

WATABE WEDDING Briefing Materials on Consolidated Results for the Third Quarter Ended December 31, 2010

L Overview of Consolidated Results for the Nine Months Ended December 31, 2010

I-1. Overview of Consolidated Results

	Item	Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009	Change
	Net sales	39,263	40,029	Down 1.9%
	Gross profit	25,849	26,116	Down 1.0%
	Gross profit ratio	65.8%	65.2%	Up 0.6 points
а	Selling, general and deministrative expenses	24,138	24,253	Down 0.5%
	SG&A ratio	61.5%	60.6%	Up 0.9 points
	Operating income	1,711	1,862	Down 8.1%
	Operating income ratio	4.4%	4.7%	Down 0.3 points
	Ordinary income	1,598	1,982	Down 19.4%
	Ordinary income ratio	4.1%	5.0%	Down 0.9 points
	Net income	724	906	Down 20.0%

(Millions of yen)

Plan for t Ending M	
53	3,100
35	5,400
	66.7%
33	,400
	62.9%
2	2,000
	3.8%
1	,900
	3.6%
	700

I-2. Overview of Consolidated Results (Mielparque/Existing)

(Millions of yen)

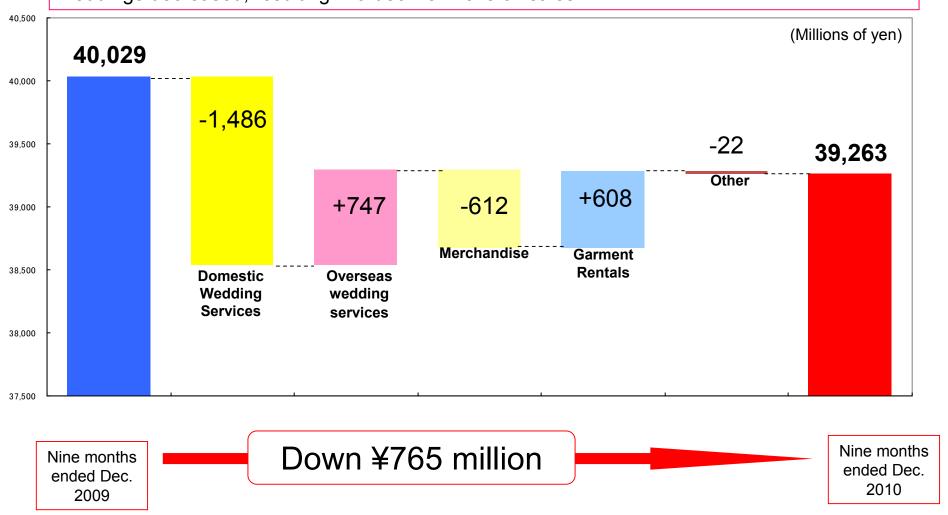
		Consoli	idated		· ·		
74		ı		Existing		Mielparque	
	Item	Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009	Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009	Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009
	Net sales	39,263	40,029	25,030	24,391	14,233	15,637
(Gross profit	25,849	26,116	16,123	15,894	9,726	10,221
	Gross profit ratio	65.8%	65.2%	64.4%	65.2%	68.3%	65.4%
	Selling, general nd administrative expenses	24,138	24,253	14,577	14,433	9,561	9,819
	SG&A ratio	61.5%	60.6%	58.2%	59.2%	67.2%	62.8%
	Operating income	1,711	1,862	1,546	1,461	164	401
	Operating income ratio	4.4%	4.7%	6.2%	6.0%	1.2%	2.6%
	Ordinary income	1,598	1,982	1,427	1,579	171	403
	Ordinary income ratio	4.1%	5.0%	5.7%	6.5%	1.2%	2.6%
		724	906				

II. Overview of Consolidated Results for the Nine Months Ended December 31, 2010

II-1. Net Sales Factor Analysis (Year on Year)

