

2021/7/13

Summary**First Quarterly Financial Report**

(Period : 2021/3/1 ~ 2021/5/31)

Consolidated Net Sales 97.1% up、 Profit : largely turned a profit
Non-consolidated Net Sales 114.4% up、 Profit : largely turned a profit

1. Consolidated Financial Results Overview (million yen)

	Performance	Performance 2020	Performance 2019	Yto2019
Net Sales	31,210mio	15,834mio	34,138mio	91.4%
Gross Profit	18,094mio	8,866mio	20,372mio	88.8%
SGA Expenses	16,300mio	11,954mio	16,706mio	97.6%
Operating Profit	1,793mio	▲3,088mio	3,665mio	48.9%
Ordinary Profit	1,757mio	▲3,224mio	3,635mio	48.3%
Net Profit	1,030mio	▲2,200mio	2,398mio	43.0%

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

	Performance	Performance 2020	Performance 2019	Yto2019
Net Sales	27,269mio	12,721mio	27,135mio	100.5%
Gross Profit	15,924mio	7,188mio	16,323mio	97.6%
SGA Expenses	14,311mio	9,812mio	13,399mio	106.8%
Operating Profit	1,612mio	▲2,424mio	2,925mio	55.1%
Ordinary Profit	1,568mio	▲2,431mio	2,924mio	53.6%
Net Profit	995mio	▲655mio	2,663mio	37.4%

3. Comment on Financial Result

- Promoting business with / after COVID-19, net sales largely recovered with double compared with the previous year. And remained in 8.6% of ratios decrease before last.
- 『3COINS』 brand business expanded dramatically in response to in home consumption (SUGOMORI Consumption). Annual sales will be 10 billion yen net increase.
- Still under the declaration of a state of emergency, Gross Profit ratio increased by 2.0 point to 58.0% compared with the previous year.
- SGA (Selling, General, and administrative) cost decreased by 1.1 point to 52.2% compared the average SGA ratio of the previous year due to the decrease of various administrative cost.
- EC sales amount increased in 43.6%. The increase ratio in 1Q became more than it last year. EC sales amount this year will be assumed to exceed 30 billion yen.
- Regarding new stores, we push upsizing 『3COINS+(plus)』 brand forward in center, and opened 17, closed 20.

4. Numerical Value from Financial Results

- Existing Stores Net Sales

	2021/3	2021/4	2021/5	1 Q Total
	Vs2020/ Vs2019	Vs2020/ Vs2019	Vs2020/ Vs2019	Vs2020/ Vs2019
Existing Store (Retail+EC)	133.5 / 93.0	331.3 / 86.0	186.9 / 78.3	217.2 / 85.8
of Retail Store	131.4 / 85.8	680.1 / 74.8	247.3 / 62.2	352.9 / 74.3
of EC Store	144.2 / 166.3	131.4 / 153.6	101.8 / 137.7	122.3 / 151.1

- All Stores Net Sales

	2021/3	2021/4	2021/5	1 Q Total
	Vs 2020	Vs 2020	Vs 2020	Vs 2020
All Store Net Sales	143.6	389.3	203.9	203.7
of EC Store	153.7	143.9	137.1	143.6

- Existing Store Number of customers, and Average Price (2021/3~2021/5)

	Average Price	Numbers
Garment Business	104.0	195.2
Miscellaneous good Business	109.9	225.6

5. Others : Tokyo stock exchange informed us last week that PAL GROUP HOLDINGS CO., Ltd. was equal to numerical criterion of 『Prime Market』 in new market division.

