

DATA FILE

PARIS MIKI HOLDINGS Inc.

For The 2nd Quarter of Fiscal Year Ending March 31, 2023
(April 1, 2022 –September 30, 2022)

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. , %)	2nd Quarter FY03/22 2021/4/1-2021/9/30			2nd Quarter FY03/23 2022/4/1-2022/9/30			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	21,870	100.0	104.0	23,647	100.0	108.1	46,750	100.0	106.0
Cost of Sales	6,793	31.1	101.8	7,527	31.8	110.8	14,586	31.2	105.9
Gross Profit	15,076	68.9	105.1	16,119	68.2	106.9	32,164	68.8	106.1
SG & A Expenses	15,355	70.2	105.4	15,707	66.4	102.3	31,424	67.2	102.0
Operating Income	△ 278	△ 1.3	—	411	1.7	—	740	1.6	—
Non-operating Income	138	0.6	35.6	393	1.7	283.5			
Non-operating Expenses	34	0.2	33.3	44	0.2	126.9			
Ordinary Profit	△ 175	△ 0.8	—	760	3.2	—	1,100	2.4	626.5
Extraordinary Income	0	0.0	103.4	0	0.0	41.3			
Extraordinary Losses	44	0.2	40.1	90	0.4	202.9			
Profit Loss Attributable to Owners of Parent	△ 361	△ 1.7	—	441	1.9	—	380	0.8	—
Earnings per Share	△ 7.12	—	—	8.69	—	—	7.50		

2. Selling, General and Administrative Expenses

● Consolidated

(JPY mil. , %)

	2nd Quarter FY03/22	2nd Quarter FY03/23		
	2021/4/1-2021/9/30	2022/4/1-2022/9/30		
	Amount (A)	Amount (B)	change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
Sales Promotion Expenses	1,008	1,135	127	112.6
Advertising Expenses	712	620	△ 91	87.1
Personel Expenses	7,898	7,964	65	100.8
Rent Expenses	3,788	3,861	72	101.9
Other SG & A Expenses	1,947	2,125	178	109.2
Depreciation Expenses (of Other SG & A Expenses)	344	348	3	101.1
Total	15,355	15,707	352	102.3

3. Main Changes in Balance Sheet

● Consolidated

(JPY mil.)

	As of Sep. 30, 2021 (A)	As of Sep. 30, 2022 (B)	Change (B) - (A)	As of Mar. 31, 2022 (C)	Change (B) - (C)
Assets					
Total Current Assets	24,418	24,353	△ 65	24,185	167
Cash and Deposits	11,545	11,753	207	11,949	△ 196
Account Receivable	2,603	2,724	121	2,661	63
Inventories	9,003	8,669	△ 334	8,523	145
Other Current Assets	1,265	1,206	△ 59	1,050	155
Total Fixed Assets	11,929	12,372	443	11,598	773
Tangible Fixed Assets	5,096	5,374	278	4,840	533
Intangible Fixed Assets	468	573	105	608	△ 35
Investments and Others	6,364	6,424	60	6,149	275
Total Fixed Assets	36,348	36,726	378	35,784	941
Liabilities					
Total Current Liabilities	6,805	7,314	508	7,167	146
Notes and Accounts Payable	1,113	1,297	184	1,219	77
Income Taxes Payable	158	185	27	176	9
Other Current Liabilities	5,533	5,830	297	5,771	59
Total Long-term Liabilities	1,009	1,168	159	1,170	△ 1
Total Liabilities	7,814	8,482	668	8,337	145
Net Assets					
Shareholders' Equity	27,572	26,961	△ 610	26,672	289
Capital Stock	5,901	5,901	0	5,901	0
Capital Surplus	6,829	6,829	0	6,829	0
Retained Earnings	23,534	22,923	△ 610	22,634	289
Treasury Stock	△ 8,692	△ 8,692	0	△ 8,692	0
Accumulated Other Comprehensive Income	504	650	146	266	383
Valuation Difference on Available-for-sale Securities	187	156	△ 30	160	△ 3
Foreign Currency Translation Adjustment	317	493	176	106	387
Subscription Rights to Shares	99	160	61	129	31
Non-controlling Interests	357	470	112	378	91
Total Net Assets	28,533	28,243	△ 290	27,446	796
Total Liabilities and Net Assets	36,348	36,726	378	35,784	941

4. Cash flows

● Consolidated

(JPY mil.)