■Net sales fell by 1.9% year on year

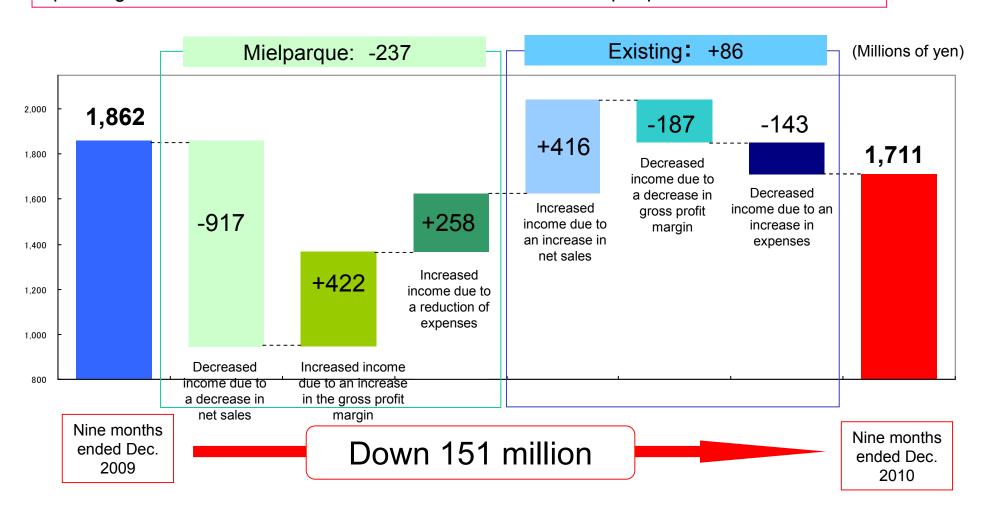
The increase in average spending on overseas weddings and the operation of our new facilities in Taiwan led to an increase in net sales from overseas weddings, but orders for Mielparque weddings decreased, resulting in a decline in overall sales.



II-2. Operating Income Factor Analysis (Year on Year)

■ Operating income fell 8.1% year on year

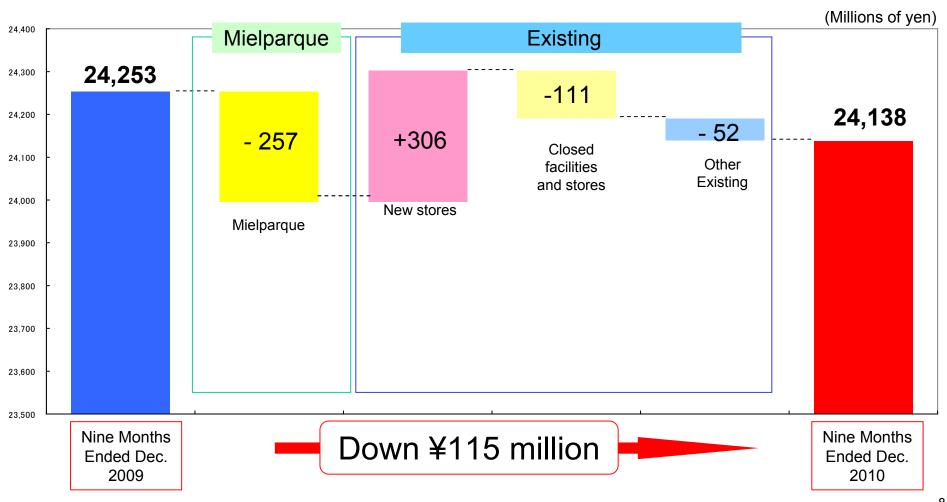
We made an effort to reduce expenses through the implementation of structural reforms, but operating income declined due to the decline in net sales of Mielparque.



II-3. SG&A Factor Analysis (Year on Year)

■ SG&A fell 0.5% year on year

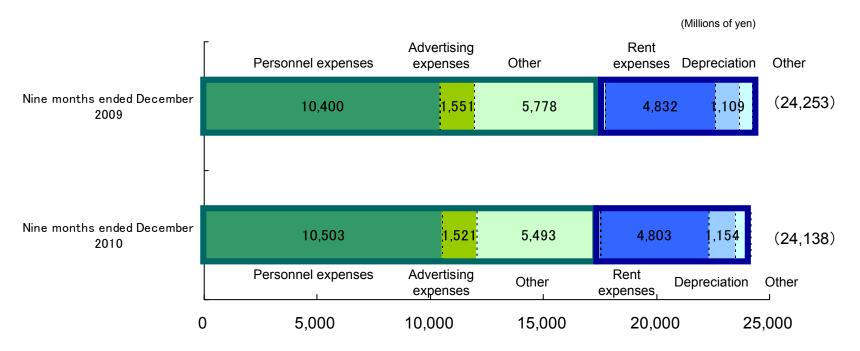
As a result of our structural reforms, SG&A decreased.



