

DATA FILE

For The Fiscal Year Ended March 31, 2024
(April 1, 2023 –March 31, 2024)

PARIS MIKI HOLDINGS Inc.

Prime 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

(JPY mil. , %)	FY03/23			FY03/24 (Forecast)			FY03/25 (Forecast)		
	Apr. 1, 2022-Mar. 31, 2023			Apr. 1, 2023-Mar. 31, 2024			Apr. 1, 2024-Mar. 31, 2025		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%	JPY mil.	%	%
Sales	47,400	100.0	107.5	49,912	100.0	105.3	51,067	100.0	102.3
Cost of Sales	15,023	31.7	109.1	16,085	32.2	107.1	16,217	31.8	100.8
Gross Profit	32,377	68.3	106.8	33,827	67.8	104.5	34,849	68.2	103.0
SG & A Expenses	31,645	66.8	102.7	31,898	63.9	100.8	32,732	64.1	102.6
Operating Income	732	1.5	—	1,928	3.9	263.4	2,117	4.1	109.8
Non-operating Income	576	1.2	75.3	779	1.6	135.2			
Non-operating Expenses	102	0.2	114.1	116	0.2	113.4			
Ordinary Profit	1,206	2.5	686.9	2,592	5.2	214.8	2,075	4.1	80.1
Extraordinary Income	212	0.4	—	1	0.0	0.7			
Extraordinary Losses	511	1.1	57.0	356	0.7	69.8			
Profit Loss Attributable to Owners of Parent	501	1.1	—	1,690	3.4	336.9	1,380	2.7	81.6
Earnings per Share	9.88	—	—	33.24	—	—	27.14		

2. Selling, General and Administrative Expenses

● Consolidated

(JPY mil. , %)

	FY03/23	FY03/24		
	Apr. 1, 2022-Mar. 31, 2023	Apr. 1, 2023-Mar. 31, 2024		
	Amount (A)	Amount (B)	Change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
Sales Promotion Expenses	2,299	2,401	101	104.4
Advertising Expenses	1,095	769	△ 326	70.2
Personel Expenses	16,019	16,285	266	101.7
Rent Expenses	7,790	7,981	191	102.5
Other SG & A Expenses	4,440	4,460	19	100.4
Depreciation Expenses (of Other SG & A Expenses)	798	914	115	114.5
Total	31,645	31,898	252	100.8

3. Main Changes in Balance Sheet

● Consolidated

	As of Mar. 31, 2023	As of Mar. 31, 2024	Change
	(A)	(B)	(B) - (A)
Assets			
Total Current Assets	25,111	26,861	1,750
Cash and Deposits	12,858	13,759	901
Account Receivable	2,784	3,076	292
Inventories	8,200	8,400	200
Other Current Assets	1,268	1,624	356
Total Fixed Assets	12,260	13,159	899
Tangible Fixed Assets	5,328	5,787	459
Intangible Fixed Assets	597	572	△ 25
Investments and Others	6,334	6,799	465
Total Fixed Assets	37,371	40,021	2,649
Liabilities			
Total Current Liabilities	8,067	8,883	816
Notes and Accounts Payable	1,336	1,563	226
Income Taxes Payable	469	565	95
Other Current Liabilities	6,261	6,755	494
Total Long-term Liabilities	1,099	1,114	14
Total Liabilities	9,167	9,997	830
Net Assets			
Shareholders' Equity	26,837	28,343	1,506
Capital Stock	5,901	5,901	0
Capital Surplus	6,829	6,829	0
Retained Earnings	22,799	23,718	919
Treasury Stock	△ 8,692	△ 8,104	587
Accumulated Other Comprehensive Income	737	962	225
Valuation Difference on Available-for-sale Securities	220	455	235
Foreign Currency Translation Adjustment	517	506	△ 10
Subscription Rights to Shares	170	180	9
Non-controlling Interests	459	537	77
Total Net Assets	28,204	30,023	1,819
Total Liabilities and Net Assets	37,371	40,021	2,649

