

Q1 Results for FY2025

November 11, 2024

Pan Pacific International Holdings Corporation

1 Overview of Q1 FY2025 results

2 Appendix

Explanatory notes

1. The actual values presented in these materials are rounded to the nearest full unit.
2. The following abbreviations are used: Pan Pacific International Holdings (7532) as "PPIH," Don Quijote Co., Ltd. and its stores as "DQ," UNY Co., Ltd. as "UNY," UD Retail Co., Ltd. as "UDR," Singapore as "SG," " Hong Kong as "HK," Thailand as "TH," Taiwan as "TW", Malaysia as "MY", Macau as "MO" and Group as "GP."
3. PPIH applies the "Ordinance on Terminology, Forms, and Preparation Methods of Consolidated Financial Statements," but there are sections where the account items and other information have been simplified to an extent where they do not change the intent or meaning of the contents.
4. The exchange rates used for overseas operations are below (Gelson's fiscal year ends in June, so the exchange rate is different.)

Unit: Yen	USD U.S. dollar		USD (Gelson's)		SGD Singapore dollar		THB Thai baht		HKD Hong Kong dollar		TWD Taiwan dollar	
	P/L	B/S	P/L	B/S	P/L	B/S	P/L	B/S	P/L	B/S	P/L	B/S
	FY2024	139.63	144.99	145.59	149.58	103.67	106.95	4.01	4.06	17.80	18.50	4.53
FY2025	158.27	161.14	146.72	142.82	116.70	118.60	4.29	4.36	20.24	20.63	4.87	4.95

***Regarding Exchange Rate**

The P/L uses the average exchange rate for the fiscal period (July 2024 to September 2024 for Gelson's, and April 2024 to June 2024 for the others).

The B/S uses the exchange rate as of the end of September 2024 for Gelson's, and as of the end of June 2024 for the others.

< Review of Q1 FY2025 >

- ❑ Net sales reached 550.6 billion yen (+41.3 billion yen/+8.1% YoY), and operating income was 41.1 billion yen (+8.2 billion yen/+24.9% YoY), driven by successful strategies across the businesses. The operating margin was 7.5% (+1.0pt YoY), achieving record highs for sales, operating income, and operating margin in a single quarter.
 - ✓ Sales growth was driven by capturing demand from visitors from more countries than before, leading to increased tax-free sales, along with the expansion of PB/OEM, enhanced media exposure, and successful app member-exclusive pricing strategies. Additionally, high demand for summer seasonal products boosted sales and gross profit margins, particularly in the DS business, exceeding budget projections and driving overall performance.
 - ✓ SG&A increased due to higher personnel costs from human resource investments (+4.7 billion yen YoY) and rising utility costs (+2.3 billion yen YoY), but remained below budget due to deferred investments in new stores.
 - ✓ No changes to the full-year forecast.
- ❑ Net income was 20.5 billion yen (-4.1 billion yen/-16.8% YoY)
 - ✓ The primary factor for the decline was the impact of exchange rate fluctuations due to intergroup financing for overseas operations. The actual net income, excluding exchange rate factors, is 28 billion yen.
 - Due to the exchange rate impact in the Q1, a foreign exchange loss of 9.9 billion yen was recorded. This was a factor that pushed down net income. Changing the financing method will limit the impact of exchange rates going forward.

<Growth beyond FY2030>

Now, in this period of strong performance, is the opportune time to formulate long-term strategies. We will review the timeline for success for each business and commit to further growth both domestically and internationally beyond FY2030, presenting specific strategies at the end of FY2025. The next slide shows the introduction to those strategies.

Achieving 2 trillion yen in sales is a milestone; incorporating “long-term (over 10 years) significant growth” as a key management theme

- ❑ Key measures for growth beyond 2030 will be incorporated into all domestic and international businesses, based on a portfolio of growth models with different timelines. Fundamental issues, including human resource development, will be addressed.
- ❑ Businesses that require a longer timeline will be clearly identified, while maintaining a commitment to short-term (annual) profit growth. To achieve remarkable long-term corporate value expansion, growth models for each business will be re-evaluated. Specific goals will be announced at the end of FY2025.

