

Summary of the Fiscal Year Ended December 31, 2021



Financial Results for the Fiscal Year Ended December 31, 2021

Overview

- The business environment continued to be severe with the intermittent declarations of State of Emergency
- ◆ A business plan was formulated and pursued to deal with the issues exposed by the prolonged COVID-19 pandemic

<lssues exposed by the COVID-19 pandemic>

- ➤ <u>Dependence on the WHG Business</u>

 The decline in revenue from the WHG Business accelerated the deterioration of financial results of the entire company
- Delayed improvement of main businesses

 Decline in the Chinzanso brand, delayed launch of Hakone
 Kowakien, and failure to cast off low profitability due to
 unutilized assets
- Inadequate response to unprofitable businesses

Delays in withdrawals and closures, review of openings and contracts

<Major strategies of business plan>

[I] Promotion of structural reform

Raising the profit ratio through cost-cutting and measures for unprofitable businesses

[II] Review of the business portfolio
Reinforcing marketing/branding

Reinforcing Chinzanso and Hakone Kowakien businesses

[III] <u>Strengthening the management control</u> structure

Clarifying the strategies and processes to achieve the business plan

Measures for Capital and Funds

- Improvements made in the financial position, an urgent issue of the Company
 - √ Sold assets, including Taiko-En
 - √ Issued preferred shares through third-party allotment

	End of 2020	End of 2021
Net assets	¥1.34 billion	¥28.83 billion
Equity ratio	1.2%	25.4%

[Strategy I] Promotion of structural reform

- Carry out measures to reduce labor costs, including reduction of officers' remuneration, no payment of employee bonuses, reduction of employee salaries (until August 2021), early voluntary retirement (March 2021), and internalization of outsourced duties
- Reduce fixed operating costs through cost reductions, including negotiation of rent reductions

 Reduced fixed operating costs by 13% year on year (See P.5)
- Scale back unprofitable businesses through winding-up and consolidation of restaurants, etc.
 (Closed 8 facilities, including those with contracts expired)

[Strategy II] Review of the business portfolio

- Changes to WHG Business operation systems, review of contracts, and strengthening of franchise roll-out
- ◆ Commence construction of Hakone Hotel Kowakien as part of the Hakone Kowakien redevelopment (scheduled to open in July 2023)
- ◆ Carry out projects that take maximum advantage of the charm of the garden at Hotel Chinzanso Tokyo, which will mark the 70th anniversary of its opening in November 2022

[Strategy III]
Strengthening the
management
control
structure

Strengthen control through re-organization of tools and systems for managing progress of the measures

Statements of Income



Achieved a 13% reduction in fixed operating costs from the previous year due to steady progress in structural reforms

Despite a 6.7% increase in revenue year-on-year, operating loss contracted by 34% (¥7.0 billion) substantively from

the p	revious year (Million yen)	2021 Actual	2020 Actual	YoY	Substantive YoY*1	<ref.> 2019 Actual*²</ref.>	Main difference factors
Net sa	les	28,433	26,648	1,785	-	68,960	
	WHG Business	10,434	10,355	78	-	37,629	Jan. to Mar. (5,501)
	Luxury & Banquet Business	12,441	9,897	2,544	_	22,388	Apr. to Jun. +4,815 Jul. to Sep. +2,208
	Resort Business	3,749	4,220	(471)	_	5,790	Oct. to Dec. +264
	Other	1,809	2,175	(366)	_	3,151	
Opera	ting profit (loss)	(15,822)	(20,611)	4,789	7,078	280	Reduction of labor expenses and costs by
	WHG Business	(12,095)	(13,669)	1,574	2,815	2,254	carrying out early voluntary retirement,
	Luxury & Banquet Business	(1,867)	(4,716)	2,849	3,468	(65)	reduction of officers'
	Resort Business	(1,126)	(769)	(356)	39	(939)	remuneration and employee salaries, non-
	Other	(733)	(1,455)	721	755	(969)	payment of bonuses, internalization of outsourced duties, etc.
Ordina	ary profit (loss)	(16,542)	(20,930)	4,388	6,677	401	
	Extraordinary income	37,088	3,824	33,263	33,263	285	Gain on sales of non- current assets
	Extraordinary losses	3,388	6,067	(2,679)	(390)	1,207	Impairment loss due to withdrawal, etc.
	Income taxes	4,482	(745)	5,228	_	(236)	
Profit of pare	(loss) attributable to owners ent	12,675	(22,427)	35,103	_	(285)	