4. Cash Flows

(JPY mil.)	FY03/23	FY03/24
	Apr. 1, 2022-Mar. 31, 2023	Apr. 1, 2023-Mar. 31, 2024
	JPY mil.	JPY mil.
Cash Flows from Operating Activities	2,608	2,715
Cash Flows from Investing Activities	△ 1,776	△ 2,206
Cash Flows from Financing Activities	△ 487	△ 479
Cash and Cash Equivalents at End of Period	10,408	10,614

5. Capital Expenditures

	(JPY mil.)			
Fiscal Year	FY03/22	FY03/23	FY03/24	FY03/25 (Forecast)
Capital Expenditures	2,187	2,167	1,655	3,200

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

(%)

		1st Quarter	2nd Quarter	1st Half	3rd Quarter	4th Quarter	2nd Half	Total
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	9.0	6.9	2.9	4.7	3.7	5.3
	Comparable stores	5.3	8.7	7.1	3.9	6.3	5.0	6.1
2024-2025	All stores							* 2.7
	Comparable stores							* 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

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

(JPY mil.)

	FY03/23 (Apr. 1, 2022-Mar. 31, 2023)			FY03/24 (Apr. 1, 2023-Mar. 31, 2024)		
	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%
Frames	12,694	29.8	101.7	12,891	28.7	101.5
Lenses	18,275	42.9	102.9	18,262	40.7	99.9
Sunglasses	2,579	6.1	128.9	3,983	8.9	154.4
Contact Lenses & Care Solutions	612	1.4	99.4	664	1.5	108.6
Hearing Aids	5,830	13.7	103.1	6,006	13.4	103.0
Others	2,613	6.1	124.1	3,070	6.8	117.5
Total	42,605	100.0	104.9	44,878	100.0	105.3

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

Fiscal Year		FY03/22	FY03/23	FY03/24
Unit Price for Eyeglasses (JPY)	All Stores	32,883	32,888	33,846
	PARIS MIKI Inc.	30,896	30,785	31,610
	KIMPO-DO Co.Ltd.	108,544	109,307	111,749
Number of Units Sold (YoY, %)	All Stores	93.6	101.9	97.2
	PARIS MIKI Inc.	93.1	101.8	97.1
	KIMPO-DO Co.Ltd.	115.8	106.7	101.3
Number of Customers (YoY, %)	All Stores	91.5	100.6	99.5
	PARIS MIKI Inc.	91.8	100.2	99.2
	KIMPO-DO Co.Ltd.	108.6	112.6	110.0

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)

(Number of Stores)

	FY03/22				FY03/23				FY03/24				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	3	5	11	3	4	11	18	7	2	1	10	30
Close	*		*		*		*		5	1	12	18	25
	10	3	10	23	11	5	14	30	*	*	*	*	*
Total	253	85	312	650	245	84	309	638	247	85	298	630	635
Ratio (%)	38.9	13.1	48.0	100.0	38.4	13.2	48.4	100.0	39.2	13.5	47.3	100.0	
• PARIS MIKI	235	84	312	631	228	83	309	620	230	84	298	612	
Company-owned Store	227	70	241	538	220	71	241	532	222	72	232	526	
Franchised Store	8	14	71	93	8	12	68	88	8	12	66	86	
• KIMPO-DO	18	1		19	17	1		18	17	1		18	

In addition, there are 3 mobile stores

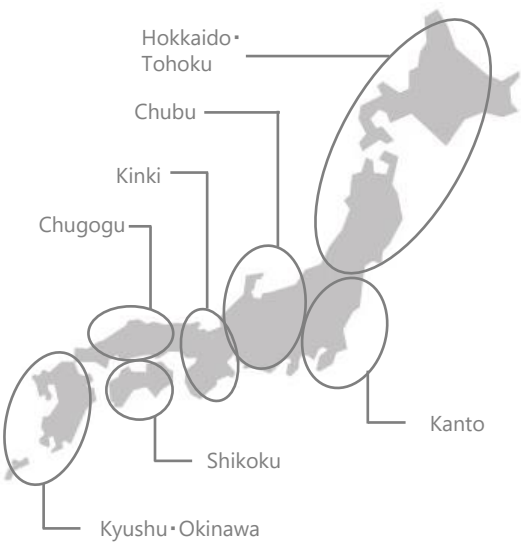
* Franchised stores included

10. Number of Stores by Area (Domestic)

(Number of stores, %)

