

# 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 1<sup>st</sup> 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
<b>Sales</b>	JPY mil. 11,508	% 100.0	% 110.9	JPY mil. <b>12,022</b>	% <b>100.0</b>	% <b>104.5</b>	JPY mil. 48,300	% 100.0	% 101.9
<b>Cost of Sales</b>	3,691	32.1	114.7	<b>3,762</b>	<b>31.3</b>	<b>101.9</b>	15,166	31.4	101.0
<b>Gross Profit</b>	7,817	67.9	109.2	<b>8,259</b>	<b>68.7</b>	<b>105.7</b>	33,133	68.6	102.3
<b>SG &amp; A Expenses</b>	7,842	68.1	103.0	<b>7,707</b>	<b>64.1</b>	<b>98.3</b>	32,108	66.5	101.5
<b>Operating Income</b>	△ 25	△ 0.2	—	<b>552</b>	<b>4.6</b>	—	1,025	2.1	140.0
<b>Non-operating Income</b>	274	2.4	383.1	<b>373</b>	<b>3.1</b>	<b>136.4</b>			
<b>Non-operating Expenses</b>	18	0.2	124.1	<b>22</b>	<b>0.2</b>	<b>122.6</b>			
<b>Ordinary Profit</b>	230	2.0	—	<b>903</b>	<b>7.5</b>	<b>391.6</b>	1,210	2.5	100.3
<b>Extraordinary Income</b>	0	0.0	—	<b>0</b>	<b>0.0</b>	<b>380.3</b>			
<b>Extraordinary Losses</b>	48	0.4	193.1	<b>22</b>	<b>0.2</b>	<b>47.0</b>			
<b>Profit Attributable to Owners of Parent</b>	65	0.6	—	<b>712</b>	<b>5.9</b>	—	610	1.3	121.6
<b>Earnings per Share</b>	JPY 1.28	—	—	JPY <b>14.02</b>	—	—	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.	%
<b>Sales Promotion Expenses</b>	516	<b>543</b>	<b>26</b>	<b>105.2</b>
<b>Advertising Expenses</b>	369	<b>127</b>	<b>△ 242</b>	<b>34.5</b>
<b>Personel Expenses</b>	3,984	<b>4,011</b>	<b>26</b>	<b>100.7</b>
<b>Rent Expenses</b>	1,932	<b>1,957</b>	<b>24</b>	<b>101.3</b>
<b>Other SG &amp; A Expenses</b>	1,038	<b>1,067</b>	<b>29</b>	<b>102.9</b>
<b>Depreciation Expenses (of Other SG &amp; A Expenses)</b>	167	<b>211</b>	<b>43</b>	<b>126.2</b>
<b>Total</b>	7,842	<b>7,707</b>	<b>△ 134</b>	<b>98.3</b>