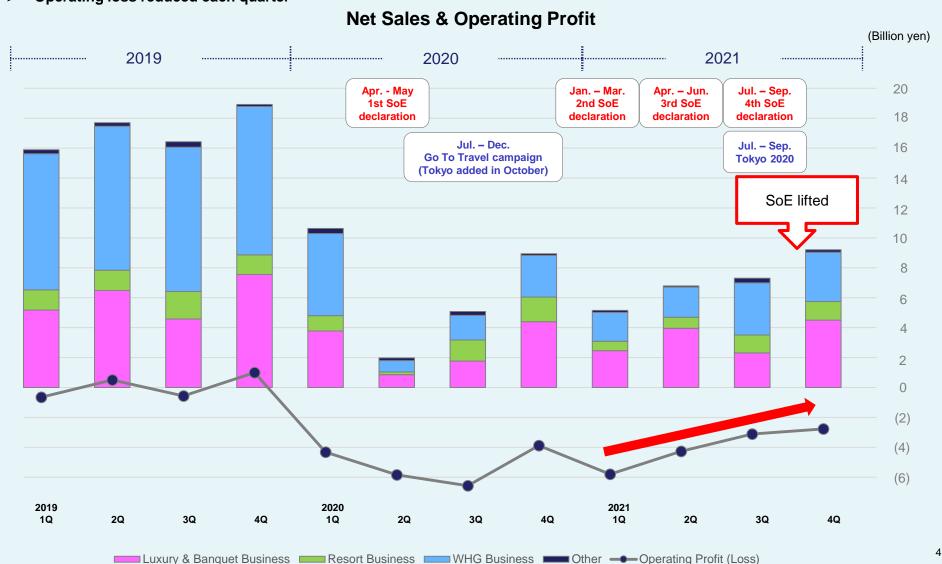
^{*1} Substantive YoY: The fixed costs of ¥2,289 million during the suspension of operations were transferred to extraordinary losses in 2Q 2020, so the comparison is to the results before the transfer.

^{*2} Due to changes in some segments to which sales facilities belong in accordance with organizational changes, the segment information for FY2019 is stated based on the segments after the change.



Financial Results for the Fiscal Year Ended December 31, 2021

- ➤ With the lifting of the State of Emergency (SoE) declaration, accommodation demand recovered in 4Q, mainly on consecutive holidays and weekends.
- Operating loss reduced each quarter





➤ Continued to carry out measures to reduce expenses and labor costs from 2020

Cost reduction

- Internalized previously outsourced duties such as room cleaning
- Negotiated rent reductions, etc.

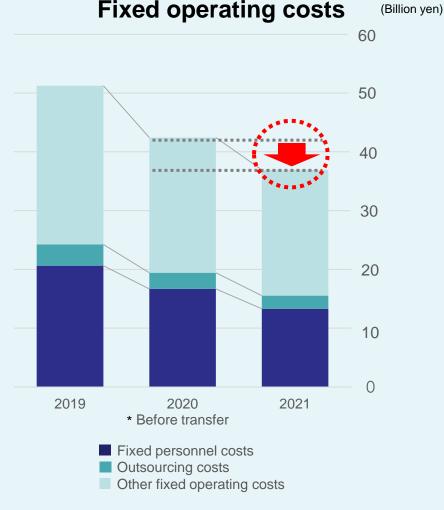
Labor cost reduction

- **♦** Carried out early voluntary retirements
- Reduced officers' remuneration and employee salaries, non-payment of bonuses
- Consolidated WHG business sales and reservation operations, etc.

