AOKI Holdings

February 4, 2022

Summary of Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2022 (Nine Months Ended December 31, 2021)

[Japanese GAAP]

Company name: AOKI Holdings Inc. Listings: TSE First Section
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Scheduled date of filing of Quarterly Report: February 7, 2022
Scheduled date of payment of dividend: -
Preparation of supplementary materials for quarterly financial results: Yes
Holding of quarterly financial results meeting: None

Note: The original disclosure in Japanese was released on February 4, 2022 at 15:30 (GMT +9).

(All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for the Nine Months Ended December 31, 2021 (April 1, 2021 – December 31, 2021)

(1) Consolidated results of operations (Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine months ended Dec. 31, 2021	102,713	8.5	(1,734)	-	(2,511)	-	(2,563)	-
Nine months ended Dec. 31, 2020	94,673	(25.5)	(12,141)	-	(12,857)	-	(11,441)	-

Note: Comprehensive income (million yen) Nine months ended Dec. 31, 2021: (2,775) (-%)
Nine months ended Dec. 31, 2020: (10,872) (-%)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended Dec. 31, 2021	(30.21)	-
Nine months ended Dec. 31, 2020	(135.00)	-

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of Dec. 31, 2021	227,184	121,980	53.5
As of Mar. 31, 2021	237,260	125,850	52.9

Reference: Shareholders' equity (million yen) As of Dec. 31, 2021: 121,469 As of Mar. 31, 2021: 125,487

2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY3/21	-	10.00	-	0.00	10.00
FY3/22	-	5.00	-		
FY3/22 (forecasts)				5.00	10.00

Note: Revisions to the most recently announced dividend forecast: None

3. Consolidated Forecast for the Fiscal Year Ending March 31, 2022 (April 1, 2021 – March 31, 2022)

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	156,500	9.3	5,000	-	4,100	-	1,300	-	15.32

Note: Revisions to the most recently announced consolidated forecast: None

*** Notes**

(1) Changes in consolidated subsidiaries during the period (changes in scope of consolidation): None

(2) Application of special accounting methods for presenting quarterly consolidated financial statements: None

(3) Changes in accounting policies and accounting-based estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, others:	Yes
2) Changes in accounting policies other than 1) above:	None
3) Changes in accounting-based estimates:	None
4) Restatements:	None

Note: Please refer to “Changes in Accounting Policies” on page 9 of the attachments for further information.

(4) Number of shares outstanding (common shares)

1) Number of shares outstanding (including treasury shares) at the end of the period

As of Dec. 31, 2021:	87,649,504 shares	As of Mar. 31, 2021:	90,649,504 shares

2) Number of treasury shares at the end of the period

As of Dec. 31, 2021:	2,746,304 shares	As of Mar. 31, 2021:	5,853,274 shares

3) Average number of shares outstanding during the period

Nine months ended Dec. 31, 2021:	84,860,387 shares	Nine months ended Dec. 31, 2020:	84,748,030 shares

Note 1: The current quarterly summary report is not subject to quarterly review by certified public accountants or auditing firms.

Note 2: Cautionary statement with respect to forecasts and other matters

Cautionary statement with respect to forward-looking statements

Forecasts and forward-looking statements in these materials are based on assumptions judged to be valid and information available to the Company at the time the materials were created. These materials are not promises by the Company regarding future performance. Actual performance may differ significantly from these forecasts for a number of reasons. Please refer to “(3) Explanation of Consolidated Forecast and Other Forward-looking Statements” on page 4 of the attachments regarding preconditions or other related matters for the forecast shown above.

Supplementary materials for quarterly financial results

Supplementary materials for quarterly financial results will be available on the Company’s website immediately after the earnings announcement on Friday, February 4, 2022.

Contents of Attachments

1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

In the first nine months of the current fiscal year, the number of COVID-19 cases began to decline in September following an upturn during the summer and states of emergency and other restrictions ended in October. As a result, the Japanese economy has been recovering. Despite this improvement, the outlook for the economy is still uncertain because of the current rapid increase in the number of cases caused by the highly infectious omicron variant.

