

# DATA FILE

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**PARIS MIKI HOLDINGS Inc.**

Prime Market of the TSE, Code No. 7455

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

## **For The Fiscal Year Ended March 31, 2023 (April 1, 2022 –March 31, 2023)**

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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. , %)	FY03/22			FY03/23			FY03/24 (Forecast)		
	Apr. 1, 2021-Mar. 31, 2022			Apr. 1, 2022-Mar. 31, 2023			Apr. 1, 2023-Mar. 31, 2024		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%	JPY mil.	%	%
<b>Sales</b>	44,092	100.0	100.5	<b>47,400</b>	<b>100.0</b>	<b>107.5</b>	48,300	100.0	101.9
<b>Cost of Sales</b>	13,775	31.2	97.6	<b>15,023</b>	<b>31.7</b>	<b>109.1</b>	15,166	31.4	101.0
<b>Gross Profit</b>	30,316	68.8	101.9	<b>32,377</b>	<b>68.3</b>	<b>106.8</b>	33,133	68.6	102.3
<b>SG &amp; A Expenses</b>	30,816	69.9	102.9	<b>31,645</b>	<b>66.8</b>	<b>102.7</b>	32,108	66.5	101.5
<b>Operating Income</b>	△ 500	△ 1.1	—	<b>732</b>	<b>1.5</b>	—	1,025	2.1	140.0
<b>Non-operating Income</b>	765	1.7	76.9	<b>576</b>	<b>1.2</b>	<b>75.3</b>			
<b>Non-operating Expenses</b>	89	0.2	44.6	<b>102</b>	<b>0.2</b>	<b>114.1</b>			
<b>Ordinary Profit</b>	175	0.4	28.6	<b>1,206</b>	<b>2.5</b>	<b>686.9</b>	1,210	2.5	100.3
<b>Extraordinary Income</b>	14	0.0	5.4	<b>212</b>	<b>0.4</b>	—			
<b>Extraordinary Losses</b>	896	2.0	151.2	<b>511</b>	<b>1.1</b>	<b>57.0</b>			
<b>Profit Loss Attributable to Owners of Parent</b>	△ 1,108	△ 2.5	—	<b>501</b>	<b>1.1</b>	—	610	1.3	121.6
<b>Earnings per Share</b>	△ 21.82	—	—	<b>9.88</b>	—	—	12.01		

## 2. Selling, General and Administrative Expenses

### ● Consolidated

(JPY mil. , %)

	FY03/22 Apr. 1, 2021-Mar. 31, 2022	FY03/23 Apr. 1, 2022-Mar. 31, 2023		
	Amount (A)	Amount (B)	change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
<b>Sales Promotion Expenses</b>	2,126	<b>2,299</b>	<b>173</b>	<b>108.2</b>
<b>Advertising Expenses</b>	1,148	<b>1,095</b>	△ 53	<b>95.4</b>
<b>Personel Expenses</b>	15,715	<b>16,019</b>	<b>303</b>	<b>101.9</b>
<b>Rent Expenses</b>	7,625	<b>7,790</b>	<b>165</b>	<b>102.2</b>
<b>Other SG &amp; A Expenses</b>	4,200	<b>4,440</b>	<b>239</b>	<b>105.7</b>
<b>Depreciation Expenses (of Other SG &amp; A Expenses)</b>	797	<b>798</b>	<b>0</b>	<b>100.1</b>
<b>Total</b>	30,816	<b>31,645</b>	<b>829</b>	<b>102.7</b>