II-4. Selling, General and Administrative Expenses (Changes by Item)

Selling, general and administrative expenses





III. Overview of the Nine Months Ended December 30, 2010 by Business Category

III-1. Overview of P/L by Business Category (Year on Year)

(Millions of yen)

Net sales

Item	Nine Months Ended Dec. 2010		Nine Months Ended Dec. 2009		Change
Domestic Wedding Services	25,229	64.3%	26,715	66.7%	Down 5.6%
Overseas Wedding Services	7,011	17.9%	6,264	15.6%	Up 11.9%
Merchandise	2,540	6.5%	3,153	7.9%	Down 19.4%
Garment Rentals	3,762	9.6%	3,154	7.9%	Up 19.3%
Commissions	719	1.8%	741	1.9%	Down 3.0%
Net sales	39,263	100.0%	40,029	100.0%	Down 1.9%

Gross profit

			Gross Profit Ratio		Gross Profit Ratio	
	Domestic Wedding Services	16,436	65.1%	17,435	65.3%	Down 0.2 points
	Overseas Wedding Services	4,129	58.9%	3,855	61.5%	Down 2.6 points
	Merchandise	1,737	68.4%	1,893	60.1%	Up 8.3 points
	Garment Rentals	2,827	75.2%	2,189	69.4%	Up 5.8 points
	Commissions	719	100.0%	741	100.0%	
	Net sales	25,849	65.8%	26,116	65.2%	Up 0.6 points

III-2. Overview of P/L by Business Category

- Domestic Wedding Services

			Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009	Change
	t sales from Domestic Villions of yen)	Wedding Services	25,229	26,715	Down 5.6%
		Number of customers (Couples)	9,325	9,909	Down 5.9%
		In-house chapel facilities	32	30	Up 6.7%
Gr (Mi	oss profit from Domest illions of yen)	ic Wedding Services	16,436	17,435	Down 5.7%
		Gross profit ratio	65.1%	65.3%	Down 0.2 points
	Mielparque	Number of customers (Couples)	3,176	3,695	Down 14.0%
	*1	Average wedding spending (Thousands of yen)	2,224	2,187	Up 1.7%
	Meguro Gajoen	Number of customers (Couples)	1,181	1,225	Down 3.6%
	*1	Average wedding spending (Thousands of yen)	3,196	3,251	Down 1.7%
		Number of customers (Couples)	3,840	3,930	Down 2.3%
	Resort weddings *2	Average wedding spending (Thousands of yen)	791	817	Down 3.2%
	Including	Number of customers (Couples)	3,203	3,271	Down 2.1%
	Okinawa *2	Average wedding spending (Thousands of yen)	835	865	Down 3.5%
		Number of customers (Couples)	1,128	1,059	Up 6.5%
	Other	Average wedding spending (Thousands of yen)	2,416	2,264	Up 6.7%

New facilities	Number of customers (Couples)	98	0	+98
Closed facilities	Number of customers (Couples)	0	20	-20
Existing facilities	Number of customers (Couples)	9,227	9,889	-662

[Overview]

Net sales declined due to the decline in the number of customers for Mielparque and domestic resort weddings.

[Factors resulting in the decline in the number of customers]

- Mielparque
 The number of customers
 declined because our
 ability to attract customers
 decreased and so orders
 for weddings declined.
- Resort weddings
 The number of customers
 for Okinawa resort
 weddings declined due to
 the impact of the H1N1
 influenza outbreak during
 the order period.
- *1. The average spending in the Wedding Division was used as the average wedding spending for Mielparque and Meguro Gajoen.
- *2. A change has been made to the method used to calculate the average spending in Okinawa. The previous year's average spending has been recalculated using the same change to accommodate the change.

III-3. Overview of P/L by Business Category Overseas Wedding Services (1) Japanese Market

		Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009	Change
We	sales from Overseas dding Services ions of yen)	7,011	6,264	Up 11.9%
Gro We (Mill	oss profit from Overseas dding Services ions of yen)	4,129	3,855	Up 7.1%
0	verseas Wedding Services Gross profit ratio	58.9%	61.5%	Down 2.6 points
	Number of customers (Couples)	11,697	12,036	Down 2.8%
Ave	erage spending per couple (Thousands of yen)	563	520	Up 8.3%
	Hawaii	6,185	6,504	Down 4.9%
z	Micronesia	3,548	3,328	Up 6.6%
Number of customers	Oceania	711	913	Down 22.1%
er of	North America	134	137	Down 2.2%
cust	Europe	700	699	Up 0.1%
tome	Bali	419	452	Down 7.3%
S	Other	0	3	
	Total (Couples)	11,697	12,036	Down 2.8%
	Usage rate of in-house chapels	72.7%	77.3%	Down 4.6 point

[Overview]

The increase in average spending on overseas weddings and the operation of our new facilities in Taiwan led to an increase in net sales.