Due to the activities explained in the following section that were accompanied by measures to prevent the spread of infections, the impact of the pandemic was smaller than one year earlier. Net sales increased 8.5% year-on-year to 102,713 million yen, and the operating loss was 1,734 million yen compared with a loss of 12,141 million yen one year earlier. There was an ordinary loss of 2,511 million yen compared with a loss of 12,857 million yen one year earlier. Loss attributable to owners of parent was 2,563 million yen compared with a loss of 11,441 million yen one year earlier.

The Company has applied the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020), etc. from the beginning of the first quarter of the current fiscal year. The application of this standard reduced net sales in the first nine months by 2,809 million yen and reduced the operating loss and ordinary loss by 379 million yen each.

Operating results by segment are as follows.

Fashion Business

One major activity in this business is the expansion of casual apparel, centered on the new category of pajama suits for today’s “new normal,” with the goal of becoming a provider of both life style and work fashions. Specifically, the lineup of pajama suits is now about 10 times larger than one year earlier and marketing activities for pajama suits have been increased, including the use of TV commercials for the first time. This business also launched JOY Casual, a new line of casual apparel based on the concept of “happiness you choose, happiness you wear.” In the women’s apparel category, we started the MeWORK Project that is primarily focused on functional mix-and-match apparel sets for working women.

During the first nine months of the fiscal year, one AOKI store and one ORIHICA store were opened and six AOKI stores and four ORIHICA stores were closed to improve the efficiency of this business. There were 621 stores at the end of the third quarter (one combined AOKI/Size MAX store has been changed to counting each format separately) compared with 628 at the end of the previous fiscal year.

Due to many activities during the fiscal year’s first nine months in this business and a small decline in the negative effects of the pandemic, sales in this segment was mostly unchanged, decreasing 0.2% to 53,043 million yen, and operating loss was 2,338 million yen, compared with a loss of 4,878 million yen one year earlier, mainly due to reduction in SG&A expenses.

Anniversaire and Bridal Business

During the first nine months, the number of weddings held by this business since the start of operations in 1998 surpassed 100,000. To mark this accomplishment, Anniversaire held the “Kiseki” 100,000 couples appreciation fair featuring special plans. As in the previous fiscal year, Anniversaire Café Omotesando operated FENDI CAFFE by ANNIVERSAIRE for a limited time through a collaboration with the prestigious Fendi brand of Italy. This event attracted a large number of customers. At the end of the third quarter, there were 10 locations in this business, down from 12 at the end of the previous fiscal year because the Tokyo Bay and Kobe locations closed due to the end of the lease at the building they occupied and other reasons.

The performance of this segment improved because of these measures and the higher number of weddings during the first nine months compared with one year earlier when there were no weddings and receptions between April 7 and May 31, 2020. This business also benefited from a small decline in the negative effects of the pandemic. As a result, sales increased 22.3% to 6,517 million yen and there was an operating loss of 53 million yen compared with a 2,603 million yen loss one year earlier.

Entertainment Business

All COTE D'AZUR cafés resumed normal operations on October 1, 2021 and all other formats of this business continued to operate along with strict measures for safety during the pandemic. KAIKATSU CLUB café complexes used numerous measures to attract customers for business activities and study. For example, cafés have rooms with locks for individual use and offer customers original videos of Terashima Bunko. KAIKATSU CLUB also conducted the Yaki-Curry Fair, which has been very popular every year, strengthened promotional activities and used other measures targeting families. FiT24 continued efforts to open more fitness clubs, including four clubs at the same location as an AOKI store and this business is performing well. During the first nine months, we opened 29 KAIKATSU CLUBs and 43 FiT24 locations. 19 KAIKATSU CLUBs and four COTE D'AZURs were closed for conversions and other measures to improve efficiency. As a result, there were 708 locations in this segment at the end of the third quarter compared with 659 at the end of the previous fiscal year.

