

**Consolidated Financial Results**  
**for the First Quarter of the Fiscal Year Ending December 31, 2023**  
**(under Japanese GAAP)**

May 15, 2023

Name of the Listed Company: Snow Peak, Inc.  
Securities Code: 7816

Listed Stock Exchanges: Tokyo Stock Exchange  
URL: <http://www.snowpeak.co.jp>

Representative: Tohru Yamai, Chairman, President and Representative Director

Contact: Satoshi Kaneko, Corporate Officer, Chief of Corporate Management Control Division

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Scheduled date to submit quarterly report: May 15, 2023

Scheduled date to commence dividend payments: –

Preparation of supplementary materials on quarterly financial results: Yes

Holding of quarterly financial results presentation meeting: Yes (for institutional investors and analysts)

(Millions of yen with fractional amounts rounded down)

1. Consolidated financial results for the first quarter of the fiscal year ending December 31, 2023

(from January 1, 2023 to March 31, 2023)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	million yen	%	million yen	%	million yen	%	million yen	%
First quarter ended March 31, 2023	6,479	(8.5)	257	(72.5)	328	(66.4)	245	(61.7)
First quarter ended March 31, 2022	7,084	40.4	935	67.0	976	54.9	642	56.4

(Note) Comprehensive income First quarter ended March 31, 2023: 410 million yen (51.0%)  
First quarter ended March 31, 2022: 838 million yen (29.9%)

	Basic earnings per share	Diluted earnings per share
	yen	yen
First quarter ended March 31, 2023	6.50	–
First quarter ended March 31, 2022	16.96	–

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	million yen	million yen	%
As of March 31, 2023	32,120	15,257	46.7
As of December 31, 2022	30,733	15,257	48.8

(Reference) Shareholders' equity As of March 31, 2023: 14,999 million yen  
As of December 31, 2022: 15,002 million yen

2. Dividends

	Dividend per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Annual
	yen	yen	yen	yen	yen
Fiscal year ended December 31, 2022	–	0.00	–	12.00	12.00
Fiscal year ending December 31, 2023	–				
Fiscal year ending December 31, 2023 (forecast)		0.00	–	12.00	12.00

(Note) Revisions to the recently announced dividend forecast: No

3. Consolidated financial forecasts for the fiscal year ending December 31, 2023

(from January 1, 2023 to December 31, 2023)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	million yen	%	million yen	%	million yen	%	million yen	%	yen
Full year	36,000	17.0	5,000	36.1	4,930	36.7	2,849	46.4	75.35

(Note) Revisions to the recently announced results forecast: No

\* Notes

- (1) Changes in significant subsidiaries during the first quarter of the fiscal year under review: None
- (2) Adoption of an accounting method specific to the preparation of quarterly financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates and retrospective restatement
- (i) Changes in accounting policies due to revisions to accounting standards and other regulations: Yes
  - (ii) Changes in accounting policies other than (i): None
  - (iii) Change in accounting estimates: None
  - (iv) Restatement: None
- (4) Number of shares issued (common shares)
- (i) Total number of shares issued at the end of the period (including treasury shares)
    - As of March 31, 2023: 38,140,000 shares
    - As of December 31, 2022: 38,140,000 shares
  - (ii) Number of treasury shares at the end of the period
    - As of March 31, 2023: 304,845 shares
    - As of December 31, 2022: 331,565 shares
  - (iii) Average number of shares during the period
    - First quarter ended March 31, 2023: 37,815,512 shares
    - First quarter ended March 31, 2022: 37,846,033 shares

\* Quarterly financial results reports are exempt from the quarterly review conducted by certified public accountants or an audit corporation.

\* Proper use of earnings forecasts, and other special matters

(Notes on forward-looking statements)

The forward-looking statements such as the forecasts of financial results stated in this document are based on the information currently available to the Company and certain assumptions that the Company judges as rational. These statements are not guarantees of future performance. Actual results may differ substantially from the forecasts due to various factors.

(Change of the monetary unit to be indicated)

Starting with the consolidated financial statements for the first quarter under review, the Company has decided to use the monetary unit of millions of yen for monetary amounts that are indicated as account items or in relation to other matters in its quarterly consolidated financial statements, instead of thousands of yen, which it used in its previous statements. Furthermore, for the sake of comparison with consolidated results for the previous fiscal year and the first quarter of the previous fiscal year, such amounts have been indicated in millions as well in the said consolidated financial statements.

## 1. Qualitative Information on the Quarterly Financial Results under Review

### (1) Explanation on Operating Results

During the first quarter of the consolidated fiscal year under review (from January 1, 2023 to March 31, 2023), economic activity began to recover in Japan, mainly reflecting the active movement of people, such as traveling for pleasure or on business, linked to the decision to lower the category of COVID-19 to a Class 5 Infectious Disease in May. Looking at the global economy, the outlook remained uncertain, partly because of the ongoing conflict in Ukraine and global financial concern triggered by the collapse of financial institutions in the United States.