### 3. Main Changes in Balance Sheet

#### ● Consolidated

	As of Mar. 31, 2022 (A)	As of Mar. 31, 2023 (B)	Change (B) - (A)
<b>Assets</b>			
<b>Total Current Assets</b>	24,185	<b>25,111</b>	925
Cash and Deposits	11,949	<b>12,858</b>	908
Account Receivable	2,661	<b>2,784</b>	122
Inventories	8,523	<b>8,200</b>	△ 323
Other Current Assets	1,050	<b>1,268</b>	217
<b>Total Fixed Assets</b>	11,598	<b>12,260</b>	661
Tangible Fixed Assets	4,840	<b>5,328</b>	487
Intangible Fixed Assets	608	<b>597</b>	△ 10
Investments and Others	6,149	<b>6,334</b>	184
<b>Total Fixed Assets</b>	35,784	<b>37,371</b>	1,586
<b>Liabilities</b>			
<b>Total Current Liabilities</b>	7,167	<b>8,067</b>	900
Notes and Accounts Payable	1,219	<b>1,336</b>	116
Income Taxes Payable	176	<b>469</b>	293
Other Current Liabilities	5,771	<b>6,261</b>	489
<b>Total Long-term Liabilities</b>	1,170	<b>1,099</b>	△ 70
<b>Total Liabilities</b>	8,337	<b>9,167</b>	829
<b>Net Assets</b>			
<b>Shareholders' Equity</b>	26,672	<b>26,837</b>	164
Capital Stock	5,901	<b>5,901</b>	0
Capital Surplus	6,829	<b>6,829</b>	0
Retained Earnings	22,634	<b>22,799</b>	164
Treasury Stock	△ 8,692	<b>△ 8,692</b>	0
<b>Accumulated Other Comprehensive Income</b>	266	<b>737</b>	470
Valuation Difference on Available-for-sale Securities	160	<b>220</b>	59
Foreign Currency Translation Adjustment	106	<b>517</b>	410
<b>Subscription Rights to Shares</b>	129	<b>170</b>	41
<b>Non-controlling Interests</b>	378	<b>459</b>	81
<b>Total Net Assets</b>	27,446	<b>28,204</b>	757
<b>Total Liabilities and Net Assets</b>	35,784	<b>37,371</b>	1,586

## 4. Cash Flows

(JPY mil.)	FY03/22	FY03/23
	(Apr. 1, 2021-Mar. 31, 2022)	(Apr. 1, 2022-Mar. 31, 2023)
	JPY mil.	JPY mil.
<b>Cash Flows from Operating Activities</b>	1,512	<b>2,608</b>
<b>Cash Flows from Investing Activities</b>	330	<b>△ 1,776</b>
<b>Cash Flows from Financing Activities</b>	△ 3,518	<b>△ 487</b>
<b>Cash and Cash Equivalents at End of Period</b>	9,776	<b>10,408</b>

## 5. Capital Expenditures

Fiscal Year	(JPY mil.)			
	FY03/21	FY03/22	<b>FY03/23</b>	FY03/24 (Forecast)
<b>Capital Expenditures</b>	2,232	2,187	<b>2,167</b>	2,594

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

		(%)						
		1st Quarter	2nd Quarter	1st Half	3rd Quarter	4th Quarter	2nd Half	Total
2021-2022	<b>All stores</b>	26.4	△13.7	1.3	△1.3	△3.6	△2.4	△0.6
	<b>Comparable stores</b>	29.7	△11.8	3.7	0.6	△2.2	△0.7	1.4
2022-2023	<b>All stores</b>	9.2	3.0	5.9	0.4	8.0	3.8	4.9
	<b>Comparable stores</b>	9.9	3.3	6.4	1.0	7.2	3.3	4.8
2023-2024	<b>All stores</b>							1.7
	<b>Comparable stores</b>							1.9

Notes:

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

2. Franchised stores' sales included

\* Forecast

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

(JPY mil.)

	FY03/22 (Apr. 1, 2021-Mar. 31, 2022)			FY03/23 (Apr. 1, 2022-Mar. 31, 2023)		
	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%
<b>Frames</b>	12,485	30.8	98.6	<b>12,694</b>	<b>29.8</b>	<b>101.7</b>
<b>Lenses</b>	17,759	43.7	99.0	<b>18,275</b>	<b>42.9</b>	<b>102.9</b>
<b>Sunglasses</b>	2,000	4.9	113.7	<b>2,579</b>	<b>6.1</b>	<b>128.9</b>
<b>Contact Lenses &amp; Care Solutions</b>	615	1.5	100.4	<b>612</b>	<b>1.4</b>	<b>99.4</b>
<b>Hearing Aids</b>	5,653	13.9	105.5	<b>5,830</b>	<b>13.7</b>	<b>103.1</b>
<b>Others</b>	2,104	5.2	83.8	<b>2,613</b>	<b>6.1</b>	<b>124.1</b>
<b>Total</b>	40,619	100.0	99.4	<b>42,605</b>	<b>100.0</b>	<b>104.9</b>