	2nd Quarter FY03/22 (2021/4/1-2021/9/30)	FY03/22 (2021/4/1-2022/3/31)	2nd Quarter FY03/23 (2022/4/1-2022/9/30)
	JPY mil.	JPY mil.	JPY mil.
Cash Flows from Operating Activities	34	1,512	717
Cash Flows from Investing Activities	1,393	330	△ 1,424
Cash Flows from Financing Activities	△ 3,358	△ 3,518	△ 205
Cash and Cash Equivalents at End of Period	9,436	9,776	9,116

5. Capital Expenditures

● Consolidated

(JPY mil.)

Fiscal Year	FY03/21	FY03/22	2nd Quarter FY03/23	FY03/23 (Forecast)
Capital Expenditures	2,232	2,187	1,014	2,825

6. 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	3.0	5.9				5.8
	Comparable stores	9.9	3.3	6.4				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

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

(JPY mil.)

	2Q FY03/22 (2021/4/1-2021/9/30)			2Q FY03/23 (2022/4/1-2022/9/30)		
	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%
Frames	6,124	30.3	101.0	6,330	29.6	103.4
Lenses	8,824	43.7	100.6	9,190	42.9	104.1
Sunglasses	1,241	6.2	109.0	1,538	7.2	124.0
Contact Lenses & Care Solutions	290	1.4	95.1	304	1.4	104.7
Hearing Aids	2,773	13.7	111.3	2,769	12.9	99.9
Others	951	4.7	81.2	1,271	6.0	133.7
Total	20,204	100.0	101.3	21,405	100.0	105.9

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

Fiscal Year		Fiscal Year Ended		2nd Quarter		
		FY03/21	FY03/22	2Q FY03/21	2Q FY03/22	2Q FY03/23
Unit Price for Eyeglasses (JPY)	All Stores	31,182	32,883	30,307	33,108	33,008
	PARIS MIKI Inc.	29,534	30,896	28,852	31,237	30,856
	KIMPO-DO Co.Ltd.	109,271	108,544	113,293	110,937	113,226
Number of Units Sold (YoY, %)	All Stores	99.2	93.6	95.0	92.1	103.9
	PARIS MIKI Inc.	99.9	93.1	96.2	91.5	103.7
	KIMPO-DO Co.Ltd.	73.3	115.8	55.4	125.4	115.7
Number of Customers (YoY, %)	All Stores	96.1	91.5	89.1	92.3	101.9
	PARIS MIKI Inc.	97.8	91.8	91.2	92.4	101.5
	KIMPO-DO Co.Ltd.	66.8	108.6	51.5	115.8	119.0

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)	FY03/21				FY03/22				2Q FY03/23				Forecast for FY03/23
	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	3	3	7	17
Close	*	*	*	*	*	*	*	*	*	*	*	*	*
	23	7	25	55	10	3	10	23	2	3	5	10	30
Total	*	*	*	*	*	*	*	*	*	*	*	*	*
	260	85	317	662	253	85	312	650	252	85	310	647	637
Ratio (%)	39.3	12.8	47.9	100.0	38.9	13.1	48.0	100.0	39.0	13.1	47.9	100.0	
• PARIS MIKI	241	84	317	642	235	84	312	631	234	84	310	628	
Company-owned Store	232	70	243	545	227	70	241	538	226	71	240	537	
Franchised Store	9	14	74	97	8	14	71	93	8	13	70	91	
• KIMPO-DO	19	1	20		18	1	19		18	1	19		

