

DATA FILE

PARIS MIKI HOLDINGS Inc.

Standard Market of the TSE, Code No. 7455

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

**For The 2nd Quarter of Fiscal Year Ending March 31, 2024
(April 1, 2023 –September 30, 2023)**

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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 FY03/23 Apr. 1, 2022-Sep. 30, 2022			2nd Quarter FY03/24 Apr. 1, 2023-Sep. 30, 2023			FY03/24 (Forecast) * Apr. 1, 2023-Mar. 31, 2024		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Sales	JPY mil. 23,647	% 100.0	% 108.1	JPY mil. 25,220	% 100.0	% 106.7	JPY mil. 49,400	% 100.0	% 104.2
Cost of Sales	7,527	31.8	110.8	7,768	30.8	103.2	15,450	31.3	102.8
Gross Profit	16,119	68.2	106.9	17,452	69.2	108.3	33,949	68.7	104.9
SG & A Expenses	15,707	66.4	102.3	15,873	62.9	101.1	32,149	65.1	101.6
Operating Income	411	1.7	—	1,578	6.3	383.6	1,800	3.6	245.8
Non-operating Income	393	1.7	283.5	522	2.1	132.8			
Non-operating Expenses	44	0.2	126.9	32	0.1	73.0			
Ordinary Profit	760	3.2	—	2,068	8.2	272.0	2,310	4.7	191.4
Extraordinary Income	0	0.0	41.3	0	0.0	199.8			
Extraordinary Losses	90	0.4	202.9	72	0.3	80.4			
Profit Loss Attributable to Owners of Parent	441	1.9	—	1,518	6.0	343.9	1,615	3.3	321.8
Earnings per Share	JPY 8.69	—	—	JPY 29.89	—	—	JPY 31.79		

* The consolidated earnings forecast for the fiscal year ending March 31, 2024 has been revised on November 8, 2023 from the previous forecast announced on May 12, 2023.

2. Selling, General and Administrative Expenses

● Consolidated

(JPY mil., %)

	2nd Quarter FY03/23	2nd Quarter FY03/24		
	Apr. 1, 2022-Sep. 30, 2022	Apr. 1, 2023-Sep. 30, 2023		
	Amount (A)	Amount (B)	change (B)-(A)	YoY
	JPY mil.	JPY mil.	JPY mil.	%
Sales Promotion Expenses	1,135	1,189	54	104.8
Advertising Expenses	620	389	△ 231	62.8
Personel Expenses	7,964	8,094	129	101.6
Rent Expenses	3,861	4,013	152	103.9
Other SG & A Expenses	2,125	2,186	60	102.9
Depreciation Expenses (of Other SG & A Expenses)	348	430	81	123.5
Total	15,707	15,873	165	101.1

3. Main Changes in Balance Sheet

(百万円 / JPY mil.)

● Consolidated

	As of Sep. 30, 2022	As of Sep. 30, 2023	Change	As of Mar. 31, 2023	Change
	(A)	(B)	(B) - (A)	(C)	(B) - (C)
Assets					
Total Current Assets	24,353	26,712	2,359	25,111	1,601
Cash and Deposits	11,753	13,844	2,091	12,858	986
Account Receivable	2,724	3,024	299	2,784	239
Inventories	8,669	8,478	△ 190	8,200	278
Other Current Assets	1,206	1,365	159	1,268	97
Total Fixed Assets	12,372	12,603	230	12,260	343
Tangible Fixed Assets	5,374	5,546	171	5,328	217
Intangible Fixed Assets	573	618	44	597	20
Investments and Others	6,424	6,438	14	6,334	104
Total Fixed Assets	36,726	39,316	2,589	37,371	1,944
Liabilities					
Total Current Liabilities	7,314	8,370	1,056	8,067	303
Notes and Accounts Payable	1,297	1,351	53	1,336	14
Income Taxes Payable	185	493	308	469	24
Other Current Liabilities	5,830	6,525	694	6,261	264
Total Long-term Liabilities	1,168	1,127	△ 40	1,099	28
Total Liabilities	8,482	9,498	1,015	9,167	331
Net Assets					
Shareholders' Equity	26,961	28,203	1,241	26,837	1,366
Capital Stock	5,901	5,901	0	5,901	0
Capital Surplus	6,829	6,829	0	6,829	0
Retained Earnings	22,923	24,165	1,241	22,799	1,366
Treasury Stock	△ 8,692	△ 8,692	0	△ 8,692	0
Accumulated Other Comprehensive Income	650	922	271	737	185
Valuation Difference on Available-for-sale Securities	156	319	162	220	99
Foreign Currency Translation Adjustment	493	602	109	517	85
Subscription Rights to Shares	160	182	21	170	11
Non-controlling Interests	470	509	38	459	49
Total Net Assets	28,243	29,817	1,574	28,204	1,613
Total Liabilities and Net Assets	36,726	39,316	2,589	37,371	1,944