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

Fiscal Year		FY03/21	FY03/22	<b>FY03/23</b>
<b>Unit Price for Eyeglasses</b> (JPY)	All Stores	31,182	32,883	<b>32,888</b>
	PARIS MIKI Inc.	29,534	30,896	<b>30,785</b>
	KIMPO-DO Co.Ltd.	109,271	108,544	<b>109,307</b>
<b>Number of Units Sold</b> (YoY, %)	All Stores	99.2	93.6	<b>101.9</b>
	PARIS MIKI Inc.	99.9	93.1	<b>101.8</b>
	KIMPO-DO Co.Ltd.	73.3	115.8	<b>106.7</b>
<b>Number of Customers</b> (YoY, %)	All Stores	96.1	91.5	<b>100.6</b>
	PARIS MIKI Inc.	97.8	91.8	<b>100.2</b>
	KIMPO-DO Co.Ltd.	66.8	108.6	<b>112.6</b>

Notes:

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

## 9. Number of Stores by Location (Domestic)

Forecast for  
FY03/24

(Number of Stores)	FY03/21				FY03/22				FY03/23				Total	
	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		
<b>Open</b>		12	1	3	16	3	3	5	11	<b>3</b>	<b>4</b>	<b>11</b>	<b>18</b>	<b>20</b>
<b>Close</b>		*		*		*		*		<b>11</b>	<b>5</b>	<b>14</b>	<b>30</b>	<b>19</b>
		23	7	25	55	10	3	10	23					
<b>Total</b>		*	*	*	*	*	*	*	*	*	*	*	*	*
		260	85	317	<b>662</b>	253	85	312	<b>650</b>	<b>245</b>	<b>84</b>	<b>309</b>	<b>638</b>	<b>639</b>
<b>Ratio (%)</b>		39.3	12.8	47.9	100.0	38.9	13.1	48.0	100.0	<b>38.4</b>	<b>13.2</b>	<b>48.4</b>	<b>100.0</b>	
<b>• PARIS MIKI</b>		241	84	317	642	235	84	312	631	228	83	309	620	
<b>Company-owned Store</b>		232	70	243	545	227	70	241	538	220	71	241	532	
<b>Franchised Store</b>		9	14	74	97	8	14	71	93	8	12	68	88	
<b>• KIMPO-DO</b>		19	1		20	18	1		19	17	1		18	

\* In addition, there are 3 mobile stores

1

1

20

18

\* Franchised stores included

1

19

17

1

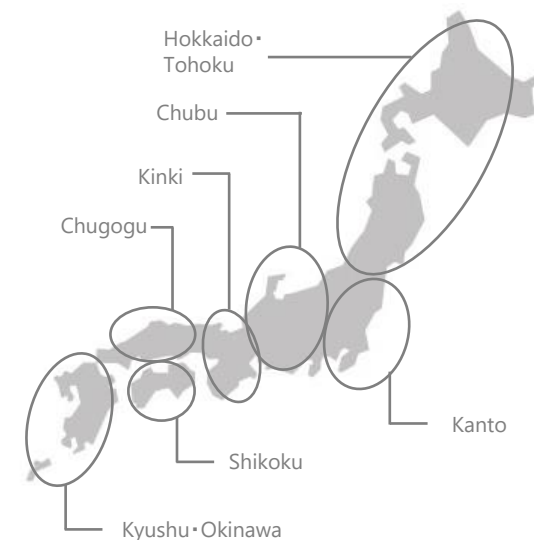
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## 10. Number of Stores by Area (Domestic)

(Number of stores, %)

Region	FY03/21	FY03/22	FY03/23	Ratio	Company-owned store by PARIS MIKI	Franchised store by PARIS MIKI	KIMPO-DO
<b>Hokkaido・Tohoku</b>	46	45	<b>44</b>	<b>6.9</b>	36	7	1
<b>Kanto</b>	182	181	<b>181</b>	<b>28.4</b>	150	18	13
<b>Chubu</b>	89	87	<b>83</b>	<b>13.0</b>	78	2	3
<b>Kinki</b>	181	174	<b>171</b>	<b>26.8</b>	151	19	1
<b>Chugoku</b>	82	81	<b>78</b>	<b>12.2</b>	52	26	
<b>Shikoku</b>	39	39	<b>39</b>	<b>6.1</b>	31	8	
<b>Kyushu・Okinawa</b>	43	43	<b>42</b>	<b>6.6</b>	34	8	
<b>Total</b>	*	*	*	<b>100.0</b>	532	88	18

