

DATA FILE

For The 3rd Quarter of Fiscal Year Ending March 31, 2025
(April 1, 2024–December 31, 2024)

PARIS MIKI HOLDINGS Inc.

Standard Market of the TSE, Code No. 7455
<https://www.paris-miki.com/>

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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

	3rd Quarter FY03/24 Apr. 1, 2023-Dec. 31, 2023			3rd Quarter FY03/25 Apr. 1, 2024-Dec. 31, 2024			FY03/25 (Forecast) * Apr. 1, 2024-Mar. 31, 2025		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%	JPY mil.	%	%
Sales	37,909	100.0	105.3	38,726	100.0	102.2	50,900	100.0	102.0
Cost of Sales	11,984	31.6	104.2	12,486	32.2	104.2	16,400	32.2	102.0
Gross Profit	25,924	68.4	105.8	26,239	67.8	101.2	34,400	67.6	101.7
SG & A Expenses	23,905	63.1	100.4	24,949	64.4	104.4	33,300	65.4	104.4
Operating Income	2,018	5.3	286.7	1,289	3.3	63.9	1,100	2.2	57.0
Non-operating Income	484	1.3	247.9	484	1.3	100.0			
Non-operating Expenses	55	0.1	92.9	116	0.3	210.2			
Ordinary Profit	2,447	6.5	291.4	1,657	4.3	67.7	1,400	2.8	54.0
Extraordinary Income	1	0.0	—	40	0.1	—			
Extraordinary Losses	100	0.3	64.8	90	0.2	90.3			
Profit Attributable to Owners of Parent	1,729	4.6	494.7	965	2.5	55.8	820	1.6	48.5
Earnings per Share	JPY 34.04	—	—	JPY 17.73	—	—	JPY 15.29		

* The consolidated earnings forecast for the fiscal year ending March 31, 2025 has been revised on January 31, 2025 from the previous forecast announced on May 13, 2024.

2. Selling, General and Administrative Expenses

● Consolidated

	3rd Quarter FY03/24 Apr. 1, 2023-Dec. 31, 2023	3rd Quarter FY03/25 Apr. 1, 2024-Dec. 31, 2024		
(JPY mil. , %)	Amount (A)	Amount (B)	change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
Sales Promotion Expenses	1,813	1,965	151	108.3
Advertising Expenses	610	763	153	125.1
Personel Expenses	12,183	12,536	353	102.9
Rent Expenses	5,980	6,088	107	101.8
Other SG & A Expenses	3,317	3,595	277	108.4
Depreciation Expenses (of Other SG & A Expenses)	666	758	91	113.7
Total	23,905	24,949	1,043	104.4

3. Main Changes in Balance Sheet

● Consolidated

	As of Dec. 31, 2023	As of Dec. 31, 2024	Change	As of Mar. 31, 2024	Change	(JPY mil.)
	(A)	(B)	(B) - (A)	(C)	(B) - (C)	
Assets						
Total Current Assets	27,103	27,244	141	26,861	382	
Cash and Deposits	13,747	13,310	△ 436	13,759	△ 448	
Account Receivable	3,269	3,136	△ 133	3,076	59	
Inventories	8,522	9,206	684	8,400	806	
Other Current Assets	1,563	1,590	26	1,624	△ 34	
Total Fixed Assets	12,770	15,930	3,159	13,159	2,770	
Tangible Fixed Assets	5,804	6,249	444	5,787	461	
Intangible Fixed Assets	618	522	△ 96	572	△ 50	
Investments and Others	6,347	9,158	2,811	6,799	2,358	
Total Fixed Assets	39,873	43,174	3,300	40,021	3,153	
Liabilities						
Total Current Liabilities	8,670	8,981	310	8,883	98	
Notes and Accounts Payable	1,717	1,515	△ 201	1,563	△ 47	
Income Taxes Payable	428	408	△ 19	565	△ 156	
Other Current Liabilities	6,524	7,057	532	6,755	301	
Total Long-term Liabilities	1,150	1,585	434	1,114	470	
Total Liabilities	9,820	10,566	745	9,997	568	
Net Assets						
Shareholders' Equity	28,276	29,547	1,271	28,343	1,203	
Capital Stock	5,901	5,913	11	5,901	11	
Capital Surplus	6,829	6,829	0	6,829	0	
Retained Earnings	24,168	16,817	△ 7,350	23,718	△ 6,900	
Treasury Stock	△ 8,622	△ 12	8,610	△ 8,104	8,092	
Accumulated Other Comprehensive Income	1,065	2,376	1,311	962	1,414	
Valuation Difference on Available-for-sale Securities	320	603	283	455	147	
Foreign Currency Translation Adjustment	745	1,773	1,028	506	1,266	
Subscription Rights to Shares	187	141	△ 45	180	△ 38	
Non-controlling Interests	524	542	18	537	5	
Total Net Assets	30,052	32,608	2,555	30,023	2,584	
Total Liabilities and Net Assets	39,873	43,174	3,300	40,021	3,153	

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
2022-2023	All stores	9.2	3.0	5.9	0.4	4.0	8.0	3.8	4.9
	Comparable stores	9.9	3.3	6.4	1.0	4.1	7.2	3.3	4.8
2023-2024	All stores	4.7	9.0	6.9	2.9	5.5	4.7	3.7	5.3
	Comparable stores	5.3	8.7	7.1	3.9	6.1	6.3	5.0	6.1
2024-2025	All stores	6.3	2.0	4.0	-2.0	2.0			2.7*
	Comparable stores	6.3	2.1	4.1	-2.1	1.9			3.0*

