,013)			
and transfers	192	134	20	1,013	(1,013)			
Total	12,913	7,152	2,064	22,130	(1,013)	21,116		
Segment loss	(2,705)	(3,298)	(373)	(6,376)	(1,037)	(7,413)		

- Notes: 1. Minus 1,037 million yen adjustments for the segment loss include 25 million yen elimination of intersegment sales and minus 1,062 million yen corporate expenses that are not allocated to each reportable segment. The main component of these unallocated corporate expenses is general and administrative expenses that are not attributable to reportable segments.
 - 2. Segment loss adjustments are based on operating loss reported on the quarterly consolidated statements of income for the corresponding period.
 - 2. Impairment loss on fixed assets or goodwill by reportable segment Not applicable

- II. Nine months ended September 30, 2022 (January 1 to September 30, 2022)
- 1. Net sales and income/loss by reportable segment and information on the disaggregation of revenue (millions of yen)

_	Reportable segment					Amount	
	Wedding business	Hotel business	W&R business	Total	Adjustments (note 1)	recorded on consolidated statements of income (note 2)	
Net sales							
Revenue from contracts with customers	22,907	9,425	2,214	34,547	-	34,547	
Other revenue	80	-	-	80	-	80	
Sales to outside customers	22,987	9,425	2,214	34,627	-	34,627	
Inter-segment sales and transfers	1,287	680	24	1,992	(1,992)	-	
Total	24,275	10,105	2,239	36,620	(1,992)	34,627	
Segment income (loss)	2,983	(2,059)	(263)	659	(1,038)	(378)	

- Notes: 1. Minus 1,038 million yen adjustments for the segment income or loss include a 67 million yen elimination of inter-segment sales and minus 1,105 million yen in corporate expenses that are not allocated to each reportable segment. The main component of these unallocated corporate expenses is general and administrative expenses that are not attributable to reportable segments.
 - 2. Segment income or loss adjustments are based on operating income reported on the quarterly consolidated statements of income for the corresponding period.
 - 2. Impairment loss on fixed assets or goodwill by reportable segment Not applicable
 - 3. Matters related to changes in reportable segments, etc. (Application of Accounting Standard for Revenue Recognition, etc.) As stated in Changes in Accounting Policies, due to changes in accounting treatment for revenue recognition as a result of the application of the Accounting Standard for Revenue Recognition, etc., similar changes have been made to the method of calculating segment income/loss. As a result of this change, for the nine months ended September 30, 2022, net sales decreased by ¥26 million in the "Wedding business," by ¥7 million in the "Hotel business" and by ¥12 million in the "W&R business", respectively.

(Revenue Recognition)

Information on the disaggregation of revenue from contracts with customers is as stated in "Notes on Quarterly Consolidated Financial Statements (Segment Information)".

3. Supplementary Information (Weddings Held and Orders Received)

1) Number of weddings held

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	Nine months ended	Nine months ended	Year ended	
	September 30, 2021	September 30, 2022	December 31, 2021	
Segment	Number of weddings	Number of weddings	Number of weddings	
	held (cases)	held (cases) held (cases)		
Wedding business	4,376	7,351	7,084	
Hotel business	761	1,152	1,259	
Total	5,137	8,503	8,343	

2) Wedding orders received

	Nine months ended September 30, 2021		Nine months ended September 30, 2022		Year ended	
					December 31, 2021	
	Orders	Order	Orders	Order	Orders	Order
Segment	received	backlog	received	backlog	received	backlog
	(cases)	(cases)	(cases)	(cases)	(cases)	(cases)
Wedding business	5,580	7,542	7,667	7,323	7,753	7,007
Hotel business	1,006	1,423	1,191	1,260	1,302	1,221
Total	6,586	8,965	8,858	8,583	9,055	8,228