[Factors resulting in a decrease in the number of customers]

The number of couples handled in Guam increased due to the impact of the strong yen, but the total number of couples declined as a result of the closure of the chapel in Hawaii.

[Factors resulting in an increase of average wedding spending]

Average wedding spending increased as a result of increased usage of the Customer Support Center.

III-3. Overview of P/L by Business Category Overseas Wedding Services (2) Progress in East Asia Business

	Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009	Change			
East Asia 'Local' wedding so	East Asia 'Local' wedding service business					
Grace Hill Net sales (Millions of yen)	429		_			
Number of customers (Couples) *1	298	_	_			
Average wedding spending (Thousands of yen) *1	1,439		_			
East Asia Destination weddi	ng service busine	ss *2				
Number of customers: from overseas to overseas (Couples)	213	65	+148			
Number of customers: from overseas to domestic (Couples)	154	65	+89			
Total (Couples)	367	130	+237			

^{*1.} The number of customers and the average wedding spending are the figures for the Wedding Division of Grace Hill. Average wedding spending at Grace Hill is calculated by dividing net sales by the number of customers.

[Overview]

Net sales increased, thanks to the operation of our new facilities (Grace Hill) in Taiwan.

^{*2.} The number of couples for the destination wedding service business in East Asia is the figure for the number of customers traveled from Hong Kong, Taiwan and Shanghai.

III-4. Overview of P/L by Business Category Merchandise

	Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009	Change
et sales from Merchandise //illions of yen)	2,540	3,153	Down 19.4%
Dresses sold (Avica, FR)	10,586	12,273	Down 13.7%
Average price of dresses sold (Avica, FR) (Thousands of yen)	168	181	Down 7.2%
Tuxedos sold (UOMO)	2,663	3,589	Down 25.8%
Average price of tuxedos sold (UOMO) (Thousands of yen)	78	78	_
ross profit from Merchandise fillions of yen)	1,737	1,893	Down 8.3%
Merchandise Gross profit ratio	68.4%	60.1%	Up 8.3 points

^{*} The number of dresses sold includes those sold by Mielparque and Meguro Gajoen, but net sales are included in domestic wedding services net sales.

(Reference) Total Wedding Dresses (Avica + FR + RS) Total dresses (sales and rentals) Total dresses (sales and rentals) (Thousands of yen) Total dresses (sales and rentals) (Thousands of yen)

[Overview]

Thanks to adding a popular line of rental dresses, customer transactions shifted from purchases to rentals.

^{*} Avica dresses: Order system dresses

⁻ A system for tailoring new dresses to match the customer's body shape based on over 90 designs and Japanese sizes ranging from 3 to 37.

^{*} FR dresses: **Dress first rental**

⁻ A system in which customers pick up a new dress at the store or facility where the wedding is held based on the garments chosen at a store near home.

III-5. Overview of P/L by Business Category Garment Rentals

	Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009	Change
evenue from Garment Rentals hillions of yen)	3,762	3,154	Up 19.3%
Number of RS dresses sold	6,020	3,936	Up 52.9%
Average price of RS dresses sold (Thousands of yen)	111	89	Up 24.7%
Number of "Studio Photo Plan" sales	7,715	10,070	Down 23.4%
Average "Studio Photo Plan" price (Thousands of yen)	91	89	Up 2.4%
oss profit from Garment Rentals illions of yen)	2,827	2,189	Up 29.1%
Garment Rentals Gross profit ratio	75.2%	69.4%	Up 5.8 points

[Overview]

We have enhanced our highly popular lineup in rental dresses so the number of dresses rented increased.

^{*} RS: Garment rental reservation system

⁻ This is a rental system in which the customer reserves a dress/tuxedo at Watabe Wedding stores in Japan, and a dress/tuxedo of the same design and size is provided at the overseas store.

^{*} Studio Photo Plan: Plan where photos are taken in a studio in advance

IV. Cash Flows, Capital Investment and Balance Sheets

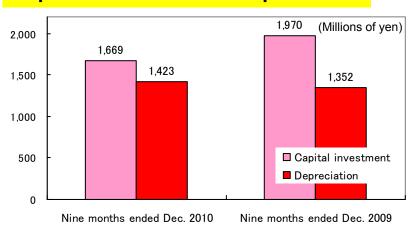
IV-1. Cash Flows and Capital Investment

Cash Flows

(Millions of yen)