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., %)

	3Q FY03/24 (Apr. 1, 2023-Dec. 31, 2023)			3Q FY03/25 (Apr. 1, 2024-Dec. 31, 2024)		
	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%
Frames	9,637	28.0	100.4	9,835	28.1	102.1
Lenses	13,843	40.3	99.4	13,887	39.6	100.3
Sunglasses	3,229	9.4	161.5	3,543	10.1	109.7
Contact Lenses & Care Solutions	475	1.4	103.6	403	1.2	84.9
Hearing Aids	4,737	13.8	105.7	4,595	13.1	97.0
Others	2,443	7.1	115.9	2,784	7.9	113.9
Total	34,367	100.0	105.5	35,050	100.0	102.0

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

		Fiscal Year Ended		3rd Quarter		
Fiscal Year		FY03/23	FY03/24	3Q FY03/23	3Q FY03/24	3Q FY03/25
Unit Price for Eyeglasses (JPY)	All Stores	32,888	33,846	33,114	34,006	35,722
	PARIS MIKI Inc.	30,785	31,610	30,989	31,775	33,350
	KIMPO-DO Co.Ltd.	109,307	111,749	112,730	113,480	119,377
Number of Units Sold (YoY, %)	All Stores	101.9	97.2	101.9	96.6	96.1
	PARIS MIKI Inc.	101.8	97.1	101.8	96.4	96.1
	KIMPO-DO Co.Ltd.	106.7	101.3	104.6	101.4	97.1
Number of Customers (YoY, %)	All Stores	100.6	99.5	100.4	100.4	95.7
	PARIS MIKI Inc.	100.2	99.2	100.1	100.0	95.5
	KIMPO-DO Co.Ltd.	112.6	110.0	110.8	112.6	100.7

- 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)

	FY03/23				FY03/24				3rd Quarter FY03/25				** Forecast for FY03/25
	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	4	11	18	7	2	1	10	9	3	4	16	20
Close	*		*				*				*		
	11	5	14	30	5	1	12	18	4	0	7	11	16
Total	*	*	*	*	*	*	*	*	*	*	*	*	*
	245	84	309	638	247	85	298	630	252	88	295	635	634
Ratio (%)	38.4	13.2	48.4	100.0	39.2	13.5	47.3	100.0	39.7	13.9	46.4	100.0	
• PARIS MIKI	228	83	309	620	230	84	298	612	234	87	295	616	
Company-owned Store	220	71	241	532	222	72	232	526	226	75	231	532	
Franchised Store	8	12	68	88	8	12	66	86	8	12	64	84	
• KIMPO-DO	17	1		18	17	1		18	18	1		19	

In addition, there are 3 mobile stores

* Franchised stores included

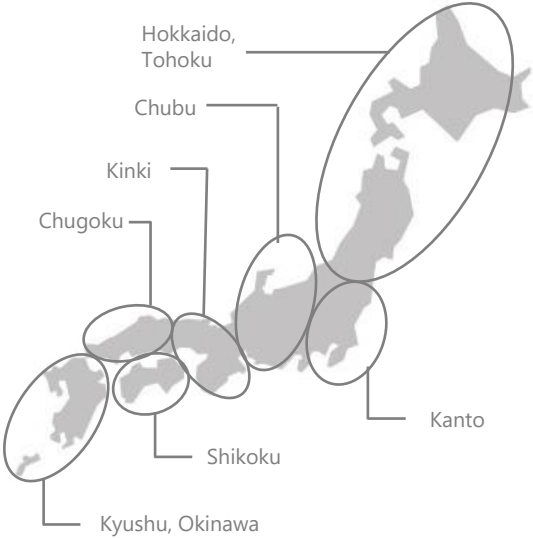
** The forecasts have been revised from the previous figures.

8. Number of Stores by Area (Domestic)

(Number of stores, %)

Region	FY03/23	FY03/24	3Q FY03/25	Ratio	Company-owned store by PARIS MIKI	Franchised store by PARIS MIKI	KIMPO-DO
Hokkaido・Tohoku	44	44	44	% 6.9	36	7	1
Kanto	181	179	184	29.0	152	18	14
Chubu	83	83	83	13.1	78	2	3
Kinki	171	168	169	26.6	150	18	1
Chugoku	78	75	75	11.8	51	24	0
Shikoku	39	39	39	6.1	31	8	0
Kyusyu・Okinawa	42	42	41	6.5	34	7	0
Total	*	*	*	100.0	532	84	19

* Franchised stores included



9. Number of Stores by Area (Overseas)

Region	Corporate Name	Country (Area)	3Q FY03/25		
			Increase	Decrease	Total
Europe	PARIS MIKI S.A.R.L.	France	0	0	1
Asia	PARIS MIKI OPTICS (China) Co., LTD.	China			
	SHANGHAI PARIS GLASS MIKI Co., LTD.	China	1	8	13
	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	0	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	0	7	26 *
	PARIS MIKI VIETNAM CO, LTD.	Vietnam	0	0	2
	PARIS MIKI PHILIPPINES INC.	Philippines	0	0	3
	PARIS MIKI (CAMBODIA) CO.,LTD	Cambodia	0	0	2
Oceania	PARIS MIKI AUSTRALIA PTY. LTD.	Australia	1	0	4
U.S.	MIKI, INC.	Hawaii	0	0	1
	(Seattle branch)	Seattle, WA	0	0	3
	Total		2	15	78

* 26 franchised stores