	Current Position (Short-term Contribution)	Initiatives for Long-term Growth (Examples)
DS Business	<ul style="list-style-type: none"> ➢ Sustain growth through key strategies such as PB/OEM, inbound marketing, customer acquisition, and new store openings, driving overall group revenue 	<ul style="list-style-type: none"> ➢ Take proactive measures based on changes in the overall structure in retail industry and demographics
UNY Business	<ul style="list-style-type: none"> ➢ In addition to pricing strategies aimed at reclaiming customers from competitors, efforts are made to expand the customer base by strengthening the non-food category 	<ul style="list-style-type: none"> ➢ Transition from the GMS business to the UNY business will result in overwhelming popularity and profitability within the market area, as well as the capability to develop new stores
Financial and Other Businesses	<ul style="list-style-type: none"> ➢ Position as a cost center 	<ul style="list-style-type: none"> ➢ Contribute to profits as a profit center by 2027 (For the financial business, specific strategies will be announced in the interim financial results)
Overseas Business	<ul style="list-style-type: none"> ➢ Both the North American and Asian businesses are on track to achieve their targets for the fiscal year ending June 2030 ➢ Through continuous trial and error, a highly profitable and reproducible business model is being established 	<ul style="list-style-type: none"> ➢ Build a system capable of rapid multi-store expansion ➢ Carry out recruiting, training, and career development with the goal of strengthening the workforce needed to execute the strategies

Overview of Q1 FY2025 results

Earning Summary for Q1 FY2025

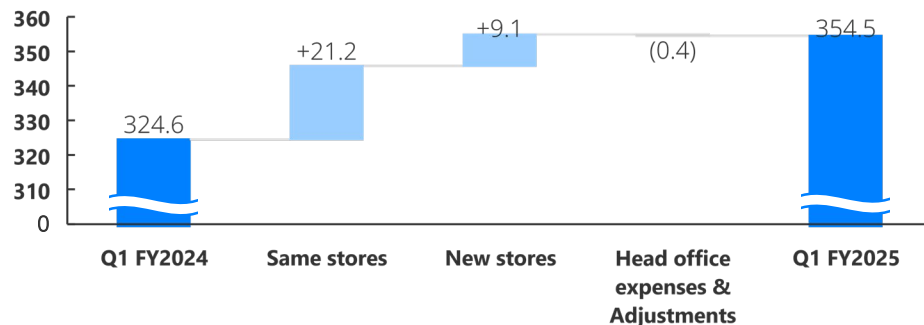
【Period : July 1, 2024 – September 30, 2024】

(Unit : Billion yen)

	Q1 FY2024	Q1 FY2025 Results			1H FY2025 Forecast	
	Amount (Sales ratio)	Amount (Sales ratio)	Change	YoY	Amount (Sales ratio)	Progress
Net sales	509.3	550.6	+41.3	+8.1%	1120.4	49.1%
Gross profit	158.2 (31.1%)	176.8 (32.1%)	+18.6	+11.7%	353.6 (31.6%)	50.0%
SG&A	125.3 (24.6%)	135.7 (24.7%)	+10.4	+8.3%	272.4 (24.3%)	49.8%
Operating income	32.9 (6.5%)	41.1 (7.5%)	+8.2	+24.9	81.1 (7.2%)	50.6%
Ordinary income	36.1 (7.1%)	32.1 (5.8%)	-4.0	-11.0%	67.2 (6.0%)	47.8%
Profit attributable to owners of parent	24.6 (4.8%)	20.5 (3.7%)	-4.1	-16.8%	43.2 (3.9%)	47.4%
EPS (yen)	41.25	34.28	-6.97	-16.9%	72.37	47.4%

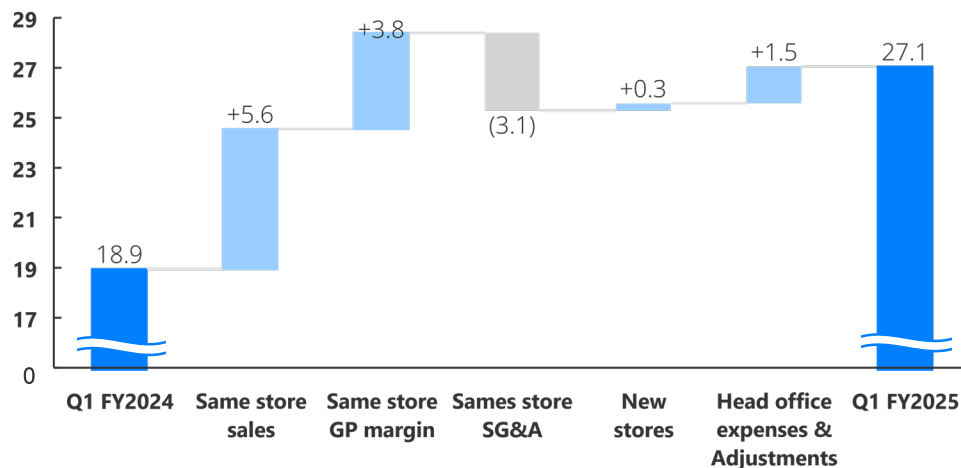
Q1 FY2025 Change in Sales

(Billion yen)



