



Sport Business

Activation of sports communities

Sport Business

(Be the promoter closest to sports communities)



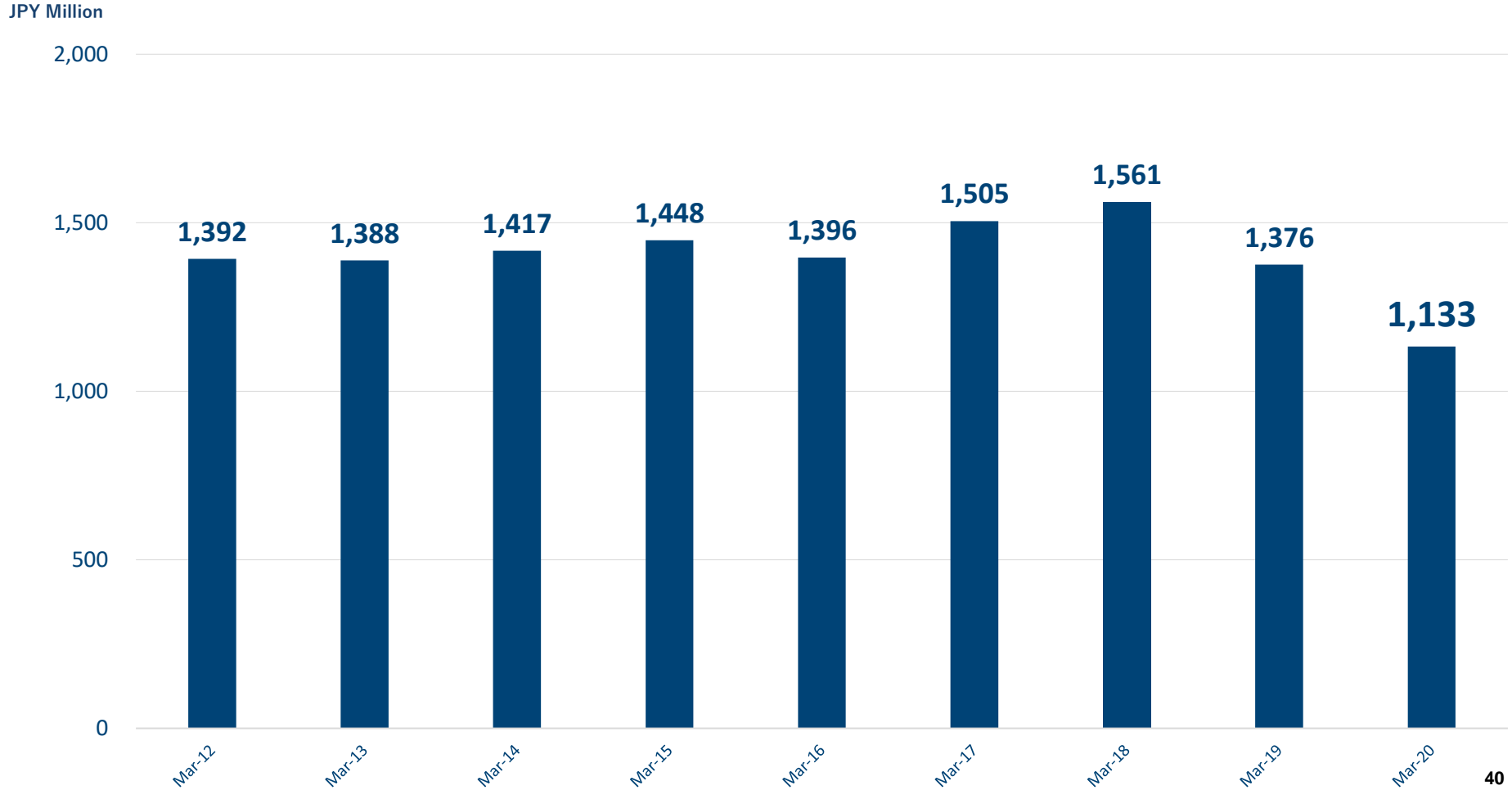
Overview

- **Tennis Ball Business:** Sales initiative to improve profitability stalled, market share declined.
- **Tennis Wear Business:** Efforts were made and completed throughout the previous year to normalize excess inventory in FY 2018.
- **Tennis Club Business:** Aggressively expanded the business.