The performance of this segment improved because of these measures and benefited from a decline in the negative effects of the pandemic. Sales in this segment increased 19.6% to 42,191 million yen and operating profit was 205 million yen compared with a loss of 5,517 million yen one year earlier.

Real Estate Leasing Business

Segment sales increased 12.6% to 3,262 million yen mainly because of an increase in the subleasing of stores and other facilities that were closed. Operating profit increased 15.0% to 674 million yen.

Information about the application of the accounting standard for revenue recognition, etc. and the effect of this standard for each business segment is shown in "Changes in Accounting Policies" on page 9 and "Segment Information, First nine months of FY3/22, 3. Information related to revisions for reportable segments" on page 11.

(2) Explanation of Financial Position

Balance sheet position

Assets

Total assets at the end of the third quarter decreased 10,075 million yen from the end of the previous fiscal year to 227,184 million yen mainly due to seasonal factors.

Current assets decreased 9,221 million yen from the end of the previous fiscal year. There were decreases of 4,087 million yen in cash and deposits due to repayments of borrowings and 4,532 million yen in accounts receivable-trade due to seasonal factors. Non-current assets decreased 854 million yen from the end of the previous fiscal year as property, plant and equipment decreased 935 million yen mainly due to depreciation.

Liabilities

Current liabilities decreased 4,865 million yen from the end of the previous fiscal year. There were decreases of 2,454 million yen in accounts payable-trade mainly due to seasonal factors and 2,660 million yen in electronically recorded obligations-operating. Non-current liabilities decreased 1,340 million yen. There was a decrease of 1,125 million yen in long-term borrowings mainly due to a 9,000 million yen of long-term new loan and scheduled repayment.

Net assets

Net assets decreased 3,870 million yen from the end of the previous fiscal year. There was a decrease of 3,878 million yen in retained earnings due to a loss attributable to owners of parent, the application of the accounting standard for revenue recognition and dividend from surplus.

(3) Explanation of Consolidated Forecast and Other Forward-looking Statements

The performance of the Fashion Business has been recovering slowly since October when states of emergency and other restrictions ended. In other businesses, the pace of the recovery is somewhat slower because of soft demand and other reasons. Overall, sales in the first nine months were generally in line with the fiscal year forecast and losses improved slightly to achieve the fiscal year forecast.

Although there are concerns about how much another wave of infections caused by the omicron variant will affect business operations, there are no revisions to the consolidated forecast that was announced on November 5, 2021. One reason is that the fourth quarter (mainly late February and March) usually accounts for a large share of fiscal year sales in the Fashion Business.

2. Quarterly Consolidated Financial Statements and Notes

(1) Quarterly Consolidated Balance Sheet

(Millions of yen)

	FY3/21 (As of Mar. 31, 2021)	Third quarter of FY3/22 (As of Dec. 31, 2021)
Assets		
Current assets		
Cash and deposits	29,941	25,854
Accounts receivable-trade	10,686	6,153
Inventories	20,112	19,862
Other	7,152	6,799
Allowance for doubtful accounts	(40)	(40)
Total current assets	67,852	58,631
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	68,875	69,798
Land	36,138	36,117
Other, net	17,755	15,917
Total property, plant and equipment	122,769	121,833
Intangible assets	5,505	5,587
Investments and other assets		
Guarantee deposits	7,409	7,022
Leasehold deposit	20,752	20,555
Other	13,011	13,593
Allowance for doubtful accounts	(40)	(40)
Total investments and other assets	41,133	41,132
Total non-current assets	169,407	168,553
Total assets	237,260	227,184

(Millions of yen)