Q1 FY2025 Change in Operating Income

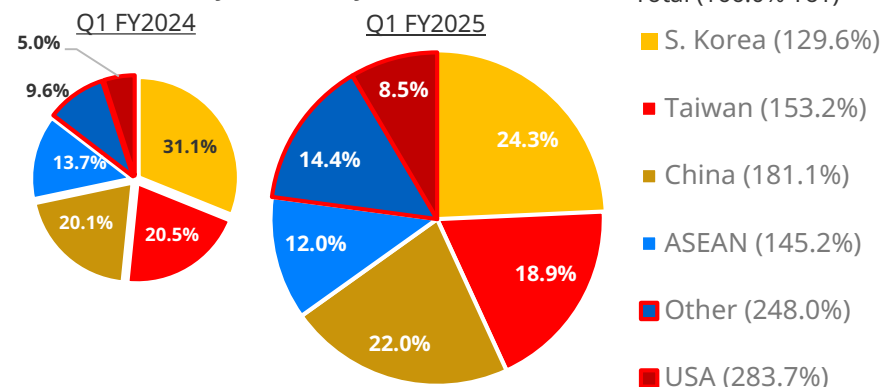
(Billion yen)



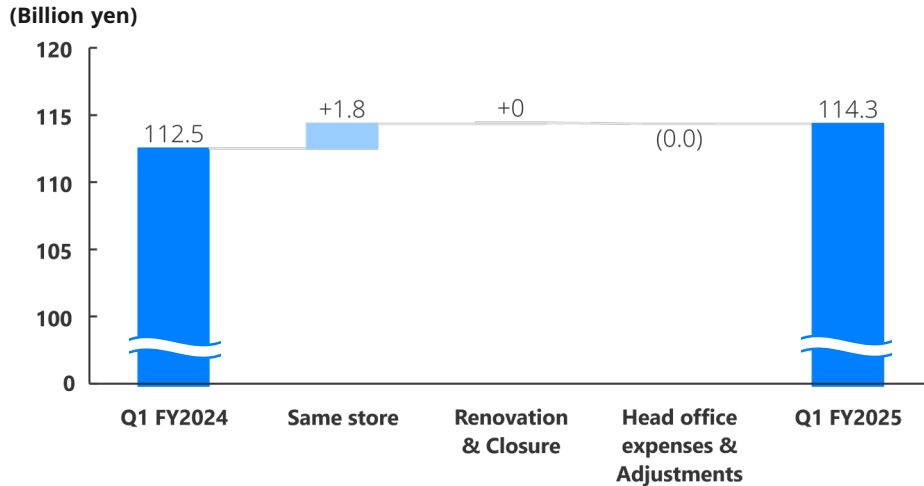
Sales reached 354.5 billion yen (+30 billion yen YoY), and operating income reached 27.1 billion yen (+8.1 billion yen YoY) as a result of the successful implementation of the set-out strategies

- ✓ Same-store sales were 106.9% YoY
 - Tax-free sales reached 35.1 billion yen (+13.9 billion yen YoY), continuing to grow by attracting customers from more various countries despite the strong yen. Growth was particularly significant from the United States and other countries, with items like suitcases and small goods showing strong performance.
 - Non-tax-free sales increased to 102.6% YoY, driven by enhanced media exposure, marketing strategies, and pricing strategies. The sales ratio of majica members expanded to 48.0% (+4.1pt YoY).
- ✓ The gross profit margin further improved to 28.2% (+1.4pt YoY)
 - In addition to existing strategies, the full-scale launch of OEM conversion contributed to the continued growth of PB/OEM sales, which reached 74.3 billion yen (+14.4 billion yen YoY).
 - The increase in tax-free sales, outdoor demand, and seasonal demand captured by MD strategies contributed to the improvement in the gross profit margin.
- ✓ Although SG&A increased due to higher utility costs, labor costs for tax-free services, and payment processing fees, its ratio decreased to 20.5% (-0.5pt YoY) due to sales growth, staying within the budget.