YoY Change

Fixed personnel costs: Down ¥3.3 billion
Outsourcing costs: Down ¥0.5 billion

Fixed operating costs overall fell 13% (¥5.4 billion)



^{*} Because fixed costs of ¥2,289 million during the suspension of operations were transferred to extraordinary losses in 2020, the comparison is to the results before the transfer

WHG Business (1)

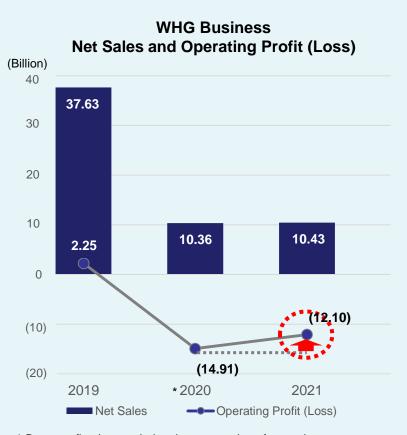


- Despite capturing new needs such as long stays, remote work, and temporary (residence track) stays for people entering/re-entering Japan, the Company was unable to compensate for the disappearance of inbound tourism demand
- Efficiency improvements and cost reductions through consolidation of sales and reservation operations led to a substantive year-on-year 19% (¥2.8 billion) contraction of operating loss

2021 Full Year WHG Business Operatinal Indicators
Comparison with 2020 and 2019

	Compared with 2020 ADR Occupancy Rate		Compared with 2019	
			ADR	Occupancy Rate
Total	(17.4)%	+4.6pt	(43.4)%	(47.3) pt
Tokyo	(22.8)%	+7.1pt	(50.8)%	(50.6) pt
Other than Tokyo	(12.4)%	+2.5pt	(33.5)%	(43.6) pt

ADR: Average Daily Rate Excludes facilities not operating as normal (those provided to national/local governments, etc.)



^{*} Because fixed costs during the suspension of operations were transferred to extraordinary losses in 2020, the comparison is to the results before the transfer

Tokyo

WHG Business (2)



- Captured Tokyo 2020 Olympic and Paralympic Games-related use in 3Q, leading to improvement in occupancy rates and ADR of properties in the Tokyo metropolitan region
- Opened HOTEL TAVINOS Kyoto on July 30 and Hotel Gracery Taipei on September 14
- Made Kansai Airport Washington Hotel a franchise property and added Kansai Airport Izumiotsu
 Washington Hotel

Provided three hotels as recovery accommodation facilities at request of national and local governments Yokohama Isezakicho Washington Hotel (Sep. 2020 - Nov. 2021) Tokyo Bay Ariake Washington Hotel Hotel Gracery Shinjuku (Yen) (Dec. 2021 -) **ADR & Occupancy Rates** 10,000 70% 60% 8,000 50% 6,000 40% 30% 4,000 20% 2,000 10% 0 0% 2021 2Q 3Q 4Q 1Q Occupancy Rate Occupancy Rate Occupancy Rate ADR **ADR Total** ADR Tokyo

other than Tokyo

other than Tokyo

Luxury & Banquet Business (1)



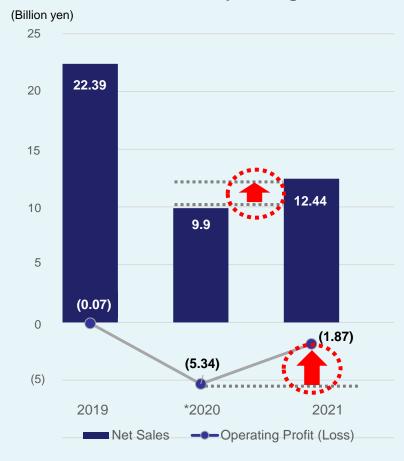
Wedding and golf businesses are on track to recovery, with net sales up 25% year on year and operating loss contracting 65% substantively year on year

2021 Full Year Luxury & Banquet Business Net Sales by Business Comparison with 2020 and 2019

	Compared with 2020	Compared with 2019
Accommodation	+28.4%	(32.7)%
Wedding	+58.2%	(37.9)%
Banquet	(34.6)%	(81.6)%
Restaurant	+1.4%	(37.9)%
Other	24.8%	(0.1)%

Of which, golf business +24.7% compared with 2020 (1.3)% compared with 2019

Luxury & Banquet Business Net Sales & Operating Profit



^{*} Because fixed costs during the suspension of operations were transferred to extraordinary losses in 2020, the comparison is to the results before the transfer

