

DATA FILE

PARIS MIKI HOLDINGS Inc.

Prime Market of the TSE, Code No. 7455

<https://www.paris-miki.com>

For The 1st Quarter of Fiscal Year Ending March 31, 2023
(April 1, 2022 –June 30, 2022)

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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 FY03/22 2021/4/1-2021/6/30			1st Quarter FY03/23 2022/4/1-2022/6/30			FY03/23 (Forecast) 2022/4/1-2023/3/31		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%	JPY mil.	%	%
Sales	10,376	100.0	128.5	11,508	100.0	110.9	46,750	100.0	106.0
Cost of Sales	3,219	31.0	124.2	3,691	32.1	114.7	14,586	31.2	105.9
Gross Profit	7,156	69.0	130.5	7,817	67.9	109.2	32,164	68.8	106.1
SG & A Expenses	7,616	73.4	112.5	7,842	68.1	103.0	31,424	67.2	102.0
Operating Income	△ 459	△4.4	—	△ 25	△ 0.2	—	740	1.6	—
Non-operating Income	71	0.7	48.4	274	2.4	383.1			
Non-operating Expenses	14	0.1	20.1	18	0.2	124.1			
Ordinary Profit	△ 402	△3.9	—	230	2.0	—	1,100	2.4	626.5
Extraordinary Income	0	0.0	—	0	0.0	—			
Extraordinary Losses	25	0.2	45.6	48	0.4	193.1			
Profit Loss Attributable to Owners of Parent	△ 513	△5.0	—	65	0.6	—	380	0.8	—
Earnings per Share	△ 10.11	—	—	1.28	—	—	7.50		

2. Selling, General and Administrative Expenses

● Consolidated

(JPY mil. , %)

	1st Quarter FY03/22	1st Quarter FY03/23		
	2021/4/1-2021/6/30	2022/4/1-2022/6/30		
	Amount (A)	Amount (B)	change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
Sales Promotion Expenses	488	516	27	105.7
Advertising Expenses	309	369	60	119.6
Personel Expenses	3,972	3,984	12	100.3
Rent Expenses	1,858	1,932	74	104.0
Other SG & A Expenses	987	1,038	50	105.2
Depreciation Expenses (of Other SG & A Expenses)	164	167	3	102.1
Total	7,616	7,842	225	103.0

3. Main Changes in Balance Sheet

● Consolidated

	As of June 31, 2021	As of June 30, 2022	Change	As of Mar. 31, 2022	Change
	(A)	(B)	(B) - (A)	(C)	(B) - (C)
Assets					
Total Current Assets	24,994	24,547	△ 447	24,185	361
Cash and Deposits	11,911	11,617	△ 293	11,949	△ 331
Account Receivable	2,534	2,853	318	2,661	191
Inventories	9,353	8,822	△ 531	8,523	298
Other Current Assets	1,194	1,253	59	1,050	203
Total Fixed Assets	11,763	11,857	93	11,598	258
Tangible Fixed Assets	5,030	5,125	94	4,840	285
Intangible Fixed Assets	498	588	90	608	△ 19
Investments and Others	6,234	6,142	△ 91	6,149	△ 6
Total Assets	36,757	36,404	△ 353	35,784	619
Liabilities					
Total Current Liabilities	7,422	7,674	252	7,167	507
Notes and Accounts Payable	1,234	1,443	209	1,219	223
Income Taxes Payable	92	99	6	176	△ 77
Other Current Liabilities	6,095	6,131	35	5,771	360
Total Long-term Liabilities	1,008	1,159	151	1,170	△ 11
Total Liabilities	8,430	8,833	403	8,337	495
Net Assets					
Shareholders' Equity	27,420	26,585	△ 834	26,672	△ 87
Capital Stock	5,901	5,901	0	5,901	0
Capital Surplus	6,829	6,829	0	6,829	0
Retained Earnings	23,381	22,547	△ 834	22,634	△ 87
Treasury Stock	△ 8,692	△ 8,692	0	△ 8,692	0
Accumulated Other Comprehensive Income	465	416	△ 49	266	149
Valuation Difference on Available-for-sale Securities	166	157	△ 8	160	△ 3
Foreign Currency Translation Adjustment	299	258	△ 40	106	152
Subscription Rights to Shares	84	145	61	129	16
Non-controlling Interests	357	423	66	378	45
Total Net Assets	28,327	27,570	△ 756	27,446	123
Total Liabilities and Net Assets	36,757	36,404	△ 353	35,784	619

(JPY mil.)

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

(%)

		1st Quarter	2nd Quarter	1st Half	3rd Quarter	4th Quarter	2nd Half	Total
2020-2021	All stores	△32.5	△0.3	△15.4	5.2	1.4	3.4	△6.7
	Comparable stores	△31.3	1.9	△13.8	6.7	3.1	5.0	△5.1
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						5.8
	Comparable stores	9.9						7.2

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 FY03/22 (2021/4/1-2021/6/30)			1Q FY03/23 (2022/4/1-2022/6/30)		
	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%
Frames	2,900	30.7	129.0	3,065	29.7	105.7
Lenses	4,086	43.2	125.2	4,440	42.9	108.7
Sunglasses	583	6.1	135.6	707	6.8	121.2
Contact Lenses & Care Solutions	141	1.5	97.2	150	1.5	106.4
Hearing Aids	1,309	13.8	138.1	1,367	13.2	104.5
Others	445	4.7	97.9	609	5.9	136.7
Total	9,466	100.0	126.4	10,340	100.0	109.2