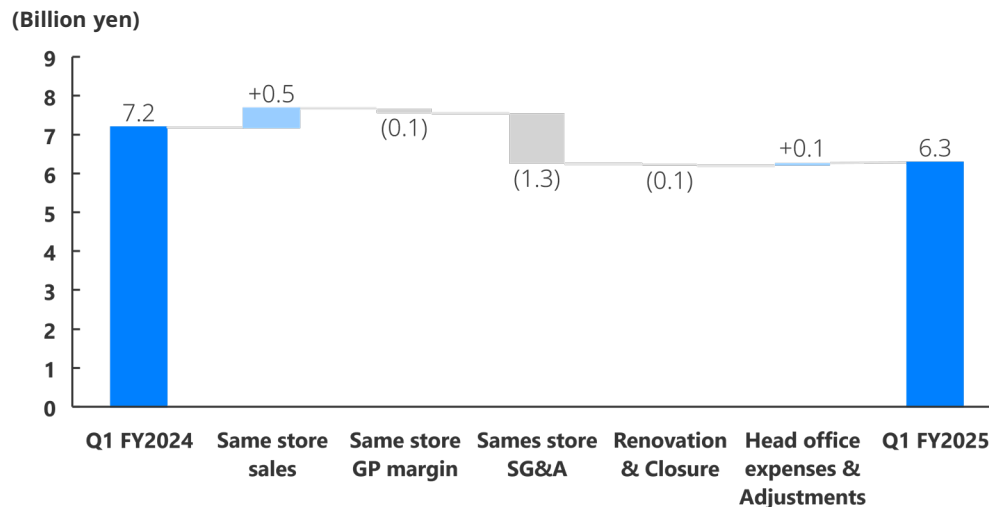
▶ Tax-free sales by nationality



Q1 FY2025 Change in Sales



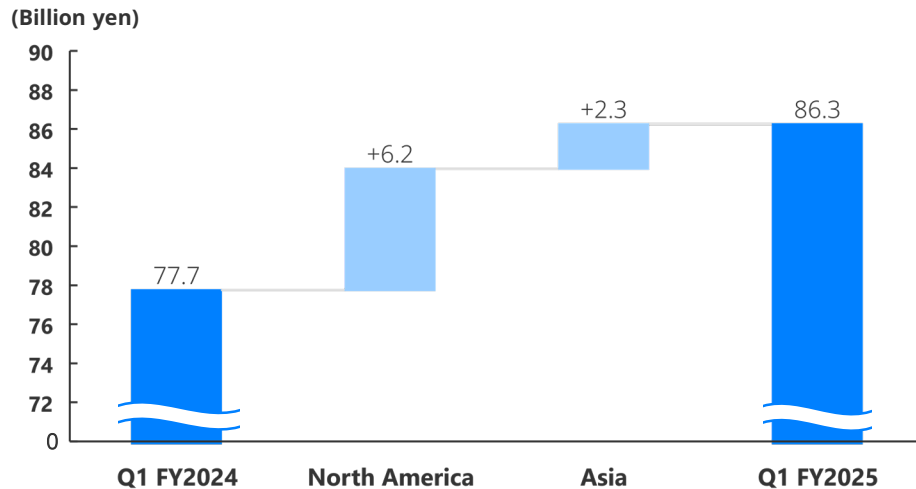
Q1 FY2025 Change in Operating Income



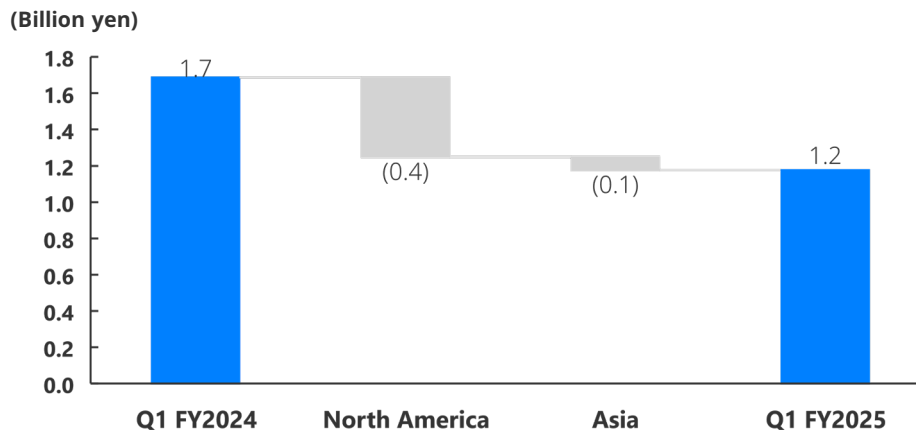
Sales reached 114.3 billion yen (+1.8 billion yen YoY). Although operating income decreased to 6.3 billion yen (-0.9 billion yen YoY) due to increased utility expenses, it progressed as planned. Non-food improvements are being promoted, and increase in profit is expected by the end of FY2025.