Luxury & Banquet Business (2) Hotel Chinzanso Tokyo



Financial Results for the Fiscal Year Ended December 31, 2021

- Effectiveness of development of products related to "Tokyo Sea of Clouds" and "Forest Aurora" garden projects contributed to improvement in ADR
- Increase in weddings held, including those postponed from 2020, resulted in an 88% increase year on year in net sales for wedding business
- ▲ Corporate banquets remain sluggish
 2021 Full Year Hotel Chinzanso Tokyo Operational Indicators
 Comparison with 2020 and 2019

	Compared with 2020		Compared with 2019	
Accommodation .	ADR	Occupancy Rate	ADR	Occupancy Rate
	+9.4%	+1.4pt	+23.4%	(35.0)pt
Wedding	Sales per user	Guests	Sales per user	Guests
Wedding	+8.6%	+8.6% +78.1%		(52.6)%
Banquet	Sales per user	Guests	Sales per user	Guests
Danquet	+27.8%	(47.9)%	+26.2%	(87.3)%

2021 Full Year Hotel Chinzanso Tokyo Net Sales by Business Comparison with 2020 and 2019

	Compared with 2020	Compared with 2019
Accommodation	+28.4%	(32.7)%
Wedding	+87.8%	(29.2)%
Banquet	(22.2)%	(78.9)%
Restaurant	+1.6%	(42.6)%

■ 3-Year Garden Project Toward the 70th Anniversary (Nov. 2022)



Forest Aurora



Camellia Picture Scroll



Night Blossom Viewing & Sea of Clouds

As well as these, abundant nature and garden production effects, such as a joint performance with fireflies and the "Tokyo Sea of Clouds," have been used to create seven exquisite scenes throughout the year that can only be experienced at this hotel.

Resort Business



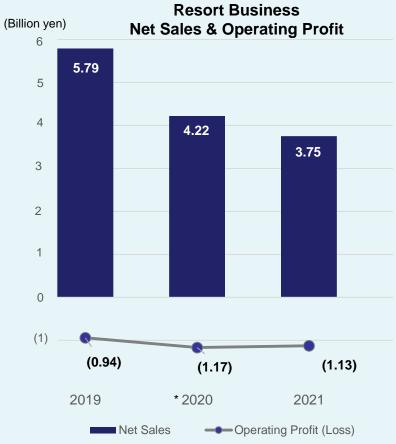
- Despite the Hakone Kowakien Ten-yu occupancy rates and ADR decreasing on the previous year, high-value added products were effective in securing sales per user on par with the previous year (Go To Travel Campaign was conducted in 2020)
- At Hakone Kowakien Yunessun, introduction of advance reservation system and self-pay machines eased congestion, ensuring safety and security
- In the redevelopment of Hakone Kowakien, which is part of our growth strategy, construction started on Hakone Hotel Kowakien with the aim to open in July 2023
- With an increase in demand for outdoor activities, the "Fujino Kirameki Fuji Gotenba" glamping facility performed solidly

2021 Full Year Hakone Kowakien Ten-yu Operational Indicators Comparison with 2020 and 2019

Compared with 2020		Compared	with 2019
ADR	Occupancy Rate	ADR	Occupancy Rate
(3.7)%	(12.7)pt	(0.5)%	(29.0)pt

2021 Full Year Hakone Kowakien Yunessun Operational Indicators Comparison with 2020 and 2019

Compared with 2020		Compared	with 2019
Visitors	Sales per Person	Visitors	Sales per Person
+5.6%	(8.3)%	(40.8)%	(5.8)%



^{*} Because fixed costs during the suspension of operations were transferred to extraordinary losses in 2020, the comparison is to the results before the transfer

Sales by Business and Operational Indicators for Main Facilities



2021 Full Year Net Sales by Business

(Million yen)	Business	Net Sales (actual)	YoY
WHG	Accommodation	8,857	453
WING	Other	1,576	(375)
	Accommodation	1,533	338
	Wedding	6,412	2,360
Luxury & Banquet	Banquet	902	(478)
Danquet	Restaurant	2,112	28
	Other	1,479	294
	Accommodation	2,716	(34)
Resort	Day trip and leisure	865	(9)
	Other	166	(427)

[Reference] 2021 4Q (Oct. to Dec.) Operational Indicators YoY Comparison

Accommodation	business	ADR	Occupancy Rate
	Total	(1.8)%	+10.6pt
WHG	Tokyo	(1.7)%	+12.3pt
	Other than Tokyo	(1.2)%	+8.3pt
Hotel Chinzanso Tokyo		(1.0)%	(13.0)pt
Hakone Kowakien Ten-yu		(11.3)%	(26.1)pt