	FY3/21 (As of Mar. 31, 2021)	Third quarter of FY3/22 (As of Dec. 31, 2021)
Liabilities		
Current liabilities		
Accounts payable-trade	14,241	11,786
Electronically recorded obligations-operating	2,660	-
Short-term borrowings	11,000	6,500
Current portion of long-term borrowings	5,418	10,627
Income taxes payable	679	143
Provision for bonuses	1,013	716
Provision for bonuses for directors (and other officers)	-	60
Other	12,829	13,141
Total current liabilities	47,842	42,976
Non-current liabilities		
Long-term borrowings	45,914	44,788
Provision for point card certificates	320	-
Retirement benefit liability	1,192	1,245
Asset retirement obligations	7,560	7,757
Other	8,580	8,436
Total non-current liabilities	63,567	62,227
Total liabilities	111,409	105,203
Net assets		
Shareholders’ equity		
Share capital	23,282	23,282
Capital surplus	27,747	23,870
Retained earnings	81,571	77,693
Treasury shares	(7,438)	(3,489)
Total shareholders’ equity	125,162	121,356
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	251	47
Remeasurements of defined benefit plans	72	65
Total accumulated other comprehensive income	324	112
Share acquisition rights	363	511
Total net assets	125,850	121,980
Total liabilities and net assets	237,260	227,184

(2) Quarterly Consolidated Statement of Income and Quarterly Consolidated Statement of Comprehensive Income

Quarterly Consolidated Statement of Income
(For the Nine-month Period)

(Millions of yen)

	First nine months of FY3/21 (Apr. 1, 2020 – Dec. 31, 2020)	First nine months of FY3/22 (Apr. 1, 2021 – Dec. 31, 2021)
Net sales	94,673	102,713
Cost of sales	67,238	66,390
Gross profit	27,435	36,323
Selling, general and administrative expenses	39,576	38,058
Operating loss	(12,141)	(1,734)
Non-operating profit		
Interest income	50	49
Dividend income	27	26
Other	178	131
Total non-operating profit	256	207
Non-operating expenses		
Interest expenses	267	283
Loss on retirement of non-current assets	405	107
Other	299	593
Total non-operating expenses	972	984
Ordinary loss	(12,857)	(2,511)
Extraordinary income		
Gain on sale of investment securities	4	-
Subsidies for employment adjustment	637	1,643
Total extraordinary income	642	1,643
Extraordinary losses		
Impairment loss	1,242	636
Loss on valuation of investment securities	919	-
Loss due to temporary closure	1,990	1,434
Business restructuring expenses	202	-
Total extraordinary losses	4,355	2,070
Loss before income taxes	(16,569)	(2,938)
Income taxes - current	448	534
Income taxes - deferred	(5,576)	(909)
Total income taxes	(5,128)	(374)
Loss	(11,441)	(2,563)
Loss attributable to owners of parent	(11,441)	(2,563)

Quarterly Consolidated Statement of Comprehensive Income
(For the Nine-month Period)

(Millions of yen)

	First nine months of FY3/21 (Apr. 1, 2020 – Dec. 31, 2020)	First nine months of FY3/22 (Apr. 1, 2021 – Dec. 31, 2021)
Loss	(11,441)	(2,563)
Other comprehensive income		
Valuation difference on available-for-sale securities	519	(203)
Remeasurements of defined benefit plans, net of tax	48	(7)
Total other comprehensive income	568	(211)
Comprehensive income	(10,872)	(2,775)
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(10,872)	(2,775)
Comprehensive income attributable to non-controlling interests	-	-

(3) Notes to Quarterly Consolidated Financial Statements

Going Concern Assumption

No reportable information.

Significant Changes in Shareholders' Equity

First nine months of FY3/22 (Apr. 1, 2021 – Dec. 31, 2021)

No reportable information.

Changes in Accounting Policies

Application of the Accounting Standard for Revenue Recognition, etc.

The Company has applied the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020), etc. from the beginning of the first quarter of the current fiscal year. Based on this standard, revenue expected to be received in exchange for the provision of goods and services is recognized when the control of the promised goods and services is transferred to customers. In the Fashion Business, in prior years expected expenses for the future exchanges of loyalty points concerning products and services were recorded as an allowance. Due to this new accounting standard, in cases where these points give customers a significant right, the points are categorized as a performance obligation to provide goods or services and the recognition of revenue is deferred. For apparel and other items in the Anniversaire and Bridal Business and gift cards and other items in the Entertainment Business, the total amounts of these items were recognized as revenue in prior years. Due to this new accounting standard, these are classified as items that perform a role in the provision of goods and services to customers (directly or to an agent). As a result, the net rather than gross amounts of these items are now recognized as revenue.