- ✓ Same store sales were 101.8% YoY
 - Sales and customer traffic improved due to the ongoing food pricing strategy initiated from FY2024
 - PB/OEM sales reached 27.7 billion yen (+4 billion yen YoY)
- ✓ The gross profit margin for same stores was 26.6% (-0.1pt YoY)
 - Although food sales were below FY2024 due to the pricing strategy, non-food sales, particularly PB/OEM and seasonal items, grew maintaining the same level as FY2024
- ✓ Labor costs remained within budget due to optimized personnel allocation, but SG&A expenses increased due to higher utility costs and majica-related promotional expenses
- ✓ Top talent from the Group has been assigned to product and store development
 - Matrix management leveraging the source of strength, “Product × Store”
 - Unify the evaluation system (Million Star System)
 - Active introduction of new products and product replacements will be implemented within the year
 - Full-scale introduction of the entire category will be carried out from January 2025, implementing non-food reforms
 - Continue to evolve MD to expand the customer base, targeting both new and existing customers

Q1 FY2025 Change in Sales



Q1 FY2025 Change in Operating Income



North America: Marukai CA has been performing well, but growth investments have led to a decrease in profit
Asia: Working on improvements in each countries but struggled mainly in HK, resulting in a decrease in profit

■ North America

- ✓ Sales were increased by the impact of exchange rates, new store in Guam, and strong performance from Marukai CA. However, sales at same stores of Gelson's and those in Hawaii were sluggish.
- ✓ The gross profit margin was 38.0%, in line with the plan. Growth in high-margin sushi and deli products, as well as improved loss rates at Gelson's, contributed positively.
- ✓ SG&A increased by 2.9 billion yen YoY. The increase was due to the impact of exchange rates and growth investments, such as new store costs and strengthening the MD system in anticipation of business expansion.

■ Asia

- ✓ Sales increased despite Hong Kong struggling due to market downturns, thanks to continued new store openings
 - Improvements will be pursued through pricing strategies that meet customer needs and product strategies leveraging local distribution channels
- ✓ Excluding Hong Kong, where recovery is delayed, operating income increased by 0.22 billion yen YoY due to new store profitability and measures for unprofitable stores, although the trend from the end of FY2024 continues
- ✓ Asia business will be restructured its concept to ensure future growth (see next page)

1. North America figures are the simple sum of DQ USA, MARUKAI, QSI, and Gelson's. The results for Gelson's are from April 2024 to June 2024, while the others are from July 2024 to September 2024.

2. Asia figures are the simple sum of PPRM (SG), PPRM (HK), DONKI Thailand, PPRM (TW), PPRM (MY), and Macau PPRM (MO). The results are cumulative from April 2024 to June 2024.

3. Gelson's operating income is calculated after deducting goodwill amortization (0.9 billion yen for Q1 FY2025, 0.9 billion yen for Q1 FY2024).

Leadership Intro for New Era: New Hypotheses for Succeeding in Asia

by Kota Tamaki, PPIH Executive Officer, Head of Hong Kong, Macau, and Thailand

✓ **The new hypothesis 'J+D+A' for leading Asia's potential to success**

	Introduction Phase (HOP)	Growth Phase (STEP)	Maturity Phase (JUMP)	
DS Business	<u>1980-1999</u> <ul style="list-style-type: none"> Establishment of the 'CV+D+A' concept Establishment of the business model 	<u>2000-2005</u> <ul style="list-style-type: none"> Opened stores in other areas/regions (with existing structures) 	<u>2006-</u> <ul style="list-style-type: none"> In-house development, M&A Business format development (Picasso, MEGA, Kirakira Donki) 	<u>2030</u> PPIH OP income 200bn. yen
Asia Business (Hypotheses)	<u>2017-2027</u> <ul style="list-style-type: none"> "What is the purpose of the store?: 'J+D+A' concept Establishment of the business model 	<u>2028-2030</u> <ul style="list-style-type: none"> Establishment of revenue structure Establishment of reproducibility 	<u>Long-term</u> <ul style="list-style-type: none"> Achieving 1tn. yen in sales (M&A, store network expansion) Entering new countries and developing new business formats 	

✓ **Redefine the concept: In addition to 'Japan,' strengthen the weak areas of 'Discount' and 'Amusement'**

➢ Redefine the concept and **transform the business model** → Improve the top line sales through increased purchase quantities

Japan	<ul style="list-style-type: none"> MD Cycle: Transition to a monthly MD cycle and strengthen MD strategy by integrating 'Something New' cultivated in the DS business Strengthen local distribution for the new product introduction cycle and enhance special project items and promotions
Discount	<ul style="list-style-type: none"> Emphasize the pricing of popular products for inbound tourists in Japan. We have identified appropriate pricing in Hong Kong. By leveraging PPIH's expertise (promotion, deployment methods) and procurement capabilities, we will further strengthen our astonishingly low-priced products to achieve absolute affordability
Amusement	<ul style="list-style-type: none"> Revise the development system to align 'JONETZ,' which creates a trend with Japanese PB, with overseas needs, and strengthen uniqueness. Promote single items by conveying unique product value through heartfelt POP display.

