

2023/1/11

Summary

Third Quarterly Financial Report

(Period : 2022/3/1 ~ 2022/11/30)

Consolidated Net Sales 22.5% up、 Operating Profit 2.2times last year ratio**Non-consolidated Net Sales 25.3% up、 O.Profit 2.1times last year ratio**

1. Consolidated Financial Results Overview (million yen)

	Performance	Performance 2021	Performance 2019	Yto2019
Net Sales	120,672mio	98,512mio	99,672mio	121.1%
Gross Profit	67,606mio	55,029mio	57,334mio	117.9%
SGA Expenses	55,219mio	49,396mio	49,323mio	112.0%
Operating Profit	12,387mio	5,633mio	8,010mio	154.6%
Ordinary Profit	12,596mio	5,720mio	8,020mio	157.1%
Net Profit	7,993mio	3,680mio	*6,559mio	121.9%

* (Accounting profit 1,520mio yen is included.)

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

	Performance	Performance 2021	Performance 2019	Yto2019
Net Sales	108,960mio	86,926mio	80,707mio	135.0%
Gross Profit	62,511mio	48,951mio	46,930mio	133.2%
SGA Expenses	51,178mio	43,597mio	40,004mio	127.9%
Operating Profit	11,332mio	5,354mio	6,925mio	163.6%
Ordinary Profit	11,394mio	5,491mio	6,918mio	164.7%
Net Profit	7,454mio	3,691mio	*5,827mio	127.9%

* (Accounting profit 1,520mio yen is included.)

3. Comment on Financial Result

- Promoting business with / after COVID-19, net sales 22.5% up compared with the previous year. and turned over with 21.1% increase even compared with 2019.
- After October 2022, even as for the clothes business having high price range sales and profit turned over compared with 2019.
- Gross Profit ratio increased by 0.1point to 56.0%. However, profit recovery of miscellaneous goods business will be carried over for the next term.
- SGA (Selling, General, and administrative) cost decreased by 4.3point to 45.8% compared the average SGA ratio of the previous year due to the decrease of various administrative cost and to the increase of sales.
- EC sales amount increased in 31.6%. The increase ratio in 3Q became more than it last year. EC sales amount this year will be assumed to exceed 40 billion yen.
- Regarding the number of stores, we opened new 85 stores, and closed 33 stores. In this term end, there comes 954 stores with net increase 52.

4. Numerical Value from Financial Results

- Existing Stores Net Sales

	2022/9	2022/10	2022/11	3Q Total
	Vs2021/ Vs2019	Vs2021/ Vs2019	Vs2021/ Vs2019	Vs2021/ Vs2019
Existing Store (Retail+EC)	118.7 / 108.0	118.7 / 137.0	113.1 / 118.0	116.8 / 121.0
of Retail Store	115.6 / 89.3	114.1 / 114.4	105.7 / 95.3	111.8 / 99.7
of EC Store	128.9 / 254.5	133.8 / 334.9	136.7 / 298.1	133.5 / 295.0

- All Stores Net Sales

	2022/9	2022/10	2022/11	3Q Total
	Vs 2020	Vs 2020	Vs 2020	Vs 2020
All Store Net Sales	123.8	124.4	121.1	123.1
of EC Store	129.0	131.0	131.6	132.7

- Existing Store Number of customers, and Average Price (2022/3~2022/11)

	Average Price	Numbers
Garment Business	106.9	117.7
Miscellaneous good Business	101.3	98.9