	Nine Months Ended Dec. 2010	Nine Months Ended Dec. 2009	Change
Net cash provided by operating activities	1,771	1,356	+414
Net cash used in investing activities	-581	-1,903	+1,322
Net cash provided by (used in) financing activities	-184	277	-461
Effect of exchange rate change on cash and cash equivalents	-136	-6	-130
Change in cash and cash equivalents	868	-276	+1,144
Cash and cash equivalents at end of period	5,106	4,664	+442

Capital Investment and Depreciation



<Major capital investments>

- New chapel in Hawaii
- Remodeling of Mielparque facilities
- Others

IV-2. Balance Sheets (Consolidated)

(Millions of yen)

	As of Dec. 31, 2010	As of Mar. 31, 2010	
Total current assets	9,342	8,401	+941
Cash and deposits	5,505	4,241	+1,263
Accounts receivable-trade	1,500	1,748	-247
Other	2,336	2,411	-75
Total noncurrent assets	16,343	17,462	-421
Property, plant and equipment	11,141	11,562	-421
Buildings and structures	6,255	6,104	+151
Other	4,886	5,458	-572
Intangible assets	1,022	1,436	-414
Investments and other assets	4,179	4,463	-283
Guarantee deposits	3,535	3,692	-157
Other	644	770	-126
Total assets	25,685	25,864	-178

	(Willions of yen				
	As of Dec. 31, 2010	As of Mar. 31, 2010			
Total liabilities	10,647	10,887	-239		
Current liabilities	7,943	8,802	-858		
Accounts payable-trade	1,832	1,874	-41		
Short-term loans payable	1,082	909	+172		
Income taxes payable	59	517	-458		
Advances received	1,947	2,317	-369		
Other	3,021	3,182	-161		
Noncurrent liabilities	2,704	2,085	+618		
Long-term loans payable	1,508	1,533	-24		
Asset retirement obligations	571	-	+571		
Other	624	552	+72		
Net assets	15,038	14,976	+61		
I. Shareholders' equity	16,520	16,092	+427		
Capital stock	4,176	4,176	_		
Capital surplus	4,038	4,038	_		
Retained earnings	8,306	7,878	+427		
II. Valuation and translation adjustments	-1,488	-1,120	-368		
III. Minority interests	6	4	+2		
Total liabilities and net assets	25,685	25,864	-178		

Equity ratio	58.5%	57.9%	Up 0.6 points
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V. Progress for the Year Ending March, 2011

V-1. Progress Versus Plan for the Year Ending March, 2011

(Millions of yen)

ltem	Plan for the Year Ending Mar. 2011	Nine Months Ended Dec. 2009	Change	
Net sales	53,100	39,263	73.9%	
Gross profit	35,400	25,849	73.0%	
Gross profit ratio	66.7%	65.8%		
Selling, general and administrative expenses	33,400	24,138	72.3%	
SG&A ratio	62.9%	61.5%		
Operating income	2,000	1,711	85.6%	
Operating income ratio	3.8%	4.4%		
Ordinary income	1,900	1,598	84.1%	
Ordinary income ratio	3.6%	4.1%		
Net income	700	724	103.4%	

Results for the Quarter Ended March, 2010					
	Mielparque	Existing			
12,053	4,553	7,501			
8,064	3,039	5,025			
66.9%	66.8%	67.0%			
8,154	3,259	4,895			
67.7%	71.6%	65.3%			
-90	-220	130			
-0.7%	-4.8%	1.7%			
-90	-218	128			
-0.7%	-4.8%	1.7%			
-133					

VI. Plans for the Year Ending March 2011 -Progress of the Business Policy-

VI-1. Basic Policy for the Year Ending March 2011

Basic Policy

Work toward a V-shaped recovery through improved profitability

Improved Profitability

■ Place priority on resolving immediate issues in an effort to improve profitability

In the year ending March 2011, we will be renewing our Medium-term Business Plan.

Considering we were unable to meet initial targets for the last fiscal year,
this year we will make a single-year plan to place priority
on implementing structural reforms and resolving immediate issues.

Growth Strategy

■Growth strategy and investment involves selection and concentration■

Through a growth strategy and investment involving selection and concentration, we will focus on the content that will contribute to a V-shaped recovery next fiscal year.