Status of Major Assets, Liabilities and Net Assets

(Unit: Billion yen)

	June 2024	September 2024	
	Actual	Actual	Change
Current Assets	513.4	481.5	(31.9)
Cash and Deposits	172.7	145.9	(26.9)
Account Receivable-installment	57.3	54.5	(2.8)
Products	199.0	205.3	6.3
Non-Current Assets	985.0	973.6	(11.4)
Buildings, etc.	308.7	306.9	(1.8)
Land	356.7	355.1	(1.5)
Intangible Fixed Assets	94.6	91.0	(3.6)
Lease and Guarantee Deposits	68.7	68.6	(0.1)
Total Assets	1,498.4	1,455.1	(43.3)

(Unit: Billion yen)

	June 2024	September 2024	
	Actual	Actual	Change
Current Liabilities	419.2	443.9	24.7
Accounts Payable	197.2	187.3	(9.9)
Short-term Interest-bearing Debt ¹	49.3	120.8	71.5
Noncurrent Liabilities	532.2	448.5	(83.7)
Corporate Bonds	191.1	190.8	(0.3)
Long-term Borrowings	224.7	146.9	(77.8)
Total Liabilities	951.4	892.4	(59.0)
Net Assets	547.0	562.7	15.7
Liabilities and Net Assets	1,498.4	1,455.1	(43.3)

1. Short-term interest-bearing debt = Short-term borrowings, long-term borrowings due within one year, and bonds due for redemption within one year

<Status of major assets>

Non current asset

- ▶ Tangible fixed assets : 729.6 billion yen (-5.9 billion yen)
 - Investment related to store openings, etc. 6.9 billion yen
 - Depreciation and amortization 9.6 billion yen

✓ The equity ratio increased from 35.8% to 37.9%. The net D/E ratio remained at the same level as the end of FY2024, improving financial soundness.

✓ The annualized ROE decreased by 2.9pt from the end of FY2024, mainly due to a decline in net income caused by exchange rate.

<Status of major liabilities>

- ▶ Interest-bearing debt : 458.4 billion yen (-6.6 billion yen)

<Status of net assets>

- ▶ Net worth: 551.5 billion yen (+15.0 billion yen from the end of FY2024)
- ▶ Capital adequacy ratio: 37.9% (+2.1pt from the end of FY2024)

<Others>

- ▶ Net D/E ratio: 0.57x (+0.03x from the end of FY2024)
- ▶ ROE: 15.0% (annual basis/-2.9pt from the end of FY2024)

Status of Cash Flows and Capital Expenditure

▶ Status of cash flows

(Unit: Billion yen)

	Q1 FY2024	Q1 FY2025	
	Actual	Actual	Change
Balance at Beginning of the Period	246.2	187.2	(59.0)
Cash Flows from Operating Activities	41.0	8.3	(32.7)
Cash Flows from Investing Activities	(17.2)	(13.8)	3.3
Cash Flows from Financing Activities	(27.4)	(21.0)	6.4
Changes during the Period	1.7	(36.2)	(37.9)
Balance at end of Period	247.9	151.0	(96.9)
Free Cash Flow ¹	23.8	(5.5)	(29.3)

1. Free Cash Flow = CF from operating activities + CF from investing activities

▶ Status of capital expenditures

Capital Expenditures	17.4	16.7	(0.7)
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< Operating CF: +8.3 billion yen >

- ▶ Cash in factors:
 - 32.9 billion yen for pre-tax net profit
 - 11.8 billion yen for depreciation
 - 9.8 billion yen for exchange gains and losses

Cash out factors:
 25.5 billion yen for corporate tax payments
 10.3 billion yen for changes in trade accounts payable

< Investment CF: -13.8 billion yen >

- ▶ Cash out factors:
 - 13.1 billion yen for acquisition of tangible fixed assets
 - 3.0 billion yen for acquisition of intangible fixed asset

< Financing Activity CF: -21.0 billion yen >

- ▶ Cash out factors:
 - 14.9 billion yen for dividend payments
 - 5.1 billion yen for long-term borrowing repayments

< Breakdown of Capex >

- ▶ Domestic DS business: 6.3 billion yen
- UNY business: 2.6 billion yen
- Overseas business: 2.7 billion yen
- Financial business: 0.8 billion yen
- IT investment: 2.2 billion yen
- Others: 2.1 billion yen