For the application of the accounting standard for revenue recognition, etc., in accordance with the transitional treatment in the proviso to paragraph 84 of this standard, the cumulative effect of the retrospective application of the new accounting standard, if it is applied prior to the first quarter of the current fiscal year, is added to or subtracted from retained earnings at the beginning of the first quarter of the current fiscal year. The new standard is then applied beginning with this amount of retained earnings. However, the Company has applied the method prescribed in paragraph 86 of this standard and has not retrospectively applied the new accounting policy to contracts in which almost all revenue were recognized in accordance with the previous treatment prior to the beginning of the first quarter of the current fiscal year.

As a result, net sales decreased 2,809 million yen, cost of sales decreased 3,150 million yen, and selling, general and administrative expenses decreased 38 million yen. Operating loss, ordinary loss and loss before income taxes declined 379 million yen each in the first nine months of the current fiscal year. In addition, there was a decrease of 889 million yen in retained earnings at the beginning of the current fiscal year.

Due to the application of the revenue recognition accounting standard, etc., the provision for point card certificates that was presented in the non-current liabilities section of the consolidated balance sheet in the previous fiscal year is, from the first quarter of the current fiscal year, presented as an option to acquire additional goods or services, with a portion of the transaction price allocated to the option and the contractual liability included in the other under current liabilities until expired due to use or expiration. In accordance with the transitional treatment prescribed in paragraph 89-2 of the accounting standard for revenue recognition, no reclassification has been made to the prior year's consolidated financial statements to conform to the new presentation. Furthermore, in accordance with the transitional treatment prescribed in paragraph 28-15 of the Accounting Standard for Quarterly Financial Reporting (ASBJ Statement No. 12, March 31, 2020), the Company has not presented information on revenue from contracts with customers broken down for the first nine months of the previous fiscal year.

Application of the Accounting Standard for Fair Value Measurement, etc.

The Company has applied the Accounting Standard for Fair Value Measurement (ASBJ Statement No. 30, July 4, 2019), etc. from the beginning of the first quarter of the current fiscal year, and has applied the new accounting policies set forth by the Accounting Standard for Fair Value Measurement, etc. prospectively in accordance with the transitional treatment in the 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). There is no effect of the application of these standards on the quarterly consolidated financial statements.

Additional Information

Accounting estimates for the impact of COVID-19

There have been no significant changes to the key assumptions used in the accounting estimates for the impact of COVID-19 described in Notes (Significant Accounting Estimates) in the Annual Securities Report for the fiscal year ended March 31, 2021.

Assumptions for existing store sales in the current fiscal year in relation to sales in the fiscal year ended March 31, 2019, when there was no pandemic, are among the major assumptions in this Annual Securities Report. There is no change in the assumption in the Fashion Business and the Entertainment Business that was revised during the first half of the current fiscal year. There is also no change in the assumption for sales per couple in the Anniversaire and Bridal business.

Segment Information

First nine months of FY3/21 (Apr. 1, 2020 – Dec. 31, 2020)

1. Information related to sales and profit/loss for each reportable segment

(Millions of yen)

	Reportable segment					Others (Note 1)	Total	Adjustment (Note 2)	Amounts shown on quarterly consolidated statement of income (Note 3)
	Fashion	Anniversaire and Bridal	Enter-tainment	Real Estate Leasing	Subtotal				
Sales									
External sales	53,132	5,329	35,264	869	94,595	78	94,673	-	94,673
Inter-segment sales and transfers	15	0	-	2,029	2,045	-	2,045	(2,045)	-
Total	53,148	5,329	35,264	2,898	96,640	78	96,719	(2,045)	94,673
Segment profit (loss)	(4,878)	(2,603)	(5,517)	586	(12,413)	58	(12,354)	213	(12,141)

Notes: 1. The “others” classification refers to businesses not included in reportable segments such as advertising-related business.

