

2023/7/11

Summary**First Quarterly Financial Report**

(Period : 2023/3/1 ~ 2023/5/31)

Consolidated Net Sales & Profit achieved record-high 2 year in a row

1. Consolidated Financial Results Overview (million yen)

	Performance	Performance 2022	Performance 2021
Net Sales	46,991mio	39,183mio	31,210mio
Gross Profit	26,799mio	22,598mio	18,094mio
SGA Expenses	21,092mio	18,175mio	16,300mio
Operating Profit	5,707mio	4,423mio	1,793mio
Ordinary Profit	5,833mio	4,561mio	1,757mio
Net Profit	4,049mio	3,069mio	1,030mio

2. Comment on Financial Result

- Growth of sales amount changes than an assumption with 20% increase, specially the sales of 3coins bushiness force greatly for 3 consecutive years more than net increase 10 billion yen.
- In addition to immediate recovery of the sales amount in the clothes business of town origin, the sales amount of the clothes business of casual origin does not have a decline in force since last year either.
- Gross Profit ratio decreased by 0.7 point to 57.0%, but after January, Gross Profit of miscellaneous goods business becomes the recovery basic tone.
- SGA (Selling, General, and administrative) cost decreased by 1.5 point to 44.9% compared the average SGA ratio of the previous year.
- EC sales amount increased in 25.9%. The target amount this year will be exceed 50 billion yen.
- Regarding new stores, we push upsizing 『3COINS+(plus)』 brand forward in center, and opened 42 stores, and closed 12 stores.

3. Numerical Value from Financial Results

▪ Existing Stores Net Sales

	2023/3	2023/4	2023/5	1 Q Total
	Vs2022	Vs2022	Vs2022	Vs2022
Existing Store (Retail + EC)	110.9	117.6	108.7	112.4
of Retail Store	108.5	109.1	105.2	107.6
of EC Store	113.9	134.6	128.2	125.6

▪ All Stores Net Sales

	2023/3	2023/4	2023/5	1 Q Total
	Vs2022	Vs2022	Vs2022	Vs2022
All Store Net Sales	118.4	125.7	118.0	120.7
of EC Store	111.6	132.6	125.9	123.4

▪ Existing Store Number of customers, and Average Price (2023/3~2023/5)

	Average Price	Numbers
Garment Business	112.8	97.7
Miscellaneous good Business	100.8	104.4