

DATA FILE

**For The 2nd Quarter of Fiscal Year Ending March 31, 2025
(April 1, 2024 –September 30, 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

(JPY mil. , %)	2nd Quarter FY03/24 Apr. 1, 2023-Sep. 30, 2023			2nd Quarter FY03/25 Apr. 1, 2024-Sep. 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	25,220	100.0	106.7	26,116	100.0	103.6	51,067	100.0	102.3
Cost of Sales	7,768	30.8	103.2	8,413	32.2	108.3	16,217	31.8	100.8
Gross Profit	17,452	69.2	108.3	17,702	67.8	101.4	34,849	68.2	103.0
SG & A Expenses	15,873	62.9	101.1	16,523	63.3	104.1	32,732	64.1	102.6
Operating Income	1,578	6.3	383.6	1,179	4.5	74.7	2,117	4.1	109.8
Non-operating Income	522	2.1	132.8	179	0.7	34.3			
Non-operating Expenses	32	0.1	73.0	178	0.7	551.5			
Ordinary Profit	2,068	8.2	272.0	1,180	4.5	57.0	2,075	4.1	80.1
Extraordinary Income	0	0.0	—	40	0.2	—			
Extraordinary Losses	72	0.3	80.4	47	0.2	65.2			
Profit Loss Attributable to Owners of Parent	1,518	6.0	343.9	714	2.7	47.1	1,380	2.7	81.6
Earnings per Share	JPY 29.89	—	—	JPY 13.32	—	—	JPY 24.62		

2. Selling, General and Administrative Expenses

● Consolidated

	(JPY mil. , %)			
	2nd Quarter FY03/24 Apr. 1, 2023-Sep. 30, 2023	2nd Quarter FY03/25 Apr. 1, 2024-Sep. 30, 2024		
	Amount (A)	Amount (B)	change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
Sales Promotion Expenses	1,189	1,317	127	110.7
Advertising Expenses	389	417	28	107.2
Personel Expenses	8,094	8,327	233	102.9
Rent Expenses	4,013	4,105	91	102.3
Other SG & A Expenses	2,186	2,355	169	107.7
Depreciation Expenses (of Other SG & A Expenses)	430	465	35	108.1
Total	15,873	16,523	649	104.1

3. Main Changes in Balance Sheet

● Consolidated

(JPY mil.)

	As of Sep. 30, 2023	As of Sep. 30, 2024	Change	As of Mar. 31, 2024	Change
	(A)	(B)	(B) - (A)	(C)	(B) - (C)
Assets					
Total Current Assets	26,712	27,867	1,154	26,861	1,005
Cash and Deposits	13,844	14,078	234	13,759	319
Account Receivable	3,024	2,934	△ 89	3,076	△ 142
Inventories	8,478	9,408	930	8,400	1,007
Other Current Assets	1,365	1,445	79	1,624	△ 179
Total Fixed Assets	12,603	15,977	3,373	13,159	2,817
Tangible Fixed Assets	5,546	6,126	580	5,787	338
Intangible Fixed Assets	618	556	△ 61	572	△ 15
Investments and Others	6,438	9,293	2,854	6,799	2,494
Total Fixed Assets	39,316	43,844	4,528	40,021	3,822
Liabilities					
Total Current Liabilities	8,370	8,941	571	8,883	58
Notes and Accounts Payable	1,351	1,471	120	1,563	△ 91
Income Taxes Payable	493	518	24	565	△ 47
Other Current Liabilities	6,525	6,952	426	6,755	196
Total Long-term Liabilities	1,127	1,603	475	1,114	488
Total Liabilities	9,498	10,544	1,046	9,997	546
Net Assets					
Shareholders' Equity	28,203	29,146	942	28,343	802
Capital Stock	5,901	5,912	11	5,901	11
Capital Surplus	6,829	6,829	0	6,829	0
Retained Earnings	24,165	16,416	△ 7,748	23,718	△ 7,301
Treasury Stock	△ 8,692	△ 12	8,680	△ 8,104	8,092
Accumulated Other Comprehensive Income	922	3,478	2,556	962	2,516
Valuation Difference on Available-for-sale Securities	319	1,004	684	455	548
Foreign Currency Translation Adjustment	602	2,474	1,871	506	1,968
Subscription Rights to Shares	182	140	△ 42	180	△ 39
Non-controlling Interests	509	534	24	537	△ 3
Total Net Assets	29,817	33,299	3,481	30,023	3,275
Total Liabilities and Net Assets	39,316	43,844	4,528	40,021	3,822

4. Cash Flows

(JPY mil.)	2nd Quarter FY03/24 (Apr. 1, 2023-Sep. 30, 2023)	FY03/24 (Apr. 1, 2023-Mar. 31, 2024)	2nd Quarter FY03/25 (Apr. 1, 2024-Sep. 30, 2024)
Cash Flows from Operating Activities	1,654	2,715	773
Cash Flows from Investing Activities	△ 723	△ 2,206	303
Cash Flows from Financing Activities	△ 310	△ 479	△ 213
Cash and Cash Equivalents at End of Period	11,206	10,614	11,591

5. Capital Expenditures

	(JPY mil.)			
Fiscal Year	FY03/23	FY03/24	2nd Quarter FY03/25	FY03/25 (Forecast)
Capital Expenditures	2,167	1,655	1,097	3,200

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

		(%)							Notes:
		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	1. Comparable stores' sales are based on stores operating for more than 24 months; stores that closed during the period not included
	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	2. Franchised stores' sales included
	Comparable stores	5.3	8.7	7.1	3.9	6.3	5.0	6.1	
2024-2025	All stores	6.3	2.0	4.0				2.7	*
	Comparable stores	6.3	2.1	4.1				3.0	*
									* Forecast