Region	FY03/22	FY03/23	FY03/24	Ratio	Company-owned store by PARIS MIKI	Franchised store by PARIS MIKI	KIMPO-DO
				%			
Hokkaido・Tohoku	45	44	44	7.0	36	7	1
Kanto	181	181	179	28.4	148	18	13
Chubu	87	83	83	13.2	78	2	3
Kinki	174	171	168	26.6	149	18	1
Chugoku	81	78	75	11.9	50	25	—
Shikoku	39	39	39	6.2	31	8	—
Kyusyu・Okinawa	43	42	42	6.7	34	8	—
Total	*	*	*	100.0	526	86	18
	650	638	630				

*Franchised stores included



11. Number of Stores by Area (Overseas)

Region	Corporate Name	Country (Area)	FY03/24			(Number of stores)
			Increase	Decrease	Total	
Europe	PARIS MIKI S.A.R.L.	France	0	0	1	
	PARIS-MIKI LONDON LTD.	U.K.	0	1	0	*
Asia	PARIS MIKI OPTICS (China) Co., LTD.	China				
	SHANGHAI PARIS GLASS MIKI Co., LTD.	China				
	SHANGHAI PARIS MIKI TRADING Co., LTD.	China	0	7	20	
	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	1	1	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	6	33	**
	PARIS MIKI VIETNAM CO, LTD.	Vietnam	0	0	2	
	PARIS MIKI PHILIPPINES INC.	Philippines	1	0	3	
	PARIS MIKI (CAMBODIA) CO.,LTD	Cambodia	1	0	2	
Oceania	PARIS MIKI AUSTRALIA PTY. LTD.	Australia	0	1	3	
U.S.	MIKI, INC.	Hawaii	0	0	1	
	(Seattle branch)	Seattle, WA	0	0	3	
Total			3	16	91	

* Business in U.K closed as of February 29, 2024
** 33 franchised stores

12. Number of Employees

Fiscal Year	(Number of people)		
	FY03/22	FY03/23	FY03/24
Number of Full-time Employees	2,720	2,636	2,556
Number of Part-time Employees	1,128	1,117	1,106
Total	3,848	3,753	3,662

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	Percentage of Shareholdings
	1,000 shares	%
Lunettes Inc.	21,393	41.82
BNP PARIBAS SECURITIES SERVICES MILAN /2S/JASDEC/LUXOTTICA GROUP SPA	7,368	14.40
Mikio Tane	2,612	5.11
Employees Stock Ownership	2,427	4.75
SMBC Trust Bank Ltd., Designated Securities Trust	1,121	2.19
The Master Trust Bank of Japan ,Ltd. (Trust Account)	1,000	1.95
Betelgeuse Co.,Ltd.	904	1.77
Nobuhiko Tane	727	1.42
Naoki Tane	566	1.11
Michio Tane	283	0.55
Total	38,406	75.07

(Note) Percentage of Shareholdings excluded 4,897,279 treasury shares.

b. Shareholding by Shareholder Category

	(1,000 shares, %)		
	Number of Shareholders	Number of Shares Held	Percentage of Shareholdings
		1,000 shares	%
Financial Institutions	8	2,427	4.34
Securities Firms	23	443	0.79
Other Entities	76	23,308	41.66
Foreign Entities and Individuals	104	8,897	15.90
Individuals and Other	11,469	20,878	37.31
Total	11,680	55,953	100.00

(Note) Excluded shares less than one unit

c. Dividend

	(Yen)					
Fiscal Year	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25 (forecast)
Dividend per Share (Full-year)	10.0	6.0	6.0	6.0	6.0	8.0