(Reference) October Overview of Domestic DS and UNY Business

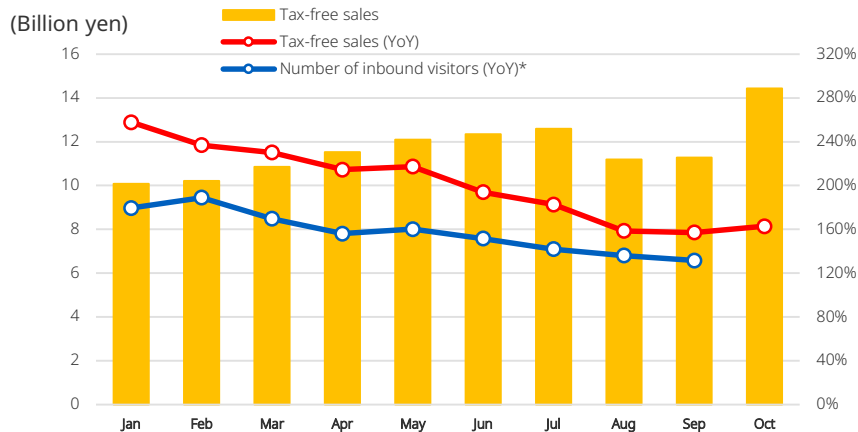
Domestic retail sales increased for both businesses, capturing the expanded demand for outdoor activities due to the continued warm weather. Beauty-related products and travel goods, in particular, showed strong growth. However, the demand for autumn and winter seasonal products was slow, resulting in sluggish performance (impact of one less holiday: -1.5pt).

▶ YoY Sales trend (Same stores)

Unit: %	Q1				Q2
	Jul	Aug	Sept	Cum.	Oct
Domestic total	102.7	109.4	104.7	105.6	103.9
DS	104.0	111.0	105.6	106.9	106.2
UNY	98.8	104.9	101.7	101.8	97.0

▶ Tax-free sales in domestic DS business

October set a new record for monthly tax-free sales, surpassing 14 billion yen



*Based on statistical data from the Japan National Tourism Organization (JNTO)

■ DS

- ✓ Despite the sluggish demand for autumn and winter seasonal products, outdoor-related items such as leisure, tourism, and excursions grew
- ✓ Indoor demand for character goods and fitness products was strong
- ✓ Event-related demand, such as Halloween, contributed to sales of cosmetics, colored contact lenses, and makeup products
- ✓ impact of one less holiday: -1.6pt

■ UNY

- ✓ Excluding the negative impacts of weekdays and high temperatures, home-related products and food, which are part of the pricing strategy and competition with rival stores, would have exceeded those of October in FY2024
- ✓ Autumn and winter seasonal items, such as outerwear, bottoms, bedding, and heating appliances, had a slow start compared to the last year
- ✓ impact of one less holiday: -1.4pt

Appendix

Q1 Results by Business Segment & Breakdown of SG&A

【Period : July 1, 2024 – September 30, 2024】

► Results by business segment

(Unit : Billion yen)

	DS			UNY			Asia ²			North America ^{1,3}			Others/Adjustments		
	Q1 FY2024	Q1 FY2025	Change	Q1 FY2024	Q1 FY2025	Change	Q1 FY2024	Q1 FY2025	Change	Q1 FY2024	Q1 FY2025	Change	Q1 FY2024	Q1 FY2025	Change
Net sales	324.6	354.5	30.0	112.5	114.3	1.8	19.6	21.8	2.3	58.2	64.4	6.2	(5.5)	(4.5)	0.9
Gross profit	87.0	99.9	12.9	38.4	39.0	0.6	7.4	8.1	0.7	22.0	24.5	2.5	3.4	5.3	1.9
Gross profit margin	26.8%	28.2%	1.4pt	34.2%	34.1%	(0.1)pt	37.8%	37.2%	(0.6)pt	37.8%	38.0%	0.2pt	-	-	-
SG&A	68.1	72.9	4.8	31.3	32.7	1.5	7.3	8.1	0.8	20.4	23.3	2.9	(1.7)	(1.3)	0.4
Operating income	18.9	27.1	8.1	7.2	6.3	(0.9)	0.1	0.0	(0.1)	1.6	1.2	(0.4)	5.1	6.6	1.5
Operating margin	5.8%	7.6%	1.8pt	6.4%	5.5%	(0.9)pt	0.5%	0.1%	(0.4)pt	2.7%	1.8%	(0.9)pt	-	-	-

1. Figures for North America are the simple aggregate of DQ USA, MARUKAI, QSI and Gelson's. Results are for the period from April 2024 to June 2024, while Gelson's is from July 2024 to September 2024.

2. Figures for Asia are the simple aggregate of PPRM (SG), PPRM (HK), DONKI Thailand, PPRM(TW), PPRM (MY), and Macau PPRM (MO). Results are cumulative for the period from April 2024 to June 2024.

3. Gelson's operating income is calculated after deducting amortization of goodwill (Q1 FY2025: 0.9 billion yen, Q1 FY2024: 0.9 billion yen).