Impact of COVID-19 epidemic

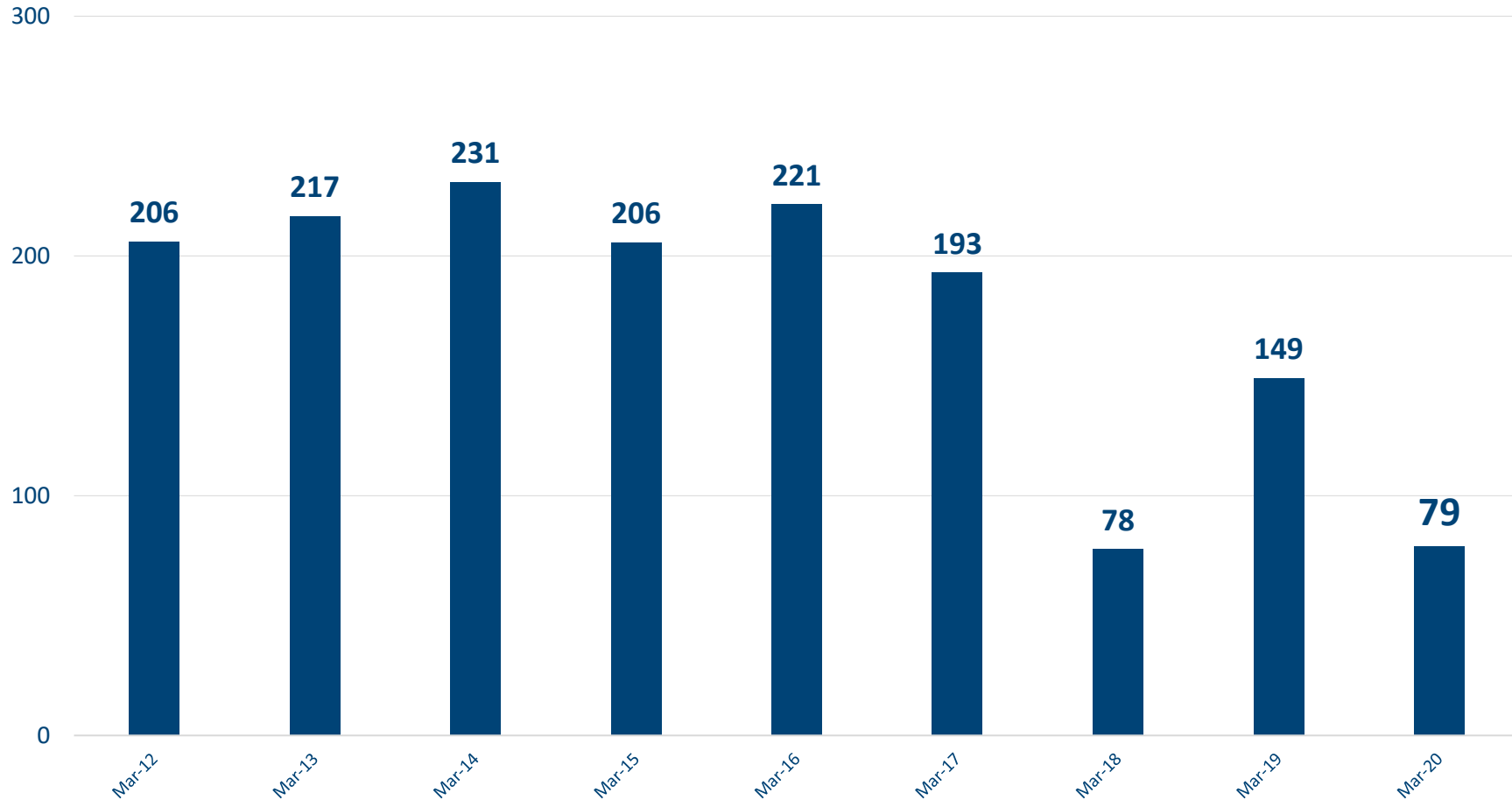
- Sales of tennis balls, tennis wear, and other products plummeted due to the suspension of school and tennis club activities and the closure of sports facilities across the country.
- Tennis club partially closed and heavily affected.
- Expecting recovery through school reopening and new tennis club opening.