2. The 213 million yen adjustment to segment profit (loss) includes 3,247 million yen in elimination for inter-segment transactions, and -3,033 million yen in company-wide costs that cannot be allocated to any specific reportable segments. Company-wide costs mainly include administration expenses of the Company that cannot be attributed to reportable segments.

3. Segment profit (loss) is adjusted with operating loss on the quarterly consolidated statement of income.

2. Information related to impairment losses on fixed assets, or goodwill, etc. for each reportable segment

Material impairment losses related to fixed assets

In the Fashion Business, the Anniversaire and Bridal, and the Entertainment Business, impairment losses were recognized for operating stores set to be closed or converted for which there is little expectation of recovery and expected to remain in the red; impairment losses of 185 million yen, 601 million yen and 455 million yen were booked respectively in the first nine months of FY3/21.

First nine months of FY3/22 (Apr. 1, 2021 – Dec. 31, 2021)

1. Information related to sales and profit/loss for each reportable segment and breakdown of revenue

(Millions of yen)

	Reportable segment					Others (Note 1)	Total	Adjustment (Note 2)	Amounts shown on quarterly consolidated statement of income (Note 3)
	Fashion	Anniversaire and Bridal	Enter-tainment	Real Estate Leasing	Subtotal				
Sales									
Fashion	53,043	-	-	-	53,043	-	53,043	-	53,043
Bridal	-	6,514	-	-	6,514	-	6,514	-	6,514
Café complex	-	-	34,883	-	34,883	-	34,883	-	34,883
Karaoke	-	-	4,930	-	4,930	-	4,930	-	4,930
Fitness	-	-	2,377	-	2,377	-	2,377	-	2,377
Other	-	-	-	-	-	32	32	-	32
Revenue from contracts with customers	53,043	6,514	42,191	-	101,750	32	101,782	-	101,782
Other revenues	-	-	-	930	930	-	930	-	930
External sales	53,043	6,514	42,191	930	102,681	32	102,713	-	102,713
Inter-segment sales and transfers	0	3	-	2,331	2,335	-	2,335	(2,335)	-
Total	53,043	6,517	42,191	3,262	105,016	32	105,048	(2,335)	102,713
Segment profit (loss)	(2,338)	(53)	205	674	(1,511)	11	(1,500)	(234)	(1,734)

Notes: 1. The “others” classification refers to businesses not included in reportable segments such as advertising-related business.

2. The -234 million yen adjustment to segment profit (loss) includes 2,689 million yen in elimination for inter-segment transactions, and -2,924 million yen in company-wide costs that cannot be allocated to any specific reportable segments. Company-wide costs mainly include administration expenses of the Company that cannot be attributed to reportable segments.

3. Segment profit (loss) is adjusted with operating loss on the quarterly consolidated statement of income.

2. Information related to impairment losses on non-current assets, or goodwill, etc. for each reportable segment

Material impairment losses related to non-current assets

In the Fashion Business, the Entertainment Business and the Real Estate Leasing Business, impairment losses were recognized for operating stores set to be closed or converted, or expected to remain in the red, for which there is little expectation of recovery; impairment losses of 270 million yen, 363 million yen and 1 million yen were booked respectively in the first nine months of FY3/22.

3. Information related to revisions for reportable segments

As described in Changes in Accounting Policies, the Company has applied the Accounting Standard for Revenue Recognition, etc. from the beginning of the first quarter of FY3/22 and changed the accounting method for revenue recognition. Accordingly, the method for calculating segment profit or loss has been changed as well.

Compared with the previous method, sales increased 431 million yen and segment loss decreased 431 million yen in the Fashion Business in the first nine months of FY3/22. Sales decreased 2,876 million yen and there were no effect on segment loss in the Anniversaire and Bridal Business. In the Entertainment Business, sales decreased 364 million yen and segment profit decreased 51 million yen.

** This financial report is solely a translation of “Kessan Tanshin” (in Japanese, including attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.*