

DATA FILE

PARIS MIKI HOLDINGS Inc.

For The 1st Quarter of Fiscal Year Ending March 31, 2025
(April 1, 2024 –June 30, 2024)

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

1. Financial Summary	1
2. Selling, General, and Administrative Expenses	2
3. Main Changes in Balance Sheet	3
4. Sales Growth (Based on Retail Sales of All Domestic Stores)	4
5. Sales Breakdown by Product (Based on Retail Sales of All Domestic Stores)	4
6. Unit Price, Number of Units Sold, Customer Traffic (Domestic)	5
7. Number of Stores by Location (Domestic)	6
8. Number of Stores by Area (Domestic)	6
9. Number of Stores by Area (Overseas)	7

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

	1st Quarter FY03/24 Apr. 1, 2023-Jun. 30, 2023			1st Quarter FY03/25 Apr. 1, 2024-Jun. 30, 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	12,022	100.0	104.5	12,725	100.0	105.8	51,067	100.0	102.3
Cost of Sales	3,762	31.3	101.9	4,225	33.2	112.3	16,217	31.8	100.8
Gross Profit	8,259	68.7	105.7	8,500	66.8	102.9	34,849	68.2	103.0
SG & A Expenses	7,707	64.1	98.3	8,090	63.6	105.0	32,732	64.1	102.6
Operating Income	552	4.6	—	409	3.2	74.2	2,117	4.1	109.8
Non-operating Income	373	3.1	136.4	382	3.0	102.2			
Non-operating Expenses	22	0.2	122.6	34	0.3	154.1			
Ordinary Profit	903	7.5	391.6	757	6.0	83.8	2,075	4.1	80.1
Extraordinary Income	0	0.0	380.3	0	0.0	54.5			
Extraordinary Losses	22	0.2	47.0	31	0.2	139.5			
Profit Loss Attributable to Owners of Parent	712	5.9	—	561	4.4	78.9	1,380	2.7	81.6
	JPY			JPY			JPY		
Earnings per Share	14.02	—	—	10.98	-	-	24.62 *		

* The earnings per share forecast has been revised due to a revision of the average number of shares following the disposal of treasury shares as consideration for the absorption-type company split implemented on 1 July 2024.

2. Selling, General and Administrative Expenses

● Consolidated

	1st Quarter FY03/24 Apr. 1, 2023-Jun. 30, 2023	1st Quartew FY03/25 Apr. 1, 2024-Jun. 30, 2024		
	Amount (A)	Amount (B)	Change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
Sales Promotion Expenses	543	644	101	118.6
Advertising Expenses	127	147	19	115.6
Personel Expenses	4,011	4,170	159	104.0
Rent Expenses	1,957	2,005	48	102.5
Other SG & A Expenses	1,067	1,122	54	105.1
Depreciation Expenses (of Other SG & A Expenses)	211	211	0	100.1
Total	7,707	8,090	382	105.0

3. Main Changes in Balance Sheet

● Consolidated

(JPY mil.)

	As of Jun. 30, 2023	As of Jun. 30, 2024	Change	As of Mar. 31, 2024	Change
	(A)	(B)	(B) - (A)	(C)	(B) - (C)
Assets					
Total Current Assets	25,503	27,172	1,668	26,861	310
Cash and Deposits	12,682	13,187	504	13,759	△ 571
Account Receivable	2,889	3,392	503	3,076	315
Inventories	8,553	9,050	497	8,400	649
Other Current Assets	1,378	1,542	163	1,624	△ 82
Total Fixed Assets	12,353	13,398	1,045	13,159	239
Tangible Fixed Assets	5,348	5,968	619	5,787	180
Intangible Fixed Assets	604	564	△ 39	572	△ 7
Investments and Others	6,400	6,865	465	6,799	66
Total Fixed Assets	37,857	40,571	2,714	40,021	549
Liabilities					
Total Current Liabilities	7,992	8,988	995	8,883	104
Notes and Accounts Payable	1,627	1,684	57	1,563	121
Income Taxes Payable	208	249	40	565	△ 315
Other Current Liabilities	6,156	7,054	897	6,755	299
Total Long-term Liabilities	1,112	1,126	13	1,114	12
Total Liabilities	9,105	10,114	1,009	9,997	116
Net Assets					
Shareholders' Equity	27,397	28,765	1,368	28,343	421
Capital Stock	5,901	5,901	0	5,901	0
Capital Surplus	6,829	6,829	0	6,829	0
Retained Earnings	23,359	24,074	715	23,718	356
Treasury Stock	△ 8,692	△ 8,039	653	△ 8,104	65
Accumulated Other Comprehensive Income	701	944	242	962	△ 17
Valuation Difference on Available-for-sale Securities	302	520	217	455	64
Foreign Currency Translation Adjustment	399	424	24	506	△ 82
Subscription Rights to Shares	176	181	5	180	1
Non-controlling Interests	476	564	87	537	27
Total Net Assets	28,751	30,456	1,704	30,023	432
Total Liabilities and Net Assets	37,857	40,571	2,714	40,021	549

