

DATA FILE

PARIS MIKI HOLDINGS Inc.

Prime Market of the TSE, Code No. 7455

<https://www.paris-miki.com/>

**For The 3rd Quarter of Fiscal Year Ending March 31, 2023
(April 1, 2022 –December 31, 2022)**

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Disclaimer: Market forecasts, operating results forecast, and other information contained in these materials are based on judgments and projections of the Company's management from currently available information. Therefore, please understand that the contents herein involve risks and uncertainties, and the actual results could differ materially depending on various factors.

1. Financial Summary

● Consolidated

(JPY mil. , %)	3rd Quarter FY03/22 2021/4/1-2021/12/31			3rd Quarter FY03/23 2022/4/1-2022/12/31			FY03/23 (Forecast) 2022/4/1-2023/3/31		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%	JPY mil.	%	%
Sales	33,662	100.0	101.4	36,013	100.0	107.0	46,750	100.0	106.0
Cost of Sales	10,509	31.2	99.5	11,504	31.9	109.5	14,586	31.2	105.9
Gross Profit	23,152	68.8	102.4	24,509	68.1	105.9	32,164	68.8	106.1
SG & A Expenses	23,115	68.7	102.9	23,804	66.1	103.0	31,424	67.2	102.0
Operating Income	36	0.1	23.0	704	2.0	—	740	1.6	—
Non-operating Income	322	1.0	52.3	195	0.5	60.5			
Non-operating Expenses	50	0.2	41.3	59	0.2	117.0			
Ordinary Profit	308	0.9	47.3	839	2.3	272.5	1,100	2.4	626.5
Extraordinary Income	1	0.0	110.6	0	0.0	44.6			
Extraordinary Losses	79	0.2	48.1	154	0.4	194.6			
Profit Loss Attributable to Owners of Parent	12	0.0	4.8	349	1.0	—	380	0.8	—
Earnings per Share	0.24	—	—	6.88	—	—	7.50		

2. Selling, General and Administrative Expenses

● Consolidated

(JPY mil. , %)

	3rd Quarter FY03/22	3rd Quarter FY03/23		
	2021/4/1-2021/12/31	2022/4/1-2022/12/31		
	Amount (A)	Amount (B)	change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
Sales Promotion Expenses	1,596	1,754	157	109.9
Advertising Expenses	959	934	△ 24	97.5
Personel Expenses	11,813	12,001	187	101.6
Rent Expenses	5,746	5,822	76	101.3
Other SG & A Expenses	2,999	3,291	291	109.7
Depreciation Expenses (of Other SG & A Expenses)	530	552	22	104.2
Total	23,115	23,804	689	103.0

3. Main Changes in Balance Sheet

● Consolidated

(JPY mil.)

	As of Dec. 31, 2021	As of Dec. 31, 2022	Change	As of Mar. 31, 2022	Change
	(A)	(B)	(B) - (A)	(C)	(B) - (C)
Assets					
Total Current Assets	25,091	25,157	66	24,185	971
Cash and Deposits	11,856	11,943	86	11,949	△ 5
Account Receivable	3,182	3,204	21	2,661	542
Inventories	8,838	8,701	△ 136	8,523	177
Other Current Assets	1,213	1,308	94	1,050	257
Total Fixed Assets	12,246	12,477	230	11,598	878
Tangible Fixed Assets	5,312	5,644	332	4,840	804
Intangible Fixed Assets	597	569	△ 28	608	△ 39
Investments and Others	6,337	6,263	△ 73	6,149	113
Total Fixed Assets	37,338	37,635	296	35,784	1,850
Liabilities					
Total Current Liabilities	7,605	8,141	536	7,167	974
Notes and Accounts Payable	1,483	1,583	99	1,219	363
Income Taxes Payable	100	248	148	176	72
Other Current Liabilities	6,021	6,309	288	5,771	538
Total Long-term Liabilities	1,075	1,155	80	1,170	△ 15
Total Liabilities	8,680	9,297	616	8,337	959
Net Assets					
Shareholders' Equity	27,793	26,717	△ 1,076	26,672	44
Capital Stock	5,901	5,901	0	5,901	0
Capital Surplus	6,829	6,829	0	6,829	0
Retained Earnings	23,755	22,679	△ 1,076	22,634	44
Treasury Stock	△ 8,692	△ 8,692	0	△ 8,692	0
Accumulated Other Comprehensive Income	389	965	575	266	698
Valuation Difference on Available-for-sale Securities	185	193	8	160	32
Foreign Currency Translation Adjustment	204	771	566	106	665
Subscription Rights to Shares	114	165	51	129	36
Non-controlling Interests	360	489	129	378	111
Total Net Assets	28,657	28,337	△ 319	27,446	890
Total Liabilities and Net Assets	37,338	37,635	296	35,784	1,850