Even so, with COVID-19 fears having subsided, the Company considered that the tide began to turn in the summer of last year in the outdoor industry, in which Snow Peak, Inc. (the “Company”) and its subsidiaries (collectively, the “Group”) operate. Taking into account surges in raw material prices and the depreciation of the yen, which started to become more marked last year, the Company implemented price increases in Japan this January. Nonetheless, the number of customers visiting directly managed stores increased year on year and the number of new members exceeded the year-ago level, confirming strong demand for products with the Company’s brand. On the other hand, the Company was aware that wholesalers were proceeding with activities to reduce outdoor-related products and the market was going through a correction phase overall.

In this situation, the Group recorded the following financial results for the first quarter of the fiscal year under review.

Net sales: 6,479 million yen (down 8.5% year on year)

Operating profit: 257 million yen (down 72.5% year on year)

Ordinary profit: 328 million yen (down 66.4% year on year)

Profit attributable to owners of parent: 245 million yen (down 61.7% year on year)

In domestic businesses, the number of customers visiting directly managed stores continued to rise even after price increases, and sales remained firm. In addition, in wholesale sales, sales from in-store operation, for which the Company’s staff members are stationed permanently, increased year on year, aided by excellent customer engagement. However, in terms of wholesale to dealers, the sell-in of the Company’s products remained slow as excess inventories of products with other companies’ brands, which started to occur last year, showed no signs of improvement. As a result, sales remained below the year-ago level on a monthly basis.

In overseas businesses, the situation was different in certain areas that were influenced by an increase in demand for diverse leisure activities associated with subsiding COVID-19, as well as concern over the deterioration of economy attributable to inflation, among other factors. However, other areas showed strong performances.

The situation in each region is described below.

In South Korea, overall demand for camping remains firm, although the COVID-19 pandemic-related surge appears to be plateauing. In this market environment, the Group achieved results by increasing sales of apparel products in particular. Sales in Taiwan remained flat from the previous year as the situation is the same with South Korea with respect to overall demand for camping. Sales the previous year had been high. In China, where the Company established a joint venture last year, it is working on the transfer of e-commerce accounts from South Korea and the conclusion of contracts with wholesalers and the process is taking more time than expected. Still, with the market expected to grow sharply going forward, the Company will continue to make thorough preparations while simultaneously maintaining good contacts with the joint venture. In the United States, direct sales channels and the Company’s e-commerce operation performed well, resulting in broader brand recognition. However, sales decreased year on year, reflecting the ongoing correction stage of inventories in the wholesale channel due mainly to the impact of concern about a recession linked to the collapse of financial institutions, as well as worsening inflation. Even so, given the huge outdoor market of the United States, the Company is advancing a range of measures including the development of new wholesalers to expand sales channels. In the United Kingdom, sales were affected by concern about a recession attributable to inflation and other factors, as in the United States. Still, with the aim of expanding its sales channels, the Company is seeking to increase the number of new clients in the EU market.

## (2) Explanation of Financial Position

Assets at the end of the first quarter of the consolidated fiscal year under review increased 1,386 million yen from the end of the previous fiscal year, to 32,120 million yen. Current assets increased 1,186 million yen from the end of the previous fiscal year, to 17,855 million yen, mainly due to rises of 2,385 million yen in merchandise and finished goods, partly offset by decreases of 484 million yen in cash and deposits, 406 million yen in notes, accounts receivable - trade and contract assets, among other factors. Non-current assets increased 200 million yen from the end of the previous fiscal year, to 14,264 million yen, chiefly reflecting an increase of 267 million yen in construction in progress linked mainly to the construction of the Snow Peak Campfield Long Beach, a campground of Snow Peak USA, Inc.

Liabilities at the end of the first quarter of the fiscal year under review increased 1,386 million yen from the end of the previous fiscal year, to 16,863 million yen. Current liabilities increased 1,890 million yen from the end of the previous fiscal year, to 11,039 million yen primarily due to rises of 1,200 million yen in short-term borrowings and 934 million yen in accounts payable - trade, offsetting a decrease of 228 million yen in income taxes payable. Non-current liabilities decreased 503 million yen from the end of the previous fiscal year, to 5,823 million yen, largely due to decreases of 234 million yen in contract liabilities and 204 million yen in long-term borrowings.

Net assets at the end of the first quarter of the consolidated fiscal year under review decreased 0 million yen from the end of the previous fiscal year, to 15,257 million yen, mainly reflecting a decrease of 453 million yen in retained earnings due to dividend payments, offsetting rises of 245 million yen in retained earnings due to the posting of profit attributable to owners of parent, and 114 million yen in deferred gains or losses on hedges.

## (3) Explanation on Information on Future Forecasts such as Consolidated Financial Forecasts

The Group has decided not to revise the earnings forecasts for the fiscal year ending December 31, 2023 released on February 13, 2023.