### 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)
<b>Assets</b>					
<b>Total Current Assets</b>	24,547	<b>25,503</b>	956	25,111	392
Cash and Deposits	11,617	<b>12,682</b>	1,065	12,858	△ 175
Account Receivable	2,853	<b>2,889</b>	35	2,784	104
Inventories	8,822	<b>8,553</b>	△ 269	8,200	352
Other Current Assets	1,253	<b>1,378</b>	344	1,268	110
<b>Total Fixed Assets</b>	11,857	<b>12,353</b>	496	12,260	93
Tangible Fixed Assets	5,125	<b>5,348</b>	222	5,328	20
Intangible Fixed Assets	588	<b>604</b>	15	597	6
Investments and Others	6,142	<b>6,400</b>	257	6,334	66
<b>Total Fixed Assets</b>	36,404	<b>37,857</b>	1,452	37,371	485
<b>Liabilities</b>					
<b>Total Current Liabilities</b>	7,674	<b>7,992</b>	317	8,067	△ 74
Notes and Accounts Payable	1,443	<b>1,627</b>	183	1,336	290
Income Taxes Payable	99	<b>208</b>	109	469	△ 261
Other Current Liabilities	6,131	<b>6,156</b>	25	6,261	△ 104
<b>Total Long-term Liabilities</b>	1,159	<b>1,112</b>	△ 46	1,099	13
<b>Total Liabilities</b>	8,833	<b>9,105</b>	271	9,167	△ 61
<b>Net Assets</b>					
<b>Shareholders' Equity</b>	26,585	<b>27,397</b>	811	26,837	559
Capital Stock	5,901	<b>5,901</b>	0	5,901	0
Capital Surplus	6,829	<b>6,829</b>	0	6,829	0
Retained Earnings	22,547	<b>23,359</b>	811	22,799	559
Treasury Stock	△ 8,692	<b>△ 8,692</b>	0	△ 8,692	0
<b>Accumulated Other Comprehensive Income</b>	416	<b>701</b>	285	737	△ 35
Valuation Difference on Available-for-sale Securities	157	<b>302</b>	145	220	82
Foreign Currency Translation Adjustment	258	<b>399</b>	140	517	△ 117
<b>Subscription Rights to Shares</b>	145	<b>176</b>	30	170	5
<b>Non-controlling Interests</b>	423	<b>476</b>	53	459	17
<b>Total Net Assets</b>	27,570	<b>28,751</b>	1,181	28,204	547
<b>Total Liabilities and Net Assets</b>	36,404	<b>37,857</b>	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.	%	%
<b>Frames</b>	3,065	29.7	105.7	<b>3,005</b>	<b>27.8</b>	<b>98.0</b>
<b>Lenses</b>	4,440	42.9	108.7	<b>4,383</b>	<b>40.5</b>	<b>98.7</b>
<b>Sunglasses</b>	707	6.8	121.2	<b>1,103</b>	<b>10.2</b>	<b>156.0</b>
<b>Contact Lenses &amp; Care Solutions</b>	150	1.5	106.4	<b>144</b>	<b>1.3</b>	<b>96.0</b>
<b>Hearing Aids</b>	1,367	13.2	104.5	<b>1,544</b>	<b>14.3</b>	<b>112.9</b>
<b>Others</b>	609	5.9	136.7	<b>643</b>	<b>5.9</b>	<b>105.6</b>
<b>Total</b>	10,340	100.0	109.2	<b>10,823</b>	<b>100.0</b>	<b>104.7</b>

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

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

In addition, there are 3 mobile stores

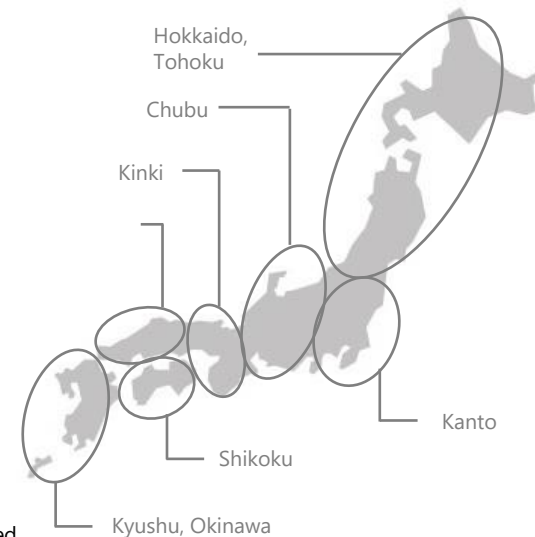
\* Franchised stores included

## 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
<b>Hokkaido・Tohoku</b>	45	44	44	6.9	36	7	—
<b>Kanto</b>	181	181	182	28.5	151	18	12
<b>Chubu</b>	87	83	83	13.0	78	2	3
<b>Kinki</b>	174	171	171	26.8	151	19	4
<b>Chugoku</b>	81	78	78	12.2	52	26	—
<b>Shikoku</b>	39	39	39	6.1	31	8	—
<b>Kyusyu・Okinawa</b>	43	42	42	6.5	34	8	—
<b>Total</b>	*	*	*				
	650	638	639	100	533	88	18

\* Franchised stores included



## 9. Number of Stores by Area (Overseas)

(Number of stores)

### 1Q FY03/24

Region	Corporate Name	Country (Area)	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>24</b>
	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	<b>8</b>
	KIMPO-DO (S) PTE. LTD.	Singapore	0	0	<b>1</b>
	OPTIQUE PARIS MIKI (M) SDN BHD	Malaysia	0	1	<b>6</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	0	0	<b>39</b> *
	PARIS MIKI VIETNAM CO, LTD.	Vietnam	0	0	<b>2</b>
PARIS MIKI PHILIPPINES INC.	Philippines	0	0	<b>2</b>	
PARIS MIKI (CAMBODIA) CO.,LTD	Cambodia	0	0	<b>1</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	0	<b>3</b>
	Total		0	4	<b>100</b>

\* 39 franchised stores