Wedding and banquet businesses	Wedding: sales per user	Wedding: guests	Banquet: sales per user	Banquet: guests
Hotel Chinzanso Tokyo	(7.3)%	+68.8%	+12.7%	+16.4%

Day trip and leisure businesses	Visitors	Sales per person
Hakone Kowakien Yunessun	+17.3%	(9.3%)

Balance Sheets



*Issuance of Class A Preferred shares to

DBJ Food & Beverage and Accommodation Support Fund

- ➤ Procured funds and capital through sale of assets and issuance of preferred shares by third-party allotment*
 - Posted extraordinary income of ¥33.3 billion from sale of Taiko-En

• Secured ¥15.0 billion in capital funds (source funds for growth investments and structural reform, operating capital)

Simultaneously conducted capital reduction of ¥0.1 billion

	End of 2019	End of 2020	End of 2021
Net assets	¥26.43 billion	¥1.34 billion	¥28.83 billion
Equity ratio	25.4%	1.2%	25.4%

	Equity ratio	25.4%	1.2%		25.4%		(Million yen)
	<assets></assets>	Dec. 2021	Dec. 2020		YoY	Main	difference factors
	Total current assets	44,276	10,149		34,126	Capital increase a due to asset sale ¥3.7 billion → ¥38	
	Total non-current assets	68,486	86,446		(17,959)	Decrease due to sinvestment securi	sale of assets (Taiko-En, ties)
	Total assets	112,762	96,595		16,166		
<l< th=""><th>iabilities and net asset</th><th>s> Dec. 2021</th><th>Dec. 2020</th><th></th><th>YoY</th><th>Main</th><th>difference factors</th></l<>	iabilities and net asset	s> Dec. 2021	Dec. 2020		YoY	Main	difference factors
	Total current liabilities	23,935	25,197		(1,261)		
	Total non-curren	t 59,993	70,051		(10,057)	Decrease due to	repayment of borrowings, etc.
	Total liabilities	83,929	95,248		(11,319)		
	Total net assets	28,833	1,347		27,486	(later conducted of to other capital su	capital and legal capital surplus capital decrease and transferred irplus) ed earnings due to sale of assets
	Total liabilities and net assets	112,762	96,595		16,166		

Statements of Cash Flows



- ➤ Cash flows from operating activities were a net outflow of ¥16.3 billion in a severe business environment
- ➤ As a result of sales of non-current assets and issuance of preferred shares by third-party allotment*, the balance of cash and cash equivalents at the end of the fiscal year increased by ¥34.9 billion compared with the end of the previous fiscal year
 - * Issuance of Class A preferred shares to DBJ Food & Beverage and Accommodation Support Fund Investment Business Limited Partnership (¥15.0 billion yen)

(million yen)

	2021 Actual	2020 Actual	YoY
Cash flows from operating activities	(16,302)	(17,069)	766
Cash flows from investing activities	42,890	(2,412)	45,302
Free cash flows	26,587	(19,482)	46,069
Cash flows from financing activities	8,319	19,831	(11,512)
Balance of cash and cash equivalents at end of fiscal year	38,619	3,697	34,921

Business Performance Forecast for the Fiscal Year Ending December 31, 2022



- ➤ We have considered the impact of the Omicron variant in Japan in 1Q and envisage a moderate recovery (up around 10% on 2019) of inbound business in 3Q, but with the continued reductions of fixed operating costs and the implementation of measures in preparation for recovery of demand after the lifting of semi-state of emergency COVID-19 measures, we forecast a ¥10 billion improvement in both net sales and profit compared with 2021
- ➤ The Company will transition from the First Section of the Tokyo Stock Exchange to the Prime Market in April 2022

(Million yen)

