

DATA FILE

PARIS MIKI HOLDINGS Inc.

Prime Market of the TSE, Code No. 7455

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

For The 1st Quarter of Fiscal Year Ending March 31, 2024
(April 1, 2023 –June 30, 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., %)	1st Quarter FY03/23 Apr. 1, 2022-Jun. 30, 2022			1st Quarter FY03/24 Apr. 1, 2022-Jun. 30, 2022			FY03/24 (Forecast) Apr. 1, 2023-Mar. 31, 2024		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Sales	JPY mil. 11,508	% 100.0	% 110.9	JPY mil. 12,022	% 100.0	% 104.5	JPY mil. 48,300	% 100.0	% 101.9
Cost of Sales	3,691	32.1	114.7	3,762	31.3	101.9	15,166	31.4	101.0
Gross Profit	7,817	67.9	109.2	8,259	68.7	105.7	33,133	68.6	102.3
SG & A Expenses	7,842	68.1	103.0	7,707	64.1	98.3	32,108	66.5	101.5
Operating Income	△ 25	△ 0.2	—	552	4.6	—	1,025	2.1	140.0
Non-operating Income	274	2.4	383.1	373	3.1	136.4			
Non-operating Expenses	18	0.2	124.1	22	0.2	122.6			
Ordinary Profit	230	2.0	—	903	7.5	391.6	1,210	2.5	100.3
Extraordinary Income	0	0.0	—	0	0.0	380.3			
Extraordinary Losses	48	0.4	193.1	22	0.2	47.0			
Profit Attributable to Owners of Parent	65	0.6	—	712	5.9	—	610	1.3	121.6
Earnings per Share	JPY 1.28	—	—	JPY 14.02	—	—	JPY 12.01		

2. Selling, General and Administrative Expenses

● Consolidated

(JPY mil. , %)

	1st Quarter FY03/23 Apr. 1, 2022-Jun. 30, 2022	1st Quarter FY03/24 Apr. 1, 2023-Jun. 30, 2023		
	Amount (A)	Amount (B)	change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
Sales Promotion Expenses	516	543	26	105.2
Advertising Expenses	369	127	△ 242	34.5
Personel Expenses	3,984	4,011	26	100.7
Rent Expenses	1,932	1,957	24	101.3
Other SG & A Expenses	1,038	1,067	29	102.9
Depreciation Expenses (of Other SG & A Expenses)	167	211	43	126.2
Total	7,842	7,707	△ 134	98.3

3. Main Changes in Balance Sheet

● Consolidated

(JPY mil.)	As of June 30, 2022	As of June 30, 2023	Change	As of Mar. 31, 2023	Change
	(A)	(B)	(B) - (A)	(C)	(B) - (C)
Assets					
Total Current Assets	24,547	25,503	956	25,111	392
Cash and Deposits	11,617	12,682	1,065	12,858	△ 175
Account Receivable	2,853	2,889	35	2,784	104
Inventories	8,822	8,553	△ 269	8,200	352
Other Current Assets	1,253	1,378	344	1,268	110
Total Fixed Assets	11,857	12,353	496	12,260	93
Tangible Fixed Assets	5,125	5,348	222	5,328	20
Intangible Fixed Assets	588	604	15	597	6
Investments and Others	6,142	6,400	257	6,334	66
Total Fixed Assets	36,404	37,857	1,452	37,371	485
Liabilities					
Total Current Liabilities	7,674	7,992	317	8,067	△ 74
Notes and Accounts Payable	1,443	1,627	183	1,336	290
Income Taxes Payable	99	208	109	469	△ 261
Other Current Liabilities	6,131	6,156	25	6,261	△ 104
Total Long-term Liabilities	1,159	1,112	△ 46	1,099	13
Total Liabilities	8,833	9,105	271	9,167	△ 61
Net Assets					
Shareholders' Equity	26,585	27,397	811	26,837	559
Capital Stock	5,901	5,901	0	5,901	0
Capital Surplus	6,829	6,829	0	6,829	0
Retained Earnings	22,547	23,359	811	22,799	559
Treasury Stock	△ 8,692	△ 8,692	0	△ 8,692	0
Accumulated Other Comprehensive Income	416	701	285	737	△ 35
Valuation Difference on Available-for-sale Securities	157	302	145	220	82
Foreign Currency Translation Adjustment	258	399	140	517	△ 117
Subscription Rights to Shares	145	176	30	170	5
Non-controlling Interests	423	476	53	459	17
Total Net Assets	27,570	28,751	1,181	28,204	547
Total Liabilities and Net Assets	36,404	37,857	1,452	37,371	485

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

(%)

		1Q	2Q	1H	3Q	4Q	2H	Total
2021-2022	All stores	26.4	△13.7	1.3	△1.3	△3.6	△2.4	△0.6
	Comparable stores	29.7	△11.8	3.7	0.6	△2.2	△0.7	1.4
2022-2023	All stores	9.2	3.0	5.9	0.4	8.0	3.8	4.9
	Comparable stores	9.9	3.3	6.4	1.0	7.2	3.3	4.8
2023-2024	All stores	4.7						1.7
	Comparable stores	5.3						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

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

(JPY mil., %)