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

(JPY mil., %)	2Q FY03/24 (Apr. 1, 2023-Sep. 30, 2023)			2Q FY03/25 (Apr. 1, 2024-Sep. 30, 2024)		
	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%
Frames	6,351	27.8	100.3	6,533	27.4	102.9
Lenses	9,278	40.5	101.0	9,415	39.6	101.5
Sunglasses	2,567	11.2	166.8	2,824	11.9	110.0
Contact Lenses & Care Solutions	289	1.3	95.0	271	1.1	93.7
Hearing Aids	3,040	13.3	109.8	2,856	12.0	93.9
Others	1,360	5.9	107.0	1,905	8.0	140.0
Total	22,887	100.0	106.9	23,805	100.0	104.0

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

		Fiscal Year Ended		2nd Quarter		
Fiscal Year		FY03/23	FY03/24	2Q FY03/23	2Q FY03/24	2Q FY03/25
Unit Price for Eyeglasses (JPY)	All Stores	32,888	33,846	33,008	33,746	35,183
	PARIS MIKI Inc.	30,785	31,610	30,856	31,528	32,904
	KIMPO-DO Co.Ltd.	109,307	111,749	113,226	113,800	117,362
Number of Units Sold (YoY, %)	All Stores	101.9	97.2	103.9	97.7	98.3
	PARIS MIKI Inc.	101.8	97.1	103.7	97.6	98.3
	KIMPO-DO Co.Ltd.	106.7	101.3	115.7	100.8	98.3
Number of Customers (YoY, %)	All Stores	100.6	99.5	101.9	102.9	96.7
	PARIS MIKI Inc.	100.2	99.2	101.5	102.5	96.5
	KIMPO-DO Co.Ltd.	112.6	110.0	119.0	116.2	101.8

- 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)

	FY03/23				FY03/24				2nd 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	6	3	4	13	30
Close	* 11	5	* 14	30	5	1	* 12	18	3	0	* 6	9	25
Total	* 245	* 84	* 309	* 638	* 247	* 85	* 298	* 630	* 250	* 88	* 296	* 634	* 635
Ratio (%)	38.4	13.2	48.4	100.0	39.2	13.5	47.3	100.0	39.4	13.9	46.7	100.0	
• PARIS MIKI	228	83	309	620	230	84	298	612	232	87	296	615	
Company-owned Store	220	71	241	532	222	72	232	526	224	75	232	531	
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

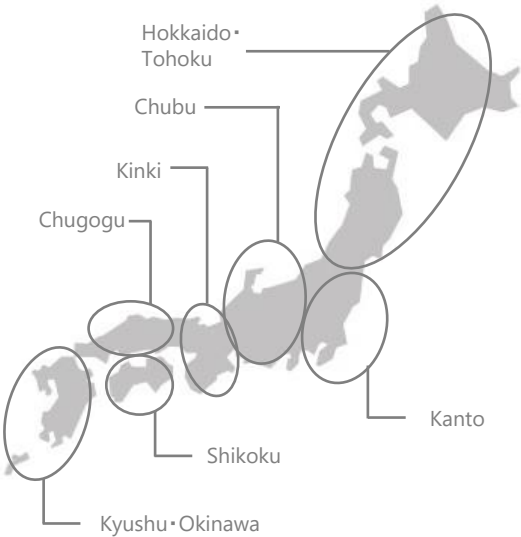
* Franchised stores included

10. Number of Stores by Area (Domestic)

(Number of stores, %)

Region	FY03/23	FY03/24	2Q 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	168	26.5	149	18	1
Chugoku	78	75	75	11.8	51	24	0
Shikoku	39	39	39	6.2	31	8	0
Kyusyu・Okinawa	42	42	41	6.5	34	7	0
Total	* 638	* 630	* 634	100.0	531	84	19

*Franchised stores included



11. Number of Stores by Area (Overseas)

(Number of stores)

			2Q FY03/25		
Region	Corporate Name	Country (Area)	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			
	SHANGHAI PARIS MIKI TRADING Co., LTD.	China	1	6	15
	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	1	0	4
U.S.	MIKI, INC.	Hawaii	0	0	1
	(Seattle branch)	Seattle, WA	0	0	3
Total			2	11	82

* 28 franchised stores

12. Number of Employees

(名 / Number of people)

Fiscal Year	FY03/22	FY03/23	FY03/24	2Q FY03/24	2Q FY03/25
Number of Full-time Employees	2,720	2,636	2,556	2,649	2,479
Number of Part-time Employees	1,128	1,117	1,106	1,105	1,136
Total	3,848	3,753	3,662	3,754	3,615

(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
Lunettes Inc.	1,000 shares 26,243	% 46.76
BNP PARIBAS MILAN/2S/JASDEC/LUXOTTICA GROUP SPA	7,750	13.81
Mikio Tane	3,042	5.42
Employees Stock Ownership	2,368	4.22
Betelgeuse Co.,Ltd.	1,187	2.12
SMBC Trust Bank Ltd., Designated Securities Trust	1,121	2.00
Nobuhiko Tane	727	1.30
The Master Trust Bank of Japan ,Ltd. (Trust Account)	590	1.05
Mieko Matsuda	264	0.47
INTERACTIVE BROKERS LLC	224	0.40
Total	43,522	77.55

(Note) Percentage of Shareholdings excluded 7,802 treasury shares.

b. Shareholding by Shareholder Category

	(1,000 shares, %)		
	Number of Shareholders	Number of Shares Held	Percentage of Shareholdings
Financial Institutions	1,000 shares 9	% 1,877	3.35
Securities Firms	17	239	0.43
Other Entities	87	28,475	50.83
Foreign Entities and Individuals	97	9,179	16.39
Individuals and Other	12,302	16,250	29.00
Total	12,512	56,020	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