\* Franchised stores included





**11. Number of Stores by Area (Overseas)**

Region	Corporate Name	Country (Area)	FY03/23		
			Increase	Decrease	Total
<b>Europe</b>	PARIS MIKI S.A.R.L.	France	0	0	<b>1</b>
	PARIS-MIKI LONDON LTD.	U.K.	0	0	<b>1</b>
<b>Asia</b>	PARIS MIKI OPTICS (China) Co., LTD.	China			
	SHANGHAI PARIS GLASS MIKI Co., LTD.	China			<b>27</b>
	SHANGHAI PARIS MIKI TRADING Co., LTD.	China	0	7	
	SHANGHAI PARIS MIKI BUSINESS Co., LTD.	China			
	OPTIQUE PARIS-MIKI (S) PTE. LTD.	Singapore	0	0	<b>8</b>
	KIMPO-DO (S) PTE. LTD.	Singapore	0	0	<b>1</b>
	OPTIQUE PARIS MIKI (M) SDN BHD	Malaysia	1	0	<b>7</b>
	KIMPO-DO (MALAYSIA) SDN BHD	Malaysia	0	0	<b>1</b>
	PARIS MIKI GLASS Co., LTD.	Taiwan	0	0	<b>1</b>
	PARIS MIKI OPTICAL(THAILAND)CO., LTD.	Thailand	0	0	<b>5</b>
	PARIS MIKI KOREA INC.	Korea	2	2	<b>39 *</b>
	PARIS MIKI VIETNAM CO, LTD.	Vietnam	1	0	<b>2</b>
	PARIS MIKI PHILIPPINES INC.	Philippines	0	0	<b>2</b>
<b>Oceania</b>	PARIS MIKI AUSTRALIA PTY. LTD.	Australia	0	0	<b>4</b>
<b>U.S.</b>	MIKI, INC.	Hawaii	0	0	<b>1</b>
	(Seattle branch)	Seattle, WA	0	1	<b>3</b>
	Total		4	10	<b>103</b>

\* 39 franchised stores

(Number of people)

**12. Number of Employees**

<b>Fiscal Year Ended</b>	FY03/21	FY03/22	<b>FY03/23</b>
<b>Number of Full-time Employees</b>	2,835	2,720	<b>2,636</b>
<b>Number of Part-time Employees</b>	1,166	1,128	<b>1,117</b>
<b>Total</b>	4,001	3,848	<b>3,753</b>

Notes) The number of part-time employees is converted by regular working hours (8 hours per day)

## 13. Stock Summary

### a. Major Shareholders (Top 10)

	( 1,000 shares, %)	
	Number of Shares Held 1,000 shares	Percentage of Shareholdings %
Lunettes Inc.	21,393	42.11
BNP PARIBAS SECURITIES SERVICES MILAN /JASDEC/LUXOTTICA GROUP SPA	6,007	11.82
Mikio Tane	2,612	5.14
Employees Stock Ownership	2,525	4.97
The Master Trust Bank of Japan ,Ltd. (Trust Account)	2,281	4.49
SMBC Trust Bank Ltd., Designated Securities Trust	1,121	2.21
Betelgeuse Co.,Ltd.	904	1.78
Nobuhiko Tane	727	1.43
Naoki Tane	566	1.11
Custody Bank of Japan, Ltd. (Trust Account)	478	0.94
<b>Total</b>	<b>38,618</b>	<b>76.01</b>

(Note) Percentage of Shareholdings excluded 5,252,489 treasury shares.

### b. Shareholding by Shareholder Category

	( 1,000 shares, %)		
	Number of Shareholders	Number of Shares Held 1,000 shares	Percentage of Shareholdings %
Financial Institutions	9	4,056	7.25
Securities Firms	22	387	0.69
Other Entities	73	23,175	41.42
Foreign Entities and Individuals	83	6,467	11.56
Individuals and Other	11,672	21,863	39.08
<b>Total</b>	<b>11,859</b>	<b>55,950</b>	<b>100.00</b>

(Note) Excluded shares less than one unit

### c. Dividend

Fiscal Year Ended	(Yen)					
	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24 (forecast)
Dividend per Share (Full-year)	16.0	14.0	10.0	6.0	6.0	6.0