

2022/1/12

## Summary

### Third Quarterly Financial Report

(Period : 2021/3/1 ~ 2021/11/30)

**Consolidated Net Sales 27.8% up、 Operating Profit : 288.4% last year ratio****Non-consolidated Net Sales 38.8% up、 O.Profit : 202.3% last year ratio**

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

	Performance	Performance 2020	Performance 2019	Yto2019
Net Sales	98,512mio	77,059mio	99,672mio	98.8%
Gross Profit	55,029mio	43,005mio	57,334mio	96.0%
SGA Expenses	49,396mio	41,555mio	49,323mio	100.1%
Operating Profit	5,633mio	1,450mio	8,010mio	70.3%
Ordinary Profit	5,720mio	1,226mio	8,020mio	71.3%
Net Profit	3,680mio	592mio	* 6,559mio	56.1%

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

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

	Performance	Performance 2020	Performance 2019	Yto2019
Net Sales	86,926mio	62,612mio	80,707mio	107.7%
Gross Profit	48,951mio	35,458mio	46,930mio	104.3%
SGA Expenses	43,597mio	33,687mio	40,004mio	109.0%
Operating Profit	5,354mio	1,771mio	6,925mio	77.3%
Ordinary Profit	5,491mio	1,771mio	6,918mio	79.4%
Net Profit	3,691mio	2,482mio	* 5,827mio	63.3%

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

#### 3. Comment on Financial Result

- Promoting business with / after COVID-19, net sales 27.8% up compared with the previous year. And remained in 1.2% of ratios decrease before last.
- 『3COINS』 brand business expanded dramatically in response to various business promotion methods. Annual sales will be more than 10 billion yen net increase.
- Still under the declaration of a state of emergency, Gross Profit ratio increased by 0.1 point to 55.9% compared with the previous year.
- SGA (Selling, General, and administrative) cost decreased by 3.8point to 50.1% compared the average SGA ratio of the previous year due to the decrease of various administrative cost.
- EC sales amount increased in 41.2%. The increase ratio in 3Q 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 43, closed 43.

#### 4. Numerical Value from Financial Results

- Existing Stores Net Sales

	2021/9	2021/10	2021/11	3Q Total
	Vs2020/ Vs2019	Vs2020/ Vs2019	Vs2020/ Vs2019	Vs2020/ Vs2019
Existing Store (Retail+EC)	108.5 / 87.6	108.7 / 113.5	113.2 / 104.0	144.4 / 91.7
of Retail Store	98.6 / 76.2	100.6 / 99.2	107.4 / 90.1	184.5 / 80.4
of EC Store	150.1 / 175.0	141.6 / 221.1	134.8 / 206.6	134.3 / 176.1

- All Stores Net Sales

	2021/9	2021/10	2021/11	3Q Total
	Vs 2020	Vs 2020	Vs 2020	Vs 2020
All Store Net Sales	113.5	111.3	117.0	134.0
of EC Store	151.5	143.9	137.1	141.2

- Existing Store Number of customers、and Average Price (2021/3~2021/11)

	Average Price	Numbers
Garment Business	107.0	106.5
Miscellaneous good Business	110.0	126.8

#### 5. Others : The shift application to a 'Prime Market' to the Tokyo Stock Exchange is completed.





