

In the fiscal year ending June 30, 2023, our operating income exceeded 100 billion yen for the first time, and the operating profit margin reached 5.4% (over 5% for the first time since FY2018). Through the reform of the profit structure, which we have been working on for several years, we were able to increase our "earning power" and achieve record profits for the full year.

**Sales**
**1 trl 936.8 bil yen**

The domestic retail business gained popularity through growth in existing store sales, contributions from new store openings, as well as by capturing going-out demand and developing attractive products. A recovery in tax-free sales also contributed to sales growth. In addition, sales in the overseas business grew due to aggressive new store openings. As a result, net sales amounted to 1 trillion 936.8 billion yen (up 5.8% YoY).

**Operating income**
**105.3 billion yen**

Operating income reached a record high of 105.3 billion yen (up 18.7% YoY). Despite rising procurement costs, labour costs, and utility costs, the gross profit margin improved by 1.3 ppt through the expansion of PB products and improved pricing accuracy, while the increase in the SG&A-to-sales ratio was limited to 0.8 ppt due to cost controls such as improved labour productivity and optimized personnel allocation.

**Ordinary income**
**111 billion yen**

In addition to the increase in operating profit, non-operating profit and expenses (non-operating profit minus non-operating expenses) were positive 5.7 billion yen due to an increase in foreign exchange gains, resulting in an ordinary income of 111 billion yen (up 10.5% YoY).

**Net income**
**66.2 billion yen**

With net income before income taxes reaching 100.7 billion yen, after deducting corporate income and others of 37.4 billion yen, profit attributable to owners of the parent increased to 66.2 billion yen (up 6.8% YoY).

**Total assets**
**1 trl 481.1 bil yen**

While merchandise and finished goods decreased by 11.4 billion yen, cash and deposits increased by 65.3 billion yen, tangible fixed assets such as buildings increased by 24.1 billion yen, and intangible fixed assets increased by 2.3 billion yen, resulting in total assets of 1 trillion 481.1 billion yen (up 97.4 billion yen YoY).

**Net assets**
**463.5 billion**

Net assets amounted to 463.5 billion yen (up 64.3 billion yen YoY), mainly due to a 55.3 billion yen increase in retained earnings and a 4.3 billion yen increase in foreign currency translation adjustments. As a result, the equity ratio was 30.6% and the net D/E ratio was 0.74 times. PPIH will continue to implement a financial strategy that pays attention to the balance between efficiency and safety.

**EPS**
**110.94 yen**

As we demonstrated our strengths based on a hands-on approach and individual store policy, the reform of our earnings structure, which we have been working on for several years, showed positive results. As a result, net income per share (EPS) was 110.94 yen (up 8.3 yen, or 8.1% YoY) as a result of record-high cumulative results.

**ROE**
**15.7 %**

Return on equity (ROE) was 15.7% (annualized). PPIH will continue to conduct business activities to increase capital efficiency.

**Customer traffic**
**663.92 million**

The number of customers who visited our group stores in Japan and overseas (the number of customers passing through the cash registers) totalled 663.92 million. With consumers becoming more budget-conscious and selective in their spending, we believe that the appeal of our group stores, based on our principle of "The Customer Matters Most" has been well received by customers.

**Store count**
**722**

There were 16 domestic new store openings (15 Don Quijote, 1 UD retail), while 3 stores closed. For overseas, we opened 11 stores. (3 Singapore, 6 Thailand, 1 Hong Kong, and 1 Malaysia) As a result, the total number of our group stores was 722 (617 Japan, 105 overseas).

**Floor space**
**2,567,268 m<sup>2</sup>**

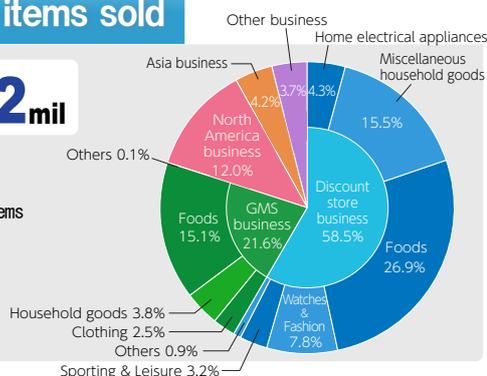
As of June 30, 2023, the total floor space increased by 41,548m<sup>2</sup> to 2,567,268m<sup>2</sup> (up 1.6% YoY) due to the increased number of stores.

**Annual dividend**
**20 yen**

PPIH group recognizes that returning profits to shareholders is one of its highest management priorities. Including the interim dividend (4 yen), the annual dividend for the fiscal year ended on June 30, 2023, was 20 yen per share, an increase of 3 yen from 17 yen per share for the previous fiscal year, marking the 20th consecutive year of dividend increases.

**The number of items sold**
**5 bil 242.12 mil**

During FY2023, PPIH group delivered 5 billion 242.12 million items to customers.


**The number of shareholders**
**60,206**

With the introduction of the shareholder benefit program, the number of individual and other shareholders increased by 13,640 (up 129.3% from the end of FY2022). Accordingly, the total number of shareholders increased by 13,846 from the end of FY2022 to 61,683. The ratio of shares held by foreign shareholders decreased 0.3 ppt from the end of FY2022 to 56.9%.