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

Fiscal Year		Fiscal Year Ended		1st Quarter		
		FY03/21	FY03/22	1Q FY03/21	1Q FY03/22	1Q FY03/23
Unit Price for Eyeglasses (JPY)	All Stores	31,182	32,883	28,859	32,404	33,356
	PARIS MIKI Inc.	29,534	30,896	27,776	30,563	31,102
	KIMPO-DO Co.Ltd.	109,271	108,544	122,024	120,455	121,265
Number of Units Sold (YoY, %)	All Stores	99.2	93.6	77.9	114.8	104.0
	PARIS MIKI Inc.	99.9	93.1	79.3	113.8	103.5
	KIMPO-DO Co.Ltd.	73.3	115.8	31.8	204.7	126.9
Number of Customers (YoY, %)	All Stores	96.1	91.5	79.3	105.5	101.8
	PARIS MIKI Inc.	97.8	91.8	81.9	105.0	101.2
	KIMPO-DO Co.Ltd.	66.8	108.6	34.3	168.6	126.4

Notes:

1. Data on 'Unit Price for Eyeglasses' and 'Number of Units Sold' is based on one pair of eyeglasses (frame and lenses)
2. 'Number of Customers': The total number of customers

7. Number of Stores by Location (Domestic)

(Number of Stores)	FY03/21				FY03/22				1Q FY03/23				Forecast for FY Ending 03/23
	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	12	1	3	16	3	3	5	11	1	2	2	5	17
	*		*		*		*			*	*		
Close	23	7	25	55	10	3	10	23	1	2	3	6	20
	*	*	*	*	*	*	*	*	*	*	*	*	*
Total	260	85	317	662	253	85	312	650	253	85	311	649	647
Ratio (%)	39.3	12.8	47.9	100.0	38.9	13.1	48.0	100.0	39.1	12.9	48.0	100.0	
• PARIS MIKI Inc.	241	84	317	642	235	84	312	631	235	84	311	630	
Company-owned Store	232	70	243	545	227	70	241	538	227	71	241	539	
Franchised Store	9	14	74	97	8	14	71	93	8	13	70	91	
• KIMPO-DO Co.Ltd.	19	1		20	18	1		19	18	1		19	

In addition, there are 3 mobile stores

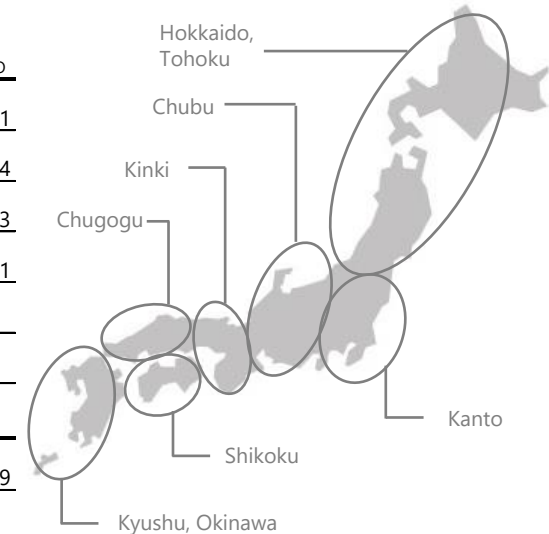
* Franchised stores included

8. Number of Stores by Area (Domestic)

(Number of stores, %)

Fiscal Year Ended	FY03/21	FY03/22	1Q FY03/23	Ratio %	Company-owned store by PARIS MIKI	Franchised store by PARIS MIKI	KIMPO-DO
Hokkaido, Tohoku	46	45	45	6.9	37	7	1
Kanto	182	181	183	28.2	151	18	14
Chubu	89	87	87	13.4	81	3	3
Kinki	181	174	172	26.5	152	19	1
Chugoku	82	81	81	12.5	53	28	
Shikoku	39	39	39	6.0	31	8	
Kyusyu, Okinawa	43	43	42	6.5	34	8	
	*	*	*				
Total	662	650	649	100.0	539	91	19

* Franchised stores included



9. Number of Stores by Area (Overseas)

(Number of stores)

Region	Corporate Name	Country (Area)	1Q FY03/22		
			Increase	Decrease	Total
Europe	PARIS MIKI S.A.R.L.	France	0	0	1
	PARIS-MIKI LONDON LTD.	U.K.	0	0	1
Asia	PARIS-MIKI OPTICAL (CHINA) Co., Ltd.	China			
	SHANGHAI PARIS MIKI OPTICAL CO. LTD.	China	0	3	31
	SHANGHAI PARIS MIKI TRADING 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	6
	KIMPO-DO (MALAYSIA) SDN BHD	Malaysia	0	0	1
	PARIS MIKI OPTICAL TAIWAN., LTD. CO	Taiwan	0	0	1
	PARIS MIKI OPTICAL (THAILAND) CO.,LTD.	Thailand	0	0	5
	PARIS MIKI KOREA INC.	Korea	1	1	39 *
	PARIS MIKI VIETNAM CO, LTD.	Vietnam	0	0	1
	PARIS MIKI PHILIPPINES INC.	Philippines	0	0	2
Oceania	PARIS MIKI AUSTRALIA PTY. LTD.	Australia	0	0	4
U.S.	MIKI, INC.	Hawaii	0	0	1
	(Seattle branch)	Seattle, WA	0	0	4
	Total		1	4	106

* 39 franchised stores