

In the first half of FY2023, the outlook remained uncertain due to the risk of a downturn in overseas economies as a result of global monetary tightening and rising prices for raw materials and other items.

Under such circumstances, the company achieved record-high results for 1H and 2Q, with increased sales and profit based on the thorough implementation of "The Customer Matters Most" principle.

## Sales

**978.4** billion yen

Domestic discount business sales increased due to growth in existing store sales and the contribution of new store openings. In addition, sales in the overseas business grew due to aggressive new store openings. As a result, net sales amounted to 978.4 billion yen (up 6.6% YOY).

## Operating income

**57.5** billion yen

Operating income was 57.5 billion yen (up 31.6%). The gross profit margin improved by 1.7 pts due to improved gross profit margins resulting from pricing measures in the domestic business and measures to strengthen private brands in the domestic discount business.

## Ordinary income

**57.2** billion yen

Non-operating balance (non-operating income minus non-operating expenses) were minus 0.2 billion yen due to a decrease in foreign exchange gains YOY, but ordinary income increased significantly to 57.2 billion yen (up 28.5% YOY) due to the significant effect of increased operating income.

## Net income for the quarter

**36.8** billion yen

With net income before income taxes reaching 56.1 billion yen, after deducting corporate income and others of 18.8 billion yen, profit attributable to owners of the parent increased to 36.8 billion yen (up 22.0% YOY).

## Total assets

**1 trl 476.9** bil yen

Total assets amounted to 1 trillion 476.9 billion yen (up 93.2 billion yen from the end of the previous period), mainly due to increases of 32.1 billion yen in cash and deposits, 5.8 billion yen in notes and accounts receivable-trade, 8.3 billion yen in installment receivables, 11,648 million yen in deposits received, 17.4 billion yen in tangible fixed assets, and 5.1 billion yen in investment securities.

## Net assets

**436.7** billion

Net assets amounted to 436.7 billion yen (up 37.5 billion yen YOY), mainly due to a 28.3 billion yen increase in retained earnings resulting from dividend payments and net income attributable to owners of the parent and a 10.4 billion yen increase in foreign currency translation adjustments in accumulated other comprehensive income. As a result, the equity ratio was 29.2% and the net D/E ratio was 0.85 times. PPIH will continue to implement a financial strategy that pays attention to the balance between efficiency and safety.

## EPS

**61.67** yen

The Company promoted "aggressive management" based on an aggressive sales strategy, fully demonstrating its strengths based on a hands-on approach and individual store policy. By achieving the record-high results for 1H and 2Q, net income per share (EPS) was 61.67 yen (up 12.27 yen, or 24.8% YOY).

## ROE

**17.9%**

Return on equity (ROE) was 17.9% (annualized). PPIH will continue to conduct business activities to increase capital efficiency.

## Customer traffic

**337.18** million

The number of customers who visited our group stores in Japan and overseas (the number of customers passing through the cash registers) totaled 337.18 million. We believe that our customers appreciated the attractiveness of our group stores based on "The Customer Matters Most" principle amid the further strengthening of consumers' tendency toward thrift and selective consumption.

## Store count

**708**

There were 8 domestic new store openings (7 Don Quijote, 1 UD retail), while 2 store closed. For overseas, 4 stores opened. (3 Thailand, 1 Hong Kong) As a result, the total group store count was 708 (610 in Japan, 98 overseas).

## Floor space

**2,549,678** m<sup>2</sup>

The total floor space as of December 31, 2022, increased by 23,958 m<sup>2</sup> to 2,549,678 m<sup>2</sup> (up 0.9% YOY) with the increase in the number of stores.

## Interim dividend

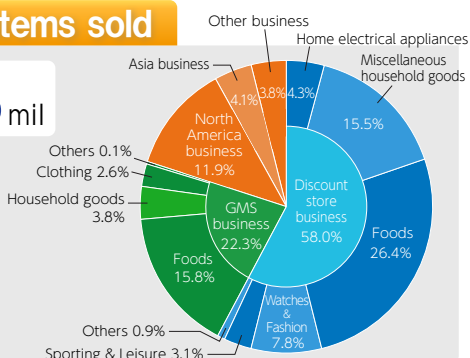
**4** yen

PPIH group recognizes the return of profits to shareholders as one of the most important management missions. The interim dividend is determined to be 4 yen per share. The annual dividend is expected to be 18.0 yen per share including the interim dividend, which is up by 1 yen from the previous year.

## The number of items sold

**2,880.26** mil

During 1H, PPIH group delivered 2,880.26 million items to customers.



## The number of shareholders

**47,402**

The number of individual and non-individual shareholders was 47,402 (up 836 YOY), continuing to maintain that number since the end of the previous fiscal year when the shareholder benefit program was introduced. Accordingly, the total number of shareholders reached 48,726 (up 889 from the end of the previous period). The shareholding ratio of foreign shareholders decreased by 0.6 pts from the end of the previous period to 56.6%.