4. Cash Flows

(JPY mil.)

	2nd Quarter FY03/23 (Apr. 1, 2022-Sep. 30, 2022)	FY03/23 (Apr. 1, 2022-Mar. 31, 2023)	2nd Quarter FY03/24 (Apr. 1, 2023-Sep. 30, 2023)
Cash Flows from Operating Activities	717	2,608	1,654
Cash Flows from Investing Activities	△ 1,424	△ 1,776	△ 723
Cash Flows from Financing Activities	△ 205	△ 487	△ 310
Cash and Cash Equivalents at End of Period	9,116	10,408	11,206

5. Capital Expenditures

(JPY mil.)

Fiscal Year	FY03/22	FY03/23	2nd Quarter FY03/24	FY03/24 (Forecast)
Capital Expenditures	2,187	2,167	749	2,594

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

(%)

		1st Quarter	2nd Quarter	1st Half	3rd Quarter	4th Quarter	2nd Half	Total
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	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				4.1
	Comparable stores	5.3	8.7	7.1				4.2

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

* Forecasts

* The forecasts have been revised from the previous figures based on the revised consolidated earnings forecasts on November 8, 2023.

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

(JPY mil., %)

	2Q FY03/23 (Apr. 1, 2022-Sep. 30, 2022)			2Q FY03/24 (Apr. 1, 2023-Sep. 30, 2023)		
	Amount	Ratio	YoY	Amount	Ratio	YoY
	JPY mil.	%	%	JPY mil.	%	%
Frames	6,330	29.6	103.4	6,351	27.8	100.3
Lenses	9,190	42.9	104.1	9,278	40.5	101.0
Sunglasses	1,538	7.2	124.0	2,567	11.2	166.8
Contact Lenses & Care Solutions	304	1.4	104.7	289	1.3	95.0
Hearing Aids	2,769	12.9	99.9	3,040	13.3	109.8
Others	1,271	6.0	133.7	1,360	5.9	107.0
Total	21,405	100.0	105.9	22,887	100.0	106.9

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

Fiscal Year		Fiscal Year Ended		2nd Quarter		
		FY03/22	FY03/23	2Q FY03/22	2Q FY03/23	2Q FY03/24
Unit Price for Eyeglasses (JPY)	All Stores	32,883	32,888	33,108	33,008	33,746
	PARIS MIKI Inc.	30,896	30,785	31,237	30,856	31,528
	KIMPO-DO Co.Ltd.	108,544	109,307	110,937	113,226	113,800
Number of Units Sold (YoY, %)	All Stores	93.6	101.9	92.1	103.9	97.7
	PARIS MIKI Inc.	93.1	101.8	91.5	103.7	97.6
	KIMPO-DO Co.Ltd.	115.8	106.7	125.4	115.7	100.8
Number of Customers (YoY, %)	All Stores	91.5	100.6	92.3	101.9	102.9
	PARIS MIKI Inc.	91.8	100.2	92.4	101.5	102.5
	KIMPO-DO Co.Ltd.	108.6	112.6	115.8	119.0	116.2

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				2nd Quarter FY03/24				Forecast for FY03/24
	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	4	0	0	4	20
Close	*		*		*		*		1	0	*	4	19
	10	3	10	23	11	5	14	30					
Total	*	*	*	*	*	*	*	*	248	84	305	637	639
	253	85	312	650	245	84	309	638					
Ratio (%)	38.9	13.1	48.0	100.0	38.4	13.2	48.4	100.0	38.9	13.2	47.9	100.0	
• PARIS MIKI													
	235	84	312	631	228	83	309	620	231	83	305	619	
Company- owned Store	227	70	241	538	220	71	241	532	223	71	238	532	
Franchised Store	8	14	71	93	8	12	68	88	8	12	67	87	
• KIMPO-DO													
	18	1	—	19	17	1	—	18	17	1	—	18	

