

2024/1/10

## Summary

### Third Quarterly Financial Report

(Period : 2023/3/1 ~ 2023/11/30)

**Consolidated NetSales 18.1% up、 Operating Profit 25.2% up Record-High****Non-consolidated NetSales 16.6% up、 O.Profit 22.5% up Record-High**

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

	Performance2023	Performance2022	Performance 2021
Net Sales	142,545mio	120,672mio	98,512mio
Gross Profit	79,726mio	67,606mio	55,029mio
SGA Expenses	64,177mio	55,219mio	49,396mio
Operating Profit	15,548mio	12,387mio	5,633mio
Ordinary Profit	15,761mio	12,596mio	5,720mio
Net Profit	10,353mio	7,993mio	3,680mio

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

	Performance2023	Performance2022	Performance 2021
Net Sales	127,048mio	108,960mio	86,926mio
Gross Profit	71,054mio	62,511mio	48,951mio
SGA Expenses	57,165mio	51,178mio	43,597mio
Operating Profit	13,887mio	11,332mio	5,354mio
Ordinary Profit	13,855mio	11,394mio	5,491mio
Net Profit	9,568mio	7,454mio	3,691mio

#### 3. Comment on Financial Result

- Promoting business after COVID-19, net sales 18.1% up compared with the previous year. and both Garment and Miscellaneous good business jumped..
- Garment business having high price range turned over sales and profit compared with 2019.
- Gross Profit ratio decreased by 0.1point to 55.9%. Profit recovery of miscellaneous goods business will be carried over for the next term.
- SGA (Selling,General,and administrative) cost decreased by 0.8point to 45.0% compared the average SGA ratio of the previous year due to the increase of sales.
- EC sales amount increased in 22.1%. and will be assumed to close in on 50 billion yen. The number of PAL appli members reached 9,180,000 at Nov. end.
- Regarding the number of stores, we opened new 75 stores, and closed 36 stores. In this term end, there comes 966 stores with net increase 39.

#### 4. Numerical Value from Financial Results

- Existing Stores Net Sales

	2023/9	2023/10	2023/11	3Q Total
	Vs2022	Vs2022	Vs2022	Vs2022
Existing Store (Retail+EC)	110.2	109.0	109.7	109.6
of Retail Store	105.1	103.3	105.3	104.6
of EC Store	128.0	127.0	121.6	125.2

- All Stores Net Sales

	2023/9	2023/10	2023/11	3Q Total
	Vs2022	Vs2022	Vs2022	Vs2022
All Store Net Sales	117.0	113.8	115.2	115.3
of EC Store	123.7	124.7	119.0	122.3

- Existing Store Number of customers、and Average Price (2023/3~2023/11)

	Average Price	Numbers
Garment Business	107.2	103.5
Miscellaneous good Business	102.3	124.3