	1Q FY03/23 (Apr. 1, 2022-Jun. 30, 2022)			1Q FY03/24 (Apr. 1, 2023-Jun. 30, 2023)		
	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%
Frames	3,065	29.7	105.7	3,005	27.8	98.0
Lenses	4,440	42.9	108.7	4,383	40.5	98.7
Sunglasses	707	6.8	121.2	1,103	10.2	156.0
Contact Lenses & Care Solutions	150	1.5	106.4	144	1.3	96.0
Hearing Aids	1,367	13.2	104.5	1,544	14.3	112.9
Others	609	5.9	136.7	643	5.9	105.6
Total	10,340	100.0	109.2	10,823	100.0	104.7

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

Fiscal Year		Fiscal Year Ended		1st Quarter		
		FY03/22	FY03/23	1Q FY03/22	1Q FY03/23	1Q FY03/24
Unit Price for Eyeglasses (JPY)	All Stores	32,883	32,888	32,404	33,356	34,207
	PARIS MIKI Inc.	30,896	30,785	30,563	31,102	31,882
	KIMPO-DO Co.Ltd.	108,544	109,307	120,455	121,265	119,599
Number of Units Sold (YoY, %)	All Stores	93.6	101.9	114.8	104.0	95.0
	PARIS MIKI Inc.	93.1	101.8	113.8	103.5	94.8
	KIMPO-DO Co.Ltd.	115.8	106.7	204.7	126.9	100.7
Number of Customers (YoY, %)	All Stores	91.5	100.6	105.5	101.8	99.3
	PARIS MIKI Inc.	91.8	100.2	105.0	101.2	98.9
	KIMPO-DO Co.Ltd.	108.6	112.6	168.6	126.4	111.9

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

7. Number of Stores by Location (Domestic)

(Number of Stores)	FY03/22				FY03/23				1Q FY03/24				Forecast for FY03/24
	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	3	3	5	11	3	4	11	18	2	0	0	2	20
Close	*		*		*		*		0	0	1	1	19
	10	3	10	23	11	5	14	30	0	0	1	1	19
Total	*	*	*	*	*	*	*	*	*	*	*	*	*
	253	85	312	650	245	84	309	638	247	84	308	639	639
Ratio (%)	38.9	13.1	48.0	100.0	38.4	13.2	48.4	100.0	38.4	13.2	48.4	100	
• PARIS MIKI	235	84	312	631	228	83	309	620	230	83	308	621	
Company-owned Store	227	70	241	538	220	71	241	532	222	71	240	533	
Franchised Store	8	14	71	93	8	12	68	88	8	12	68	88	
• KIMPO-DO	18	1	—	19	17	1	—	18	17	1	—	18	

In addition, there are 3 mobile stores

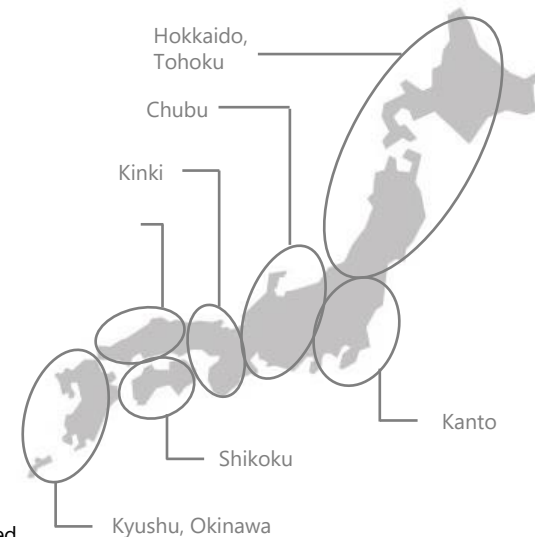
* Franchised stores included

8. Number of Stores by Area (Domestic)

(Number of stores, %)

Region	FY03/22	FY03/23	1Q FY03/24	Ratio	Company-owned store by PARIS MIKI	Franchised store by PARIS MIKI	KIMPO-DO
Hokkaido・Tohoku	45	44	44	6.9	36	7	—
Kanto	181	181	182	28.5	151	18	12
Chubu	87	83	83	13.0	78	2	3
Kinki	174	171	171	26.8	151	19	4
Chugoku	81	78	78	12.2	52	26	—
Shikoku	39	39	39	6.1	31	8	—
Kyusyu・Okinawa	43	42	42	6.5	34	8	—
Total	*	*	*				
	650	638	639	100	533	88	18

* Franchised stores included



9. Number of Stores by Area (Overseas)

(Number of stores)

Region	Corporate Name	Country (Area)	1Q FY03/24		
			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			24
	SHANGHAI PARIS MIKI TRADING Co., LTD.	China	0	3	
	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	0	1	6
	KIMPO-DO (MALAYSIA) SDN BHD	Malaysia	0	0	1
	PARIS MIKI GLASS Co., LTD.	Taiwan	0	0	0
	PARIS MIKI OPTICAL(THAILAND)CO., LTD.	Thailand	0	0	5
	PARIS MIKI KOREA INC.	Korea	0	0	39 *
	PARIS MIKI VIETNAM CO, LTD.	Vietnam	1	0	2
	PARIS MIKI PHILIPPINES INC.	Philippines	0	0	2
PARIS MIKI (CAMBODIA) CO.,LTD	Cambodia	1	0	1	
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		2	5	99

* 39 franchised stores