Revenue (Sport Business)

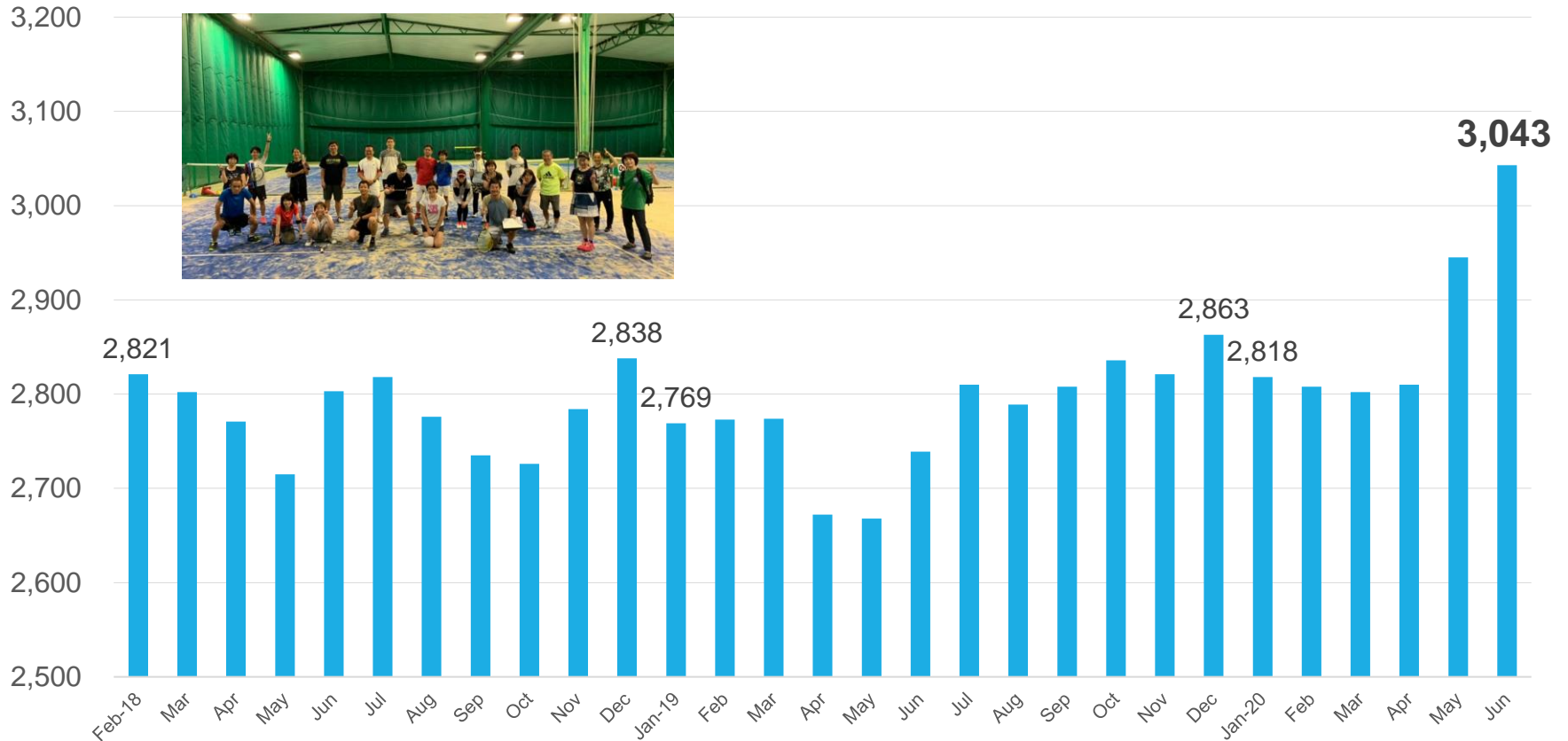


Segment Profit (Sport Business)