4. Sales Growth (Based on Retail Sales of All Domestic Stores)

(%)

		1st Quarter	2nd Quarter	1st Half	3rd Quarter	3rd Total	4th Quarter	2nd Half	Total
2020-2021	All stores	△32.5	△0.3	△15.4	5.2	△9.0	1.4	3.4	△6.7
	Comparable stores	△31.3	1.9	△13.8	6.7	△7.4	3.1	5.0	△5.1
2021-2022	All stores	26.4	△13.7	1.3	△1.3	0.4	△3.6	△2.4	△0.6
	Comparable stores	29.7	△11.8	3.7	0.6	2.6	△2.2	△0.7	1.4
2022-2023	All stores	9.2	3.0	5.9	0.4	4.0			* 5.8
	Comparable stores	9.9	3.3	6.4	1.0	4.1			* 7.2

* Forecast

Notes:

- Comparable stores' sales are based on stores operating for more than 24 months; stores that closed during the period not included
- Franchised stores' sales included

5. Sales Breakdown by Product (Based on Retail Sales of All Domestic Stores)

(JPY mil.)

	3Q FY03/22 (2021/4/1-2021/12/31)			3Q FY03/23 (2022/4/1-2022/12/31)		
	Amount	Ratio	YoY	Amount	Ratio	YoY
Frames	JPY mil. 9,510	% 30.4	% 99.7	JPY mil. 9,594	% 29.5	% 100.9
Lenses	13,640	43.6	99.3	13,920	42.7	102.1
Sunglasses	1,620	5.1	112.7	1,999	6.1	123.4
Contact Lenses & Care Solutions	464	1.5	99.8	458	1.4	98.7
Hearing Aids	4,477	14.3	107.5	4,482	13.8	100.1
Others	1,604	5.1	86.2	2,108	6.5	131.4
Total	31,318	100.0	100.4	32,563	100.0	104.0

6. Unit Price, Number of Units Sold, Customer Traffic (Domestic)

Fiscal Year		Fiscal Year Ended		3rd Quarter		
		FY03/21	FY03/22	3Q FY03/21	3Q FY03/22	3Q FY03/23
Unit Price for Eyeglasses (JPY)	All Stores	31,182	32,883	31,184	33,370	33,114
	PARIS MIKI Inc.	29,534	30,896	29,549	31,331	30,989
	KIMPO-DO Co.Ltd.	109,271	108,544	112,660	111,910	112,730
Number of Units Sold (YoY, %)	All Stores	99.2	93.6	99.6	92.8	101.9
	PARIS MIKI Inc.	99.9	93.1	100.5	92.2	101.8
	KIMPO-DO Co.Ltd.	73.3	115.8	71.0	119.3	104.6
Number of Customers (YoY, %)	All Stores	96.1	91.5	94.7	92.0	100.4
	PARIS MIKI Inc.	97.8	91.8	96.6	92.2	100.1
	KIMPO-DO Co.Ltd.	66.8	108.6	62.6	110.8	110.8

Notes:

1. Data on 'Unit Price for Eyeglasses' and 'Number of Units Sold' is based on one pair of the eyeglass (frame and lenses)
2. 'Number of Customers': The total number of customers

