

2021/1/13

## Summary

### 3rd Quarterly Financial Report

(Period : 2020/3/1 ~ 2020/11/30)

Consolidated Quarterly Net Sales ▲22.7%、but shranked the Decrease  
All Profit Items moved into the Black、and the 3Q was the Best Gain

#### 1. Consolidated Financial Results Overview (million yen)

	Total Performance (2Q)	Total Performance (3Q)	The 3Q Record	YtoY
Net Sales	45,165mio	77,059mio	31,894mio	▲2.5%
Gross Profit	24,191mio	43,005mio	18,814mio	▲1.6%
SGA Expenses	25,953mio	41,555mio	15,602mio	▲6.2%
Operating Profit	▲1,761mio	1,450mio	3,211mio	29.2%
Ordinary Profit	▲1,983mio	1,226mio	3,209mio	26.7%
Net Profit	▲1,518mio	592mio	* 2,110mio	▲31.7%

\* 2019、including Tax merit 1,520mio

#### 2. Non-consolidated Financial Results Overview (million yen)

	Total Performance (2Q)	Total Performance (3Q)	The 3Q Record	YtoY
Net Sales	36,742百万円	62,612百万円	25,870百万円	▲2.3%
Gross Profit	19,998百万円	35,458百万円	15,460百万円	▲1.3%
SGA Expenses	21,134百万円	33,687百万円	12,553百万円	▲7.7%
Operating Profit	▲1,135百万円	1,771百万円	2,906百万円	41.1%
Ordinary Profit	▲1,145百万円	1,771百万円	2,916百万円	42.3%

#### 3. Comment on Financial Result

- Due to the recovery of sales environment, the 3rd Quarter recorded the best gain.
- Performance in 3rdQ with existing stores is 92.4 much better than assumed 85.0 in 2nd Half.
- Gross Profit ratio was down by 1.7% to 55.8% , but 0.5up to 59.0% in the 3rdQ.
- SGA (Selling,General,and administrative) cost increased by 4.4%,but 2.0%down in the 3rdQ.
- We opened 66 stores newly and closed 28 stores in this term. Net increase of stores is 38 stores.However, we shall close considerable number stores till term end.
- Sales from EC increased specially in our own site PALCLOSETand push more this field.

#### 4. Numerical Value from Financial Results

- Existing Stores Net Sales

	2020/9	2020/10	2020/11	3rd Quarter
Existing Store (Retail+EC)	81.7	104.2	91.2	92.4
of Retail Store	76.8	97.6	83.3	85.9
of EC Store	115.4	150.2	147.7	137.8

- All Stores Net Sales

	2020/9	2020/10	2020/11	3rd Quarter
All Store Net Sales	85.9	111.5	96.7	98.0
of EC Store	117.6	157.5	152.8	142.6

- Existing Store Number of customers、and Average Price (2019/3~2019/11)

	Average Price	Numbers
Garment Business	92.1	65.1
Miscellaneous good Business	108.2	74.3