► Breakdown of SG&A

(Unit : Billion yen)

	Q1 FY2024		Q1 FY2025		
	Amount	Ratio	Amount	Ratio	YoY
SG&A	125.3	24.6%	135.7	24.7%	108.3%
Salaries and allowances	47.5	9.3%	50.4	9.2%	106.1%
Rent	15.3	3.0%	15.7	2.9%	102.8%
Commission paid	15.1	3.0%	16.5	3.0%	109.6%
Depreciation	8.9	1.7%	9.5	1.7%	107.3%
Utilities	8.5	1.7%	10.8	2.0%	126.6%
Other	30.1	5.9%	32.8	6.0%	108.9%

Q1 Overview of Results by Consolidated Business

【Period: July 1, 2024 – September 30, 2024】

(Unit: Billion yen)

	Q1 FY2024		Q1 FY2025		
	Amount	Ratio	Amount	Ratio	YoY
Domestic DS	313.5	61.6%	343.4	62.4%	+9.5%
Home electrical appliances	22.1	4.3%	24.2	4.4%	+9.7%
Miscellaneous household goods	84.6	16.6%	96.4	17.5%	+14.0%
Food products	138.8	27.3%	147.2	26.7%	+6.1%
Watches and fashion merchandise	40.9	8.0%	45.3	8.2%	+10.7%
Sporting goods and leisure goods	22.1	4.3%	24.7	4.5%	+11.9%
Other	5.1	1.0%	5.5	1.0%	+9.2%
Domestic UNY	99.9	19.6%	103.4	18.8%	+3.5%
Clothing	10.2	2.0%	9.7	1.8%	(4.8)%
Household goods	15.7	3.1%	16.4	3.0%	+4.4%
Foods	73.8	14.5%	77.1	14.0%	+4.5%
Other	0.2	0.0%	0.2	0.0%	+17.9%
Overseas	77.3	15.2%	85.5	15.5%	+10.6%
North America	57.7	11.3%	63.7	11.6%	+10.4%
Asia	19.5	3.8%	21.8	4.0%	+11.5%
Other¹	18.7	3.7%	18.3	3.3%	(1.8)%
Total	509.3	100.0%	550.6	100.0%	+8.1%

1. Includes tenant leasing business and credit card business.

FY2025 New Store Plan

Business	Format	Q1			Q2			Q3			Q1			Full-year Forecast
		Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
Discount Store	DQ		Sakudaira (Nagano)	Chofu Ekimae (Tokyo)		Komatsushima Lupia (Tokushima)	1 Store		3 Stores		2 Stores	1 Store	4 Stores	New store openings: 30 stores and more
						Tanashi Ekimae (Tokyo)								
Overseas ¹	Asia			Mong Kok MPM Plaza (Hong Kong)			2 Stores							New store openings: 7 stores ²
	North America				Kapolei Commons (Hawaii)		1 Store		1 Store			1 Store		

1. Overseas stores are indicated in opening months.

2. Except for Gelson's, the period is from April 2024 to March 2025. For Gelson's, the period is from July 2024 to June 2025.

Store Network

Number of Domestic Retail Stores

	FY2023	FY2024	FY2025
			Q1
Discount Store business	486	501	503
Don Quijote	250	262	264
MEGA Don Quijote ¹	140	143	143
(MEGA) Don Quijote UNY	63	62	62
Small Format ²	33	34	34
UNY business³	131	131	131
Domestic total	617	632	634

Number of Overseas Stores

	FY2023	FY2024	FY2025
			Q1
North America	65	65	66
California	37	37	37
Hawaii	28	28	28
Guam	NA	NA	1
Asia	36	45	46
Singapore	15	16	16
Hong Kong	9	10	10
Thailand	6	8	8
Taiwan	2	5	5
Malaysia	3	4	5
Macau	1	2	2
Overseas total⁴	101	110	112
Total	718	742	746

Don Quijote Sakudaira
(Nagano)



Don Quijote
Chofu Ekimae
(Tokyo)



1. Includes NEW MEGA format.

2. Includes Picasso, Essence, Kyoyasudo, Domise, Ekidonki, Soradonki, Jonetz Shokunin, and Nagasakiya.

3. Includes Apita/Piago, U-STORE, PiagoPower, and Power Super Piago etc.

4. As the fiscal year ends in March for overseas companies except Gelson's (ends in June), the number of stores for each quarter is adjusted for the applicable fiscal year.

IR Inquiries

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IR Calendar

Announcement of Q2 earnings for the fiscal year ending June 2025 (scheduled)
Date of announcement: February 13, 2025
Venue: TBI

Cautionary Statement Regarding Forward-Looking Statements

The purpose of this document is solely to provide information to investors, and does not constitute a solicitation to buy or sell securities. The forward-looking statements set out in this document are based on targets and forecasts, and do not provide any commitments or guarantees. While forward-looking statements are prepared based on various data that we consider to be reliable, we do not provide any guarantees on their accuracy or safety. This document is presented based on the premise that it will be used at the discretion and responsibility of the investor, regardless of purpose of use, and Pan Pacific International Holdings Corporation bears no responsibility in any circumstances.



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