7. Number of Stores by Location (Domestic)

(Number of Stores)	FY03/21				FY03/22				3Q FY03/23				Forecast for FY03/23	
	In Shopping Center	In Building	On Suburban Road-side	Total	In Shopping Center	In Building	On Suburban Road-side	Total	In Shopping Center	In Building	On Suburban Road-side	Total	Total	
Open		12	1	3	16	3	3	5	11	3	3	7	13	17
Close		*		*		*		*			*		*	
		23	7	25	55	10	3	10	23	5	3	9	17	30
Total		*	*	*	*	*	*	*	*	*	*	*	*	*
		260	85	317	662	253	85	312	650	251	85	310	646	637
Ratio (%)		39.3	12.8	47.9	100.0	38.9	13.1	48.0	100.0	38.8	13.2	48.0	100.0	
• PARIS MIKI		241	84	317	642	235	84	312	631	233	84	310	627	
Company-owned Store		232	70	243	545	227	70	241	538	225	71	242	538	
Franchised Store		9	14	74	97	8	14	71	93	8	13	68	89	
• KIMPO-DO		19	1		20	18	1		19	18	1		19	

In addition, there are 3 mobile stores

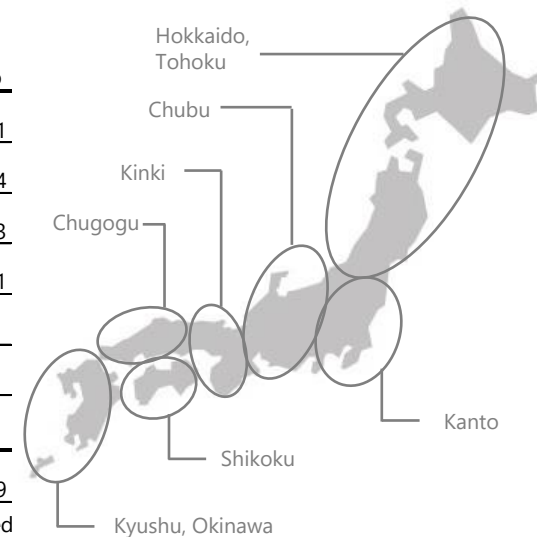
* Franchised stores included

8. Number of Stores by Area (Domestic)

(Number of stores, %)

Region	FY03/21	FY03/22	3Q FY03/23	Ratio	Company-owned store by PARIS MIKI	Franchised store by PARIS MIKI	KIMPO-DO
Hokkaido • Tohoku				%			
	46	45	45	7.0	37	7	1
Kanto	182	181	183	28.3	151	18	14
Chubu	89	87	84	13.0	79	2	3
Kinki	181	174	173	26.8	153	19	1
Chugoku	82	81	80	12.4	53	27	
Shikoku	39	39	39	6.0	31	8	
Kyusyu • Okinawa	43	43	42	6.5	34	8	
Total	*	*	*	100.0	538	89	19

* Franchised stores included



9. Number of Stores by Area (Overseas)

(Number of stores)

Region	Corporate Name	Country (Area)	3Q FY03/23		
			Increase	Decrease	Total
Europe	PARIS MIKI S.A.R.L.	France	0	0	1
	PARIS-MIKI LONDON LTD.	U.K.	0	0	1
Asia	PARIS MIKI OPTICS (China) Co., LTD.	China			
	SHANGHAI PARIS GLASS MIKI Co., LTD.	China	0	7	27
	SHANGHAI PARIS MIKI TRADING Co., LTD.	China			
	SHANGHAI PARIS MIKI BUSINESS Co., LTD.	China			
	OPTIQUE PARIS-MIKI (S) PTE. LTD.	Singapore	0	0	8
	KIMPO-DO (S) PTE. LTD.	Singapore	0	0	1
	OPTIQUE PARIS MIKI (M) SDN BHD	Malaysia	1	0	7
	KIMPO-DO (MALAYSIA) SDN BHD	Malaysia	0	0	1
	PARIS MIKI GLASS Co., LTD.	Taiwan	0	0	1
	PARIS MIKI OPTICAL(THAILAND)CO., LTD.	Thailand	0	0	5
	PARIS MIKI KOREA INC.	Korea	2	1	40 *
	PARIS MIKI VIETNAM CO, LTD.	Vietnam	0	0	1
PARIS MIKI PHILIPPINES INC.	Philippines	0	0	2	
Oceania	PARIS MIKI AUSTRALIA PTY. LTD.	Australia	0	0	4
U.S.	MIKI, INC.	Hawaii	0	0	1
	(Seattle branch)	Seattle, WA	0	1	3
	Total		3	9	103

* 40 franchised stores