VI-2. Business Policies for the Year Ending March 2011

Business Policies

Business Policy (1)

Recovery of competitiveness in main business

Business Policy (2)

Rebuilding Mielparque

Business Policy (3)

Growth strategy: Expansion of Asia strategy

VI-3. Business Policies (1) Recovery of Competitiveness in Main Business

Policy

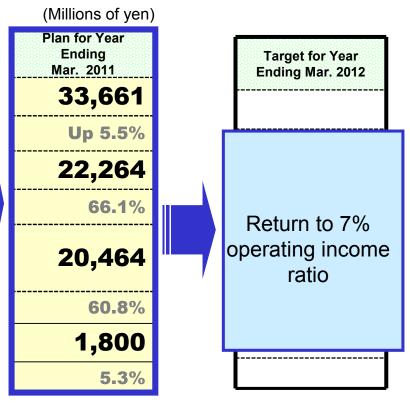
Recovery of competitiveness in main business

Practical measures

- [1] Steps to increase sales
 - (1) Maintaining the number of customers
 - (2) Increasing average spending on overseas weddings
- [2] Improved profitability.....Lowering of break-even point by implementing structural reforms centered on fixed expenses

Plan Figures

	Nine Months Ended Dec. 2009	Nine Months Ended Dec. 2010	Change
Net sales	24,391	25,030	Up 2.6%
Growth of net sales	_	Up 2.6 %	_
Gross profit	15,894	16,123	Up 1.4%
Gross profit ratio	65.2%	64.4%	Down 0.8 points
Selling, general and administrative expenses	14,434	14,577	Up 1.0%
SG&A ratio	59.2%	58.2%	Down 1.0 point
Operating income	1,460	1,546	Up 5.9%
Operating income ratio	6.0%	6.2%	Up 0.2 points



^{*} The figures for the nine months ended December 2009, the nine months ended December 2011 and the plan for the year ending March 2011 are actual and planned figures excluding Mielparque.

VI-3. Business Policies (1)-1 Recovery of Competitiveness in Main Business

Practical measures

[1] Steps to increase sales.....(1) Maintaining the number of customers

1. Opening of new chapel in Hawaii

Honu Kai Lani at Ko Olina Place of Welina

Providing a Japanese level of quality in hospitality despite being in Hawaii

Open on November 1



Opening in the Ko Olina resort area

Site size: Approx. 9,200m²

Outline of facility: Chapel, Greeting cottage, 3 banquet rooms and Ceremony garden

Wedding forecast: 2,000 couples/year

1. Improve appeal of facilities



Party space with a maximum capacity of 26



A spacious wedding space

2. Increase quality of service to provide a Japanese level of hospitality quality



Assign a dedicated party master to all couples

2. Enforcing the brand power of directly operated stores

The concept is a "Traditional Resort" Renovated core stores in Shinjuku and Nagoya.

Mirraza Shinjuku Salon



Nagoya Grand Plaza



Interior coordination using ACTUS products with excellent design. Store image renewed.

1. Developing new demand



Established the With Kids Room, a space especially for customers with children in response to the demand for "mom and dad weddings." 2. Steps to improve customer satisfaction



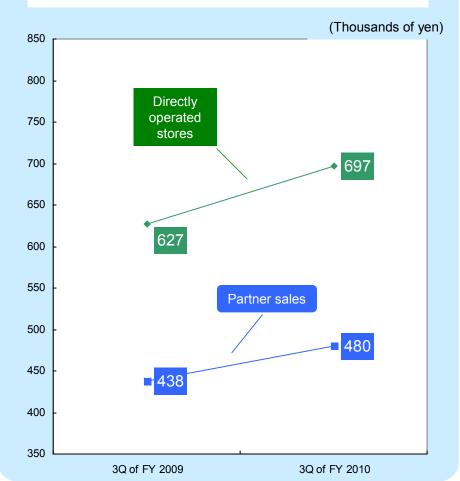
Steps to improve customer satisfaction through the introduction of a wedding concierge system and the adoption of customer service utilizing touch panel PCs.

VI-3. Business Policies (1)-2 Recovery of Competitiveness in Main Business

Practical measures

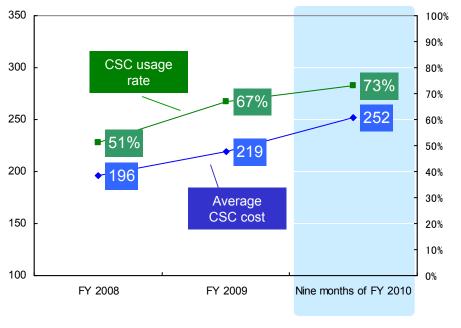
- [1] Steps to increase sales
- (2) Increasing average spending on overseas weddings
- Increasing average spending on overseas weddings

Average spending is increasing owing to the effect of a measure for raise.



