

April 30, 2020

**UTMF2020 Expected Income and Expenditure and Entry Fee Refund Calculation Sheet**

The Ultra-Trail Mt. Fuji Race Committee

(Unit: thousand JPY)

[Income]

1 Entry fee

Regular entry fee	36,000 JPY x 2,474 racers	89,064	
Donation-based entry	100,000 JPY x 83 racers	8,300	
		Total	97,364
	Environmental & regional vitalization activity department expenses		-9,915

[Expenses]

Total income 87,449

1 Race operation expenses

Race operation & logistics preparation cost	11,834	
Course management, rescue, environmental investigation preparation cost	1,071	
Headquarters and aid stations preparation cost	6,666	
Overseas marketing and PR cost	2,400	
PR, media, and image-related cost	1,444	
Race venue preparation cost and official website operation cost	6,969	
	Total of race operation cost	30,384

2 Management expenses

Labor cost of the race committee office	27,738	
Costs related to meetings	100	
Travel cost	1,500	
Communication & transportation cost	1,200	
Cost of consumable items	500	
Miscellaneous cost	280	
Tax	2,500	
	Total of management cost	33,818

Total of all costs 64,202

Estimated income of the UTMF2020 23,247 thousand JPY ...A

Entry fee refund per racer 10,000 JPY

Number of racers to receive the refund 2,474 racers 24,740 thousand JPY ...B

A-B -1,493 thousand JPY \*2

\*1: Each category of cost includes costs and expenses that we have already paid before we started calculating the UTMF2020 entry fee refund as well as reasonably estimated future costs and expenses. Therefore, the amount may not necessarily be exactly the same as the actual cost which occur in association with the UTMF2020 operation in the

\*2: We appropriate surplus from the past races to cover the shortage of the fund.