

2022/7/12

## Summary

### First Quarterly Financial Report

(Period : 2022/3/1 ~ 2022/5/31)

**Consolidated Net Sales & Profit achieved record-high.****Forecast of Consolidated Net Sales & Profit Revised Upward.**

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

	Performance	Performance 2021	Performance 2019	Yto2019
Net Sales	39,183mio	31,210mio	34,138mio	114.8%
Gross Profit	22,598mio	18,094mio	20,372mio	110.9%
SGA Expenses	18,175mio	16,300mio	16,706mio	108.8%
Operating Profit	4,423mio	1,793mio	3,665mio	120.7%
Ordinary Profit	4,561mio	1,757mio	3,635mio	125.5%
Net Profit	3,069mio	1,030mio	2,398mio	128.0%

#### 2. Comment on Financial Result

- Influence of covid-19 was very little in this Term, but week yen and the increase of various costs bring uncertainty for achievements for the second half year.
- In response to the rebound demand from covid-19, sales amount in the clothes business restored speed by 4.5% up vs. 2019.
- Gross Profit ratio decreased by 0.3 point to 57.7%, but 0.6 point up before accounting standard change.
- SGA (Selling, General, and administrative) cost decreased by 3.4 point to 46.4% compared the average SGA ratio of the previous year due to the increase of Net sales.
- EC sales amount increased in 27.7%. The target amount this year will be exceed 40 billion yen.
- Regarding new stores, we push upsizing 『3COINS+(plus)』 brand forward in center, and opened 39 stores, and closed 8 stores.

#### 3. Numerical Value from Financial Results

##### ▪ Existing Stores Net Sales

	2022/3	2022/4	2022/5	1 Q Total
	Vs2021 / Vs2019	Vs2021 / Vs2019	Vs2021 / Vs2019	Vs2021 / Vs2019
Existing Store (Retail + EC)	111.1 / 102.3	121.9 / 105.2	140.8 / 111.4	124.6 / 106.3
of Retail Store	104.0 / 88.0	121.3 / 90.0	134.8 / 94.9	120.0 / 91.0
of EC Store	139.9 / 273.6	123.2 / 276.8	116.5 / 277.0	125.2 / 275.9

##### ▪ All Stores Net Sales

	2022/3	2022/4	2022/5	1 Q Total
	Vs 2021	Vs 2021	Vs 2021	Vs 2021
All Store Net Sales	113.7	125.5	151.6	129.1
of EC Store	142.6	125.8	118.8	127.7

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

	Average Price	Numbers
Garment Business	103.0	133.7
Miscellaneous good Business	103.5	100.9