		Six Months Ended/Ending Jun. 30			Year Ended/Ending Dec. 31			
		2022	2021 Actual	YoY	2022	2021 Actual	YoY	
Net Sales		16,600	11,928	4,671	39,800	28,433	11,366	
	WHG Business	6,900	3,799	3,100	18,000	10,434	7,565	
	Luxury & Banquet Business	5,600	5,957	(357)	13,000	12,441	558	
	Resort Business	2,100	1,345	754	4,800	3,749	1,050	
	Other	2,000	826	1,173	4,000	1,809	2,190	
Operating Profit (Loss)		(4,600)	(10,056)	5,456	(6,000)	(15,822)	9,822	
	WHG Business	(2,900)	(7,310)	4,410	(4,100)	(12,095)	7,995	
	Luxury & Banquet Business	(800)	(1,486)	686	(600)	(1,867)	1,267	
	Resort Business	(400)	(880)	480	(700)	(1,126)	426	
	Other	(500)	(378)	(121)	(600)	(733)	133	
Ordi	nary Income (Loss)	(4,600)	(10,344)	5,744	(6,200)	(16,542)	10,342	
Prof	t (loss)	(4,600)	19,400	(24,000)	(5,900)	12,675	(18,575)	

Major Measures for the Fiscal Year Ending December 31, 2022 (Overall)



Financial Results for the Fiscal Year Ended December 31, 2021

➤ We will implement one of the major strategies under our business plan to build a management control structure enabling swift decision-making, while promoting structural reform to minimize the impact of the COVID-19 pandemic and maximize earnings after the pandemic has been contained. Concurrently, we will review our business for future sustainable growth and earnings expansion. In 2022, we attach priority to the two initiatives below.

Launch a new membership program, "THE FUJITA MEMBERS" in April



- Overhaul the "Fujita Kanko Group Members Card" membership program and relaunch it as "THE FUJITA MEMBERS" program on April 11, 2022
- Offer more individualized products and information through the registration of additional customer information
- Strengthen connections with customers to enhance effectiveness of digital marketing measures and promote DX

Completely revise the human resource system based on jobs and introduced it in April

- Eliminate current seniority-based elements and overhaul job criteria system to reward people who
 continue to reform the Company, products and themselves and take on challenges and people who have
 produced results, by paying them better, giving them better conditions and advancing their careers
- Completely revise systems to introduce a multi-stream career track for generalists and experts, double-ladder system comprising conduct-based grades and job-based grades, and evaluation/wages systems, etc.

Major Measures for the Fiscal Year Ending December 31, 2022 (Businesses)



Financial Results for the Fiscal Year Ended December 31, 2021

➤ Each business will strive to increase added value and productivity as shared priorities

WHG Business

(1) Enhance sales capabilities: Sales promotions shared among all chains, including franchise hotels, consolidation of

sales and administrative operations into the headquarters, differentiation of breakfast

offerings, development of high value-added products, etc.

(2) Improve operational efficiency: Labor-saving efforts through mechanization, centralization, and standardization of

operations, etc.

Luxury & Banquet Business

(1) Strengthen products: Sale of high value-added and highly profitable products

(2) Enhance skills and capabilities: Strengthening of dining and customer service skills and planning capabilities to elevate

the Chinzanso brand

Resort Business

(1) Strengthen operations: Measures to increase added value of products and improve productivity by

strengthening of dining and guest room product appeal among others

(2) Promote Hakone redevelopment: Carry out measures to make use of underutilized and idle assets, e.g. rebuilding of