Target average spending: ¥511,000 → ¥530,000 (Up ¥19,000)

1. Improving customer support center functions

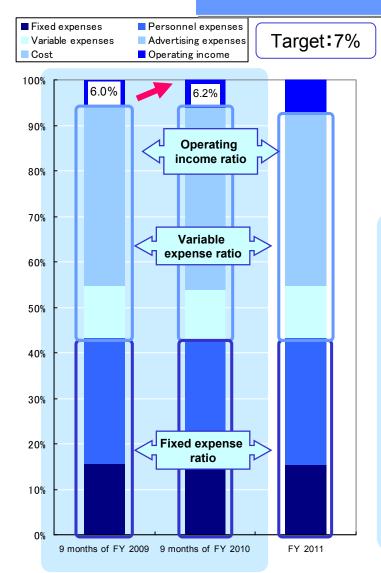


VI-3. Business Policies (1)-3 Recovery of Competitiveness in Main Business

Practical measures

[2] Improved profitability.....

Lowering of break-even point by implementing structural reforms centered on fixed expenses



■ Reduction of variable expenses

Target reduction of ¥100 million in year ending March 2012

[Measures implemented]
Review of variable expense items such as business consignment expenses.

- Reduction of fixed expenses
- Rent expenses

[Measures implemented]

- Consolidation of directly operated stores
- · Shinjuku Wedding Salon + Tachikawa Branch (December)
- · Consolidation of stores in the Nagoya area (January)
- -Consolidation of overseas stores
- · Gold Coast Branch closed (January 2009)
- · Cairns Branch relocated and consolidated (April 2010)
- -Canada Branch closed (March 2010)

Target reduction of ¥500 million in year ending March 2012

■ Personal expenses

[Measures implemented]

- Reduction of personnel other than in new businesses
- Review of the ratio of direct to indirect personnel

VI-4. Business Policies (2) Rebuilding Mielparque

Policy

Rebuilding Mielparque

Practical measures

- [1] Steps to increase sales.....Restoring the number of customers
- [2] Improved profitability..... Lowering of break-even point by implementing structural reforms centered on fixed expenses

(Milliana of van)

Plan Figures

				(Millions of yen)			
	Nine Months Ended Dec. 2009	Nine Months Ended Dec. 2010	Change	Plan for Year Ending Mar. 2011			Target for Year Ending Mar. 2012
Number of customers (couples)	3,695	3,176	Down 14.0%	4,300			<u> </u>
Net sales	15,637	14,233	Down 9.0%	19,439			
Gross profit	10,221	9,726	Down 4.8%	13,136		7	
Gross profit ratio	65.4%	68.3%	Down 2.9 points	67.6%			Operating
Selling, general and administrative expenses	9,819	9,561	Down 2.6%	12,936	"	7	income ratio: 5%
SG&A ratio	62.8%	67.2%	Up 4.4 points	66.5%			
Operating income	401	164	Down 59.1%	200			
Operating income ratio	2.6%	1.2%	Down 1.4 points	1.0%			

VI-4. Business Policies (2)-1 Rebuilding Mielparque

Practical measures

[1] Steps to increase sales.....(1) Restoring the number of customers

Plan for Year Ending March 2011

4,300 couples



Plan for Year Ending March 2012

5,000 couples

Greater attraction for customers

1. Redesigned website



Introduction of mechanisms for building the website as the core device for attracting customers

- Redesigned the pages of Osaka and Sendai in July
- Redesigned the pages of all facilities in October

2. Simultaneous renovation of Mielparque facilities



Chapel at Mielparque-Yokohama



Banquet room "Raffine" at Mielparque-Matsuyama



Bride's room at Mielparque-Nagoya



Banquet room "Lienduheur" at Mielparque-Kumamoto

Simultaneous renovation of 7 Mielparque facilities

Implementation period: July – September

Facilities renovated:

- 2 chapels
- 4 banquet rooms
- 7 lobby and bride's rooms in total

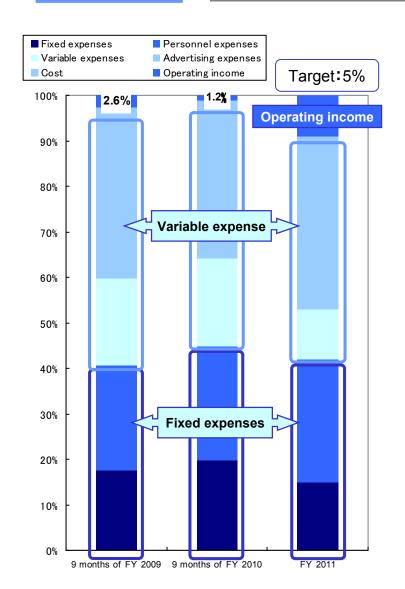
Improved closing rate

- Unification of customer questionnaires
- -Survey of customer service by external researchers
- On-site staff provided by Watabe Wedding