JPY Million

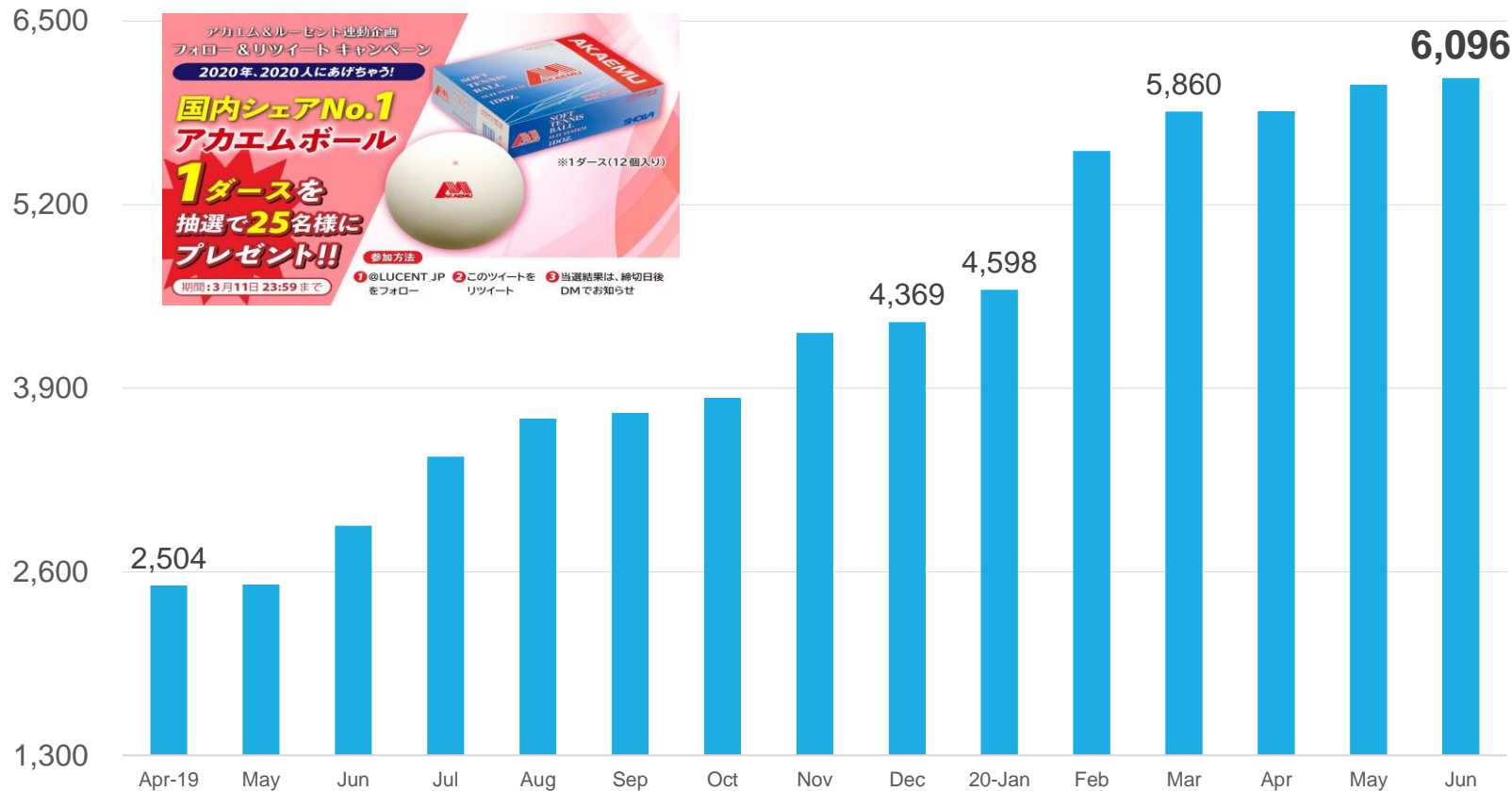


Number of members reached highest in June after overcoming COVID-19



Twitter followers of Lucent

(Followers)



- Social media promotion before the epidemic of Covid-19 improved brand awareness.
- Improving deeper communication with users to regain market share.
- Strong tennis club business continues to open new tennis clubs and soft tennis classes.
- **Expecting further expansions of tennis club business.**