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

		(%)						
		1Q	2Q	1H	3Q	4Q	2H	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	6.3						2.7
	Comparable stores	6.3						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.,%)					
		1Q FY03/24 (Apr. 1, 2023-Jun. 30, 2023)			1Q FY03/25 (Apr. 1, 2024-Jun. 30, 2024)		
		Amount	Ratio	YoY	Amount	Ratio	YoY
		JPY mil.	%	%	JPY mil.	%	%
Frames		3,005	27.8	98.0	3,096	26.9	103.0
Lenses		4,383	40.5	98.7	4,457	38.8	101.7
Sunglasses		1,103	10.2	156.0	1,350	11.7	122.4
Contact Lenses & Care Solutions		144	1.3	96.0	139	1.2	96.6
Hearing Aids		1,544	14.3	112.9	1,387	12.1	89.8
Others		643	5.9	105.6	1,071	9.3	166.5
Total		10,823	100.0	104.7	11,502	100.0	106.3

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

Fiscal Year		Fiscal Year Ended		1st Quarter		
		FY03/23	FY03/24	1Q FY03/23	1Q FY03/24	1Q FY03/25
Unit Price for Eyeglasses (JPY)	All Stores	32,888	33,846	33,356	34,207	35,376
	PARIS MIKI Inc.	30,785	31,610	31,102	31,882	32,993
	KIMPO-DO Co.Ltd.	109,307	111,749	121,265	119,599	119,667
Number of Units Sold (YoY, %)	All Stores	101.9	97.2	104.0	95.0	99.0
	PARIS MIKI Inc.	101.8	97.1	103.5	94.8	98.9
	KIMPO-DO Co.Ltd.	106.7	101.3	126.9	100.7	102.8
Number of Customers (YoY, %)	All Stores	100.6	99.5	101.8	99.3	98.7
	PARIS MIKI Inc.	100.2	99.2	101.2	98.9	98.5
	KIMPO-DO Co.Ltd.	112.6	110.0	126.4	111.9	105.3

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				1Q 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	3	2	2	7	30
Close	*		*				*						
	11	5	14	30	5	1	12	18	0	0	1	1	25
Total	*	*	*	*	*	*	*	*	*	*	*	*	*
	245	84	309	638	247	85	298	630	250	87	299	636	635
Ratio (%)	38.4	13.2	48.4	100.0	39.2	13.5	47.3	100.0	39.3	13.7	47.0	100.0	
• PARIS MIKI	228	83	309	620	230	84	298	612	232	86	299	617	
Company- owned Store	220	71	241	532	222	72	232	526	224	74	233	531	
Franchised Store	8	12	68	88	8	12	66	86	8	12	66	86	
• KIMPO-DO	17	1		18	17	1		18	18	1		19	

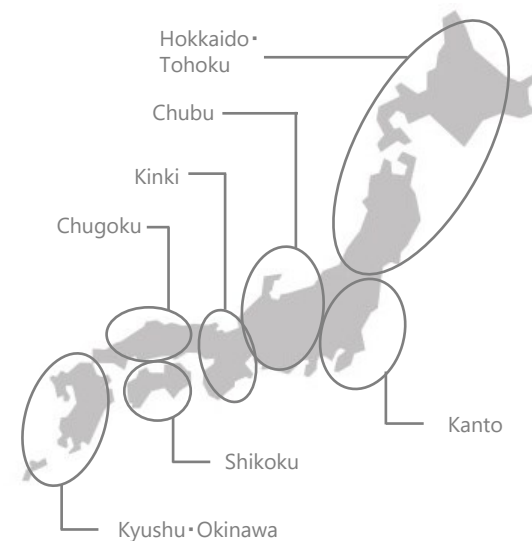
In addition, there are 3 mobile stores * Franchised stores included

8. Number of Stores by Area (Domestic)

(Number of stores, %)

Region	FY03/23	FY03/24	1Q 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	28.9	152	18	14
Chubu	83	83	83	13.1	78	2	3
Kinki	171	168	168	26.4	149	18	1
Chugoku	78	75	76	12.0	51	25	0
Shikoku	39	39	39	6.1	31	8	0
Kyushu・Okinawa	42	42	42	6.6	34	8	0
Total	*	*	*	100.0	531	86	19

* Franchised stores included



9. Number of Stores by Area (Overseas)

(Number of stores)

Region	Corporate Name	Country (Area)	1Q 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	0	3	17
	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	5	28 *
	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	0	0	3
U.S.	MIKI, INC.	Hawaii	0	0	1
	(Seattle branch)	Seattle, WA	0	0	3
	Total		0	8	83

* 28 franchised stores