VI-4. Business Policies (2)-2 Rebuilding Mielparque

Practical measures

[2] Improved profitability.....Lowering of break-even point by reducing fixed expenses



■Reduction of variable expenses

■ Reduction of cost

Target reduction of ¥100 million in year ending March 2012

[Measures implemented]

- Provision of video services (previously outsourced)
- Implementation of joint purchasing
- Other variable expenses
 - Reduction by reviewing business consignment expenses
- ■Reduction of fixed expenses
 - Reduced personnel expenses

Target reduction of ¥300 million in year ending March 2012

[Measures implemented]

- Greater fluidity of regular serving staff
- Review of the personnel system

VI-5. Business Policies (3) Growth Strategy: Expansion of Asia Strategy

Policy

Growth strategy: Expansion of Asia strategy

Practical measures

- [1] Expansion of the local wedding service business in Asia
- [2] Expansion of the destination wedding service business in Asia

Plan Figures: Plan for the year ending March 2011

Practical measure (1) Practical measure (2) <Local wedding service business in Asia> <Destination wedding service business in Asia> Plan for Year Ending March 2011 Plan for Year Ending March 2011 Net sales: ¥500 million Net sales: ¥200 million Number of couples: 300 Number of couples: 700 **Overall target** <Overall Asia business> Plan for Year Ending March 2011 Net sales: ¥700 million Number of couples: 1,000

VI-5. Business Policies (3)-1 Growth Strategy: Expansion of Asia Strategy

Practical measures

[1] Expansion of the local wedding service business in Asia

1. Renovation of Grace Hill

Reopened in September



Demand outstrip number of wedding forecasts



Renovation implemented to match growing demand and enthusiasm for video services

Facilities renovated:
1 chapel and 4 banquet rooms

Renovation expenses: ¥50 million

Grace Hill

■ Location: Taipei, Taiwan

■ Site size: 5,030m²

■ Outline of Facility:

1 chapel, 4 banquet rooms, restaurant

■ Plan for Year Ending March 2011

Number of couples: 300 Net sales: ¥500 million





VI-5. Business Policies (3)-2 Growth Strategy: Expansion of Asia Strategy

Practical measures

[2] Expansion of the destination wedding service business in Asia

 Opened "Watabe Wedding Shanghai Branch" comprehensive overseas wedding service store in Shanghai, China



Use as a base for providing information on overseas weddings in China and for responding to inquiries from partner companies expanding in China

"Watabe Wedding Shanghai Branch"

Location: Shanghai, China

First year's target: 60 couples

(September - December)

2. Strengthening of tie-ups with travel agencies in Taiwan, Hong Kong and China



South East Travel Service's Website

Strengthening of tie-ups with travel agencies in Taiwan, Hong Kong and China, such as major Taiwanese travel agency, South East Travel Service Co.,Ltd.*

* South East Travel Service Co., Ltd. A major Taiwanese travel agent, founded in 1961. It has overseas branches in Japan, China and the United States, in addition to 19 branches in Taiwan

VI-5. Business Policies (3) Growth Strategy: Expansion of Asia Strategy

Policy

Growth strategy: Expansion of Asia strategy

Practical measures

- [1] Expansion of the local wedding service business in Asia
- [2] Expansion of the destination wedding service business in Asia

Medium-term targets

Practical measure (2) **Practical measure (1)** <Local wedding service business in Asia> <Destination wedding service business in Asia> **Business scale Business scale** Net sales: ¥3,500 million Net sales: ¥1,500 million Number of couples: 3,000 Number of couples: 5,000 **Overall target** <Overall Asia business> **Medium-term targets** Net sales: ¥5,000 million Number of couples: 8,000

VI-6. Efforts in the Second Half of the Year

- 1. Sparking demand for resort weddings by increasing the appeal of wedding facilities and stores
- 2. Increasing share by opening new domestic facilities

November 1

Hawaii: Honu Kai Lani at Ko Olina Place of Welina



December 12

Shinjuku, Tokyo: Watabe Wedding Mirraza Shinjuku Salon



February 2011 (plan)

Ishigaki, Okinawa: Crudesur Chapel (renovation)



September 17

Maebashi, Gunma: Anniversary Court Racine



May 2011 (plan)

Meguro, Tokyo: Chapel "Villa di grazia" at Meguro Gajoen



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