In addition, there are 3 mobile stores

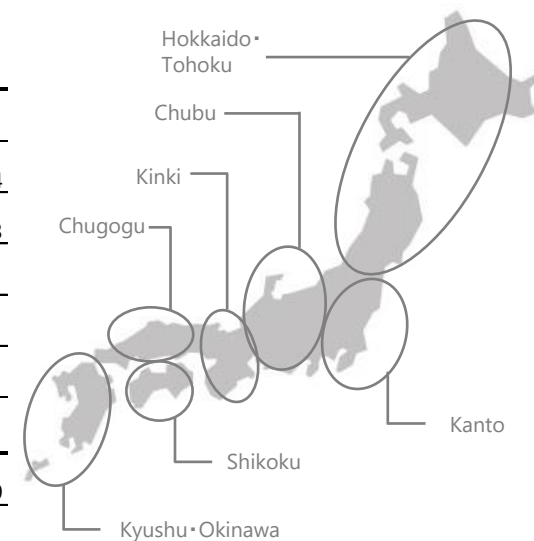
* Franchised stores included

10. Number of Stores by Area (Domestic)

(Number of stores, %)

Region	FY03/21	FY03/22	2Q FY03/23	Ratio	Company-owned store by PARIS MIKI	Franchised store by PARIS MIKI	KIMPO-DO
				%			
Hokkaido・Tohoku	46	45	45	7.0	37	7	1
Kanto	182	181	183	28.3	151	18	14
Chubu	89	87	85	13.1	79	3	3
Kinki	181	174	172	26.6	152	19	1
Chugoku	82	81	81	12.5	53	28	
Shikoku	39	39	39	6.0	31	8	
Kyushu・Okinawa	43	43	42	6.5	34	8	
Total	*	*	*				
	662	650	647	100.0	537	91	19

* Franchised stores included



11. Number of Stores by Area (Overseas)

(Number of stores)

Region	Corporate Name	Country (Area)	2Q FY03/23		
			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 OPTICS (China) Co., LTD.	China			
	SHANGHAI PARIS GLASS MIKI Co., LTD.	China	0	6	28
	SHANGHAI PARIS MIKI TRADING Co., LTD.	China			
	SHANGHAI PARIS MIKI BUSINESS Co., LTD.				
	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	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	2	1	40 *
	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	1	3
	Total		3	8	104

* 40 franchised stores

12. Number of Employees

(Number of people)

● Consolidated

Fiscal Year Ended	FY03/20	FY03/21	FY03/22	2Q FY03/22	2Q FY03/23
Number of Full-time Employees	2,874	2,835	2,720	2,806	2,718
Number of Part-time Employees	1,202	1,166	1,128	1,163	1,112
Total	4,076	4,001	3,848	3,969	3,830

(Notes) The number of part-time employees is converted by regular working hours (8 hours per day)

13. Stock Summary

● Consolidated

a. Major Shareholders (Top 10)

	(1,000 shares, %)	
	Number of Shares Held 1,000 shares	Percentage of Shareholdings %
Lunettes Inc.	21,393	42.11
BNP PARIBAS SECURITIES SERVICES MILAN /JASDEC/LUXOTTICA GROUP SPA	5,312	10.46
Mikio Tane	2,612	5.14
Employees Stock Ownership	2,519	4.96
The Master Trust Bank of Japan ,Ltd. (Trust Account)	2,515	4.95
SMBC Trust Bank Ltd., Designated Securities Trust	1,121	2.21
Betelgeuse Co.,Ltd.	904	1.78
Nobuhiko Tane	727	1.43
Naoki Tane	566	1.11
Custody Bank of Japan, Ltd. (Trust Account)	532	1.05
Total	38,207	75.20

(Note) Percentage of Shareholdings excluded 5,251,384 treasury shares.

b. Shareholding by Shareholder Category

	(1,000 shares, %)		
	Number of Shareholders	Number of Shares Held 1,000 shares	Percentage of Shareholdings %
Financial Institutions	10	4,355	7.79
Securities Firms	19	264	0.47
Other Entities	84	23,176	41.42
Foreign Entities and Individuals	91	5,783	10.34
Individuals and Other	13,076	22,370	39.98
Total	13,280	55,949	100.00

(Note) Excluded shares less than one unit

c. Dividend

Fiscal Year Ended	(Yen)					
	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23 (forecast)
Dividend per Share (Full-year)	16.0	14.0	10.0	6.0	6.0	6.0