Hakone Hotel Kowakien, strengthening of Yunessun area functions



Shanghai



Financial Results for the Fiscal Year Ended December 31, 2021									
WHG Business				Resort Business		Luxury & Banquet Business			
< <lodging facilities="">> 36 properties, 10,827 rooms</lodging>			< <lodging facilities="">> 12 properties, 560 rooms</lodging>		< <lodging facilities="">> 1 property, 267 rooms</lodging>				
■ Washington Hotel (21 properties, 6,619 rooms)		■ Hotel Gracery (11 properties, 3,198 rooms)		(including 1 property scheduled to	• ′	Hotel Chin	zanso Tokyo		267 rooms
\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	,			Hakone Kowakien Ten-yu	150 rooms	<< Weddings and Banquets>> 3 properties			properties
Sendai	223 rooms	Sapporo	440 rooms	Hakone Kowakien Miyama Furin	15 rooms	Marryaid			
Shinjuku (Main Building)	1,280 rooms	Ginza	270 rooms	Hakone Kowakien Mikawaya Ryokan	25 rooms	Remercier	Motoujina		
Akihabara	369 rooms	Tamachi	216 rooms	Hakone Hotel Kowakien	150 rooms	The South	Harbor Resort		
Tokyo Bay Ariake	830 rooms	Asakusa	125 rooms	(Scheduled to open in July 2023)	130 1001113	<< Leisure facilities>> 1 property			
Yokohama Sakuragicho	553 rooms	Shinjuku	970 rooms	Ito Kowakien	50 rooms	Camellia F	lills Country Clu	ıb	
Urawa	140 rooms	Kyoto Sanjo (North)	97 rooms	Ito Ryokuyu	7 rooms		<restaurants></restaurants>	2 properti	es
Hiroshima	266 rooms	Kyoto Sanjo (South)	128 rooms	Fujino Kirameki Fuji Gotemba	19 rooms		of Tokyo Ito Inte	ernational F	Research
Canal City Fukuoka	423 rooms	Osaka Namba	170 rooms	Nordisk Village Goto Islands	12 rooms		staurant [MC]		
Yamagata Nanokamachi [FC]	213 rooms	Naha	198 rooms	Hakuiukan. Shinzen-no-vado. Meiji University Shikonkan [MC]		i Foresta C	hinzanso		
Yamagata Eki Nishiguchi [FC]	100 rooms	Seoul	336 rooms	Eihei-ji Temple Yuqawara Onsen Chitose [MC] 38 rooms		Membership-based Resort Hotels			
Aizu Wakamatsu [FC]	154 rooms	Taipei	248 rooms	Hotel Yamanami [MC] 26 rooms		< <lodging facilities="">> 7 properties, 460 rooms</lodging>			
Koriyama [FC]	184 rooms			Towada Hotel [Business 50 rooms		■ Wisterian Life Club			
Iwaki [FC]	148 rooms	■ Hotel Fujita (1 property	y, 354 rooms)	alliance]		Verde No Mori 100 rooms			
Tachikawa [FC]	170 rooms	Fukui [FC]	354 rooms	< <restaurants>> 3 prope</restaurants>	rties				
Kisarazu [FC]	146 rooms			Akashiatei		Hakone	18 rooms	Atami	54 rooms
Tsubame Sanjo [FC]	103 rooms	■HOTEL TAVINOS (3 properties, 656	rooms)	Hakone Kowakien Soba Kihinkan		Usami	58 rooms	Toba	76 rooms
Kansai Airport [FC]	504 rooms	Hamamatsucho	188 rooms	Hakone Kowakien Teppan Shabu Geihinkan		Nojiriko	64 rooms		
Kanku Izumiotsu [FC]	151 rooms	Asakusa	278 rooms	< <leisure facilities="">> 3 properties</leisure>		Prominent Kurumayama Kogen 90 rooms		oms	
Takarazuka [FC]	135 rooms	Kyoto	190 rooms	Hakone Hotel Yunessun		Other Business			
Sasebo [FC]	190 rooms	Local subsidiarie		Hakone Kowakien Mori No Yu			g facilities>> 1	• • • • • • • • • • • • • • • • • • • •	214 rooms
Shinjuku (Annex Building) [MC]	337 rooms	representative o		Shimoda Aquarium		ISORAS C	IKARANG 214	+ rooms	
(Annex Building) [MC]	007 1001113	Shanghai							

Company Overview



Listed exchange	Tokyo Stock Exchange First Section				
Company name	FUJITA KANKO INC.	CANKO INC.			
Stock code	9722				
Share unit	Ordinary shares: 100 share	Ordinary shares: 100 shares			
Share unit	Class A preferred shares: 1 share				
Fiscal year	January 1 to December 31 of each year				
Record date	December 31				
Ex-dividend dates (ordinary shares)	December 31, and June 30 when interim dividends are issued				
Annual shareholders meeting	March of each year				
Total number of issued shares	Ordinary shares: 12,207,424 shares	Total: 12 207 574 charge			
Total number of issued shares	Class A preferred shares: 150 shares	Total: 12,207,574 shares			
Total and the first state of	Ordinary shares: 44,000,000 shares	T. () 44 000 450 d			
Total number of authorized shares	Class A preferred shares: 150 shares Total: 44,000,150 share				
Fiscal term					