

**Sales and OP made a quantum leap and achieved 30-year of consecutive growth!
 Medium year target "Vision 2020" (Sale:1 trillion yen, Store count:500, ROE:15%)
 was accomplished one year prior to the target year.**

All items made double-digit growth from the topline to the bottom line regardless of a series of unfavorable weather and consumers' price-consciousness before tax-hike. Triple trillions came true (Sales:1.33 trillion yen, Net asset: 1.28 trillion yen, Market cap: 1.08 trillion yen.), breaking all records by offering exiting shopping experience.

Sales

1 tril 329 bil yen

Daily necessities including foods and consumables took the lead for the strong sales under the difficult circumstances. Conversion stores "MEGA Don Quijote UNY" stores delivered quite good sales momentum by attracting all generations. Cosmetics and drugs were key drivers for tax-free sales from overseas tourists. As a results, sales went up by 41.1% to 1 trillion 329 billion yen.

Operating income

63.1 billion yen

The pricing strategy for daily necessities was to be more competitive to be prepare for the upcoming consumption tax hike. Gross profit jumped due the consolidation of UNY group companies. Meanwhile, SGA as a percentage of sales went up because of the initial cost for new store openings and the addition of UNY group cost, however, it was offset by sales growth. OP went up by 22.4% to 63.1 billion yen, achieving a phenomenal 30-year of growth.

Ordinary income

68.2 billion yen

Ordinary income jumped by 19.3% to 68.2 billion yen. In addition to the rise in interest revenue and dividend, there was an increase for revenue from equity affiliates. The rise in interest payment and bond issuance fees were offset by the positive factors. Non-operating profit in net stood at 5.1 billion yen.

Profit attributable to owners of parent

48.3 billion yen

Extraordinary loss was 800 million yen in net and net profit before tax was 67.5 billion yen by posting impairment loss and store closing loss as well as gain on negative goodwill and gain on sale of fixed asset.

Total assets

1 tril 279 bil yen

Total assets increased 471.8 billion yen YoY by executing aggressive store opening strategy and consolidating UNY group. Increased amount for each item were as follows. Tangible fixed assets increased 263 billion yen, 100.7 billion yen for cash, 67.4 billion yen of installment account receivable, 52.7 billion yen for merchandize.

Net assets

353.5 million

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EPS

304.93 yen

Earnings per share was 304.93 yen. It went up by 32.5% (74.79 yen). Double-digit sales and OP growth that was driven by aggressive strategy contributed to the rise in EPS.

ROE

15.6%

Return on equity stood at 15.6%, rose by 2.3pt. Medium term plan "Vision 2020" included 15.0% of ROE and it was accomplished ahead of schedule. PPIH is committed to its lean operation.

Customer traffic

529 million

PPIH group stores welcomed 529 million customers which went up by 158 million. Customer traffic exceeded the 500 million mark for the first time. The consolidation of UNY helped to add the traffic in 2H.

Store count

693

There were 23 domestic new store openings (9 Don Quijotes, 1 MEGAs, 8 New MEGA, 5 small format stores), 3 overseas store openings (1 in the US, 1 in Singapore, 1 in Thailand). There are 26 new stores in total. The store count as of the end of June 2019 is 693 (651 in Japan, 42 overseas). 269 stores were added by consolidating UNY group. There were 20 store closures.

Floor space

2,297,284m²

The total floor space increased by 1,153,195m² (100.8%) YoY to 2,297,284m² as of the end of June 2019 with 26 organic new stores and the consolidation of UNY. Total floor space of PPIH group stores is 14% wider than Tokyo Disney Resort (2,010,000m²).

Interim dividend

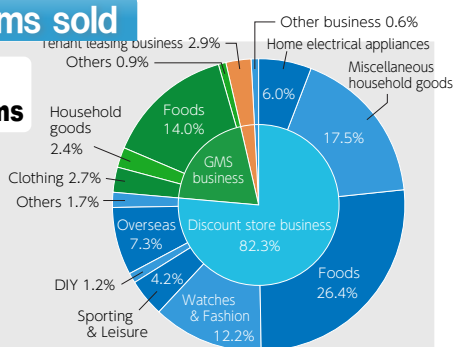
40 yen

Dividend has been increased for 16 consecutive years. It is 40 yen in FY 2019 including 10 yen of interim dividend. It went up by 8 yen from a year ago. Interim dividend (10 yen) included ordinary dividend and memorial dividend (to commemorate 30 year from 1st store) for 5 yen each.

The number of items sold

4 bil 187 mil items

The number of items sold amounted to 4.1 billion yen, which jumped by 54.3%.



Foreign ownership

64.6%

The percentage of foreign ownership stood at 64.6% which went down by 4.3pt. The proportion for financial institutions rose by 3.4pts. The number of shareholders decreased by 312 to 7,728.