In addition, there are 3 mobile stores

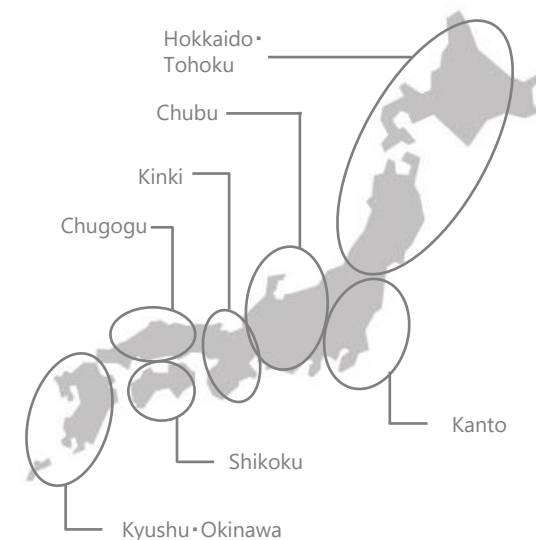
* Franchised stores included

10. Number of Stores by Area (Domestic)

(Number of stores, %)

Region	FY03/22	FY03/23	2Q FY03/24	Ratio %	Company-owned store by PARIS MIKI	Franchised store by PARIS MIKI	KIMPO-DO
Hokkaido・Tohoku	45	44	44	6.9	36	7	1
Kanto	181	181	181	28.4	150	18	13
Chubu	87	83	84	13.2	79	2	3
Kinki	174	171	169	26.5	150	18	1
Chugoku	81	78	78	12.3	52	26	
Shikoku	39	39	39	6.1	31	8	
Kyusyu・Okinawa	43	42	42	6.6	34	8	
Total	*	*	*	100.0	532	87	18
	650	638	637				

* Franchised stores included



(Number of stores)

11. Number of Stores by Area (Overseas)

			2Q FY03/24		
Region	Corporate Name	Country (Area)	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			
	SHANGHAI PARIS MIKI TRADING Co., LTD.	China	0	5	22
	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	1	6
	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	4	35 *
	PARIS MIKI VIETNAM CO, LTD.	Vietnam	0	0	2
	PARIS MIKI PHILIPPINES INC.	Philippines	0	0	2
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			1	11	94

* 35 franchised stores

12. Number of Employees

(名 / Number of people)

Fiscal Year Ended	FY03/21	FY03/22	FY03/23	2Q FY03/23	2Q FY03/24
Number of Full-time Employees	2,835	2,720	2,636	2,718	2,649
Number of Part-time Employees	1,166	1,128	1,117	1,112	1,105
Total	4,001	3,848	3,753	3,830	3,754

(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 21,393	% 42.11
BNP PARIBAS MILAN/2S/JASDEC/LUXOTTICA GROUP SPA	6,007	11.82
Mikio Tane	2,612	5.14
Employees Stock Ownership	2,509	4.94
The Master Trust Bank of Japan ,Ltd. (Trust Account)	1,353	2.66
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
JPMorgan Securities Japan Co., Ltd.	335	0.66
Total	37,531	73.87

(Note) Percentage of Shareholdings excluded 5,251,962 treasury shares.

c. Dividend

Fiscal Year Ended	(Yen)					
	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24 (forecast)
Dividend per Share (Full-year)	14.0	10.0	6.0	6.0	6.0	6.0

b. Shareholding by Shareholder Category

	(1,000 shares, %)		
	Number of Shareholders	Number of Shares Held	Percentage of Shareholdings
Financial Institutions	9	1,000 shares 2,859	% 5.11
Securities Firms	28	897	1.60
Other Entities	98	23,234	41.53
Foreign Entities and Individuals	105	6,927	12.38
Individuals and Other	12,601	22,034	39.38
Total	12,841	55,951	100.00

(Note) Excluded shares less than one unit