

2024/7/30

## Summary

### First Quarterly Financial Report

(Period : 2024/3/1 ~ 2024/5/31)

**Consolidated Net Sales & Profit achieved record-high 3 years in a row**

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

	Performance 2024	Performance 2023	Performance 2022
Net Sales	51,441mio	46,991mio	39,183mio
Gross Profit	29,269mio	26,799mio	22,598mio
SGA Expenses	22,963mio	21,092mio	18,175mio
Operating Profit	6,306mio	5,707mio	4,423mio
Ordinary Profit	6,422mio	5,833mio	4,561mio
Net Profit	4,198mio	4,049mio	3,069mio

#### 2. Comment on Financial Result

- Growth of sales amount changes than an assumption with 9.5% increase, specially the sales of 3coins business force greatly for 16.6% increase and maintain favorable condition.
- Increase of the sales amount in the clothes business of dress-up brands covers the sales amount of the clothes business of some casual brands, it maintains steady growth.
- Gross Profit ratio decreased by 0.1 point to 56.9%, but Operating Profit of miscellaneous goods business becomes the recovery basic tone.
- SGA (Selling, General, and administrative) cost decreased by 0.3point to 44.6% compared the average SGA ratio of the previous year.
- EC sales amount increased in 15.2% totally and the sales of PALCLOSET increased 21.5%.
- Regarding new stores, we push upsizing 『3COINS+(plus)』 brand forward in center, and open 40stores, and closed 7 stores.

#### 3. Numerical Value from Financial Results

##### ▪ Existing Stores Net Sales

	2024/3	2024/4	2024/5	1 Q Total
	Vs2023	Vs2023	Vs2023	Vs2023
Existing Store (Retail + EC)	103.5	107.0	101.5	104.0
of Retail Store	98.1	104.7	97.5	100.1
of EC Store	117.6	111.4	110.7	113.0

##### ▪ All Stores Net Sales

	2024/3	2024/4	2024/5	1 Q Total
	Vs2023	Vs2023	Vs2023	Vs2023
All Store Net Sales	111.8	114.5	107.9	111.4
of EC Store	121.1	112.8	113.0	115.6

- Existing Store Number of customers, and Average Price (2023/3~2023/5)  
It is during repair work now.

4. Financial Statement- related number of majour group companies

- Niceclaup

	Performance 2024	Performance 2023
Net Sales	4, 203Mio	4, 574Mio
Operating Profit	503Mio	601Mio
Net Profit	312Mio	386Mio

- Nolley's

	Performance 2024	Performance 2023
Net Sales	3, 282Mio	3, 011Mio
Operating Profit	471Mio	412Mio
Net Profit	310Mio	309Mio

5. Overview of Sales Results by Segment

	Performance 2024	Performance 2023
<b>Apparel</b>		
Net Sales	30,317Mio	29, 206Mio
Operating Profit	5, 101Mio	4, 935Mio
<b>Miscellaneous</b>		
Net Sales	20, 666Mio	17, 729Mio
Operating Profit	1, 187Mio	766Mio

6. Overview of Sales Results of E-commerce by Site

	Performance 2024	Performance 2023
ZOZOTOWN	5, 763Mio	5, 253Mio
PALCLOSET	5, 531Mio	4, 554Mio
OTHERS	1, 203Mio	1, 041Mio
Total	12, 497Mio	10, 848Mio
EC ratio	41. 2%	37. 1%





