

In the first half of FY 2024, we continued to fully demonstrate our strengths based on the factors that differentiate us from our competitors, namely our on the spot decision making approach and individual store management.

As a result of our aggressive management based on an aggressive sales strategy, we achieved record profits both in the 2nd quarter and the first half of the year.

Sales

1,047.6 bil yen

Domestic retail business has been experiencing sales growth as a result of an increase in revenue from existing stores, contributions from new store openings. The capture of demand for going out and the implementation of compelling product development initiatives, have increased our popularity. Furthermore, there has been a recovery in tax-free sales, which has further augmented the company's overall revenue. As a result, net sales amounted to 1,047.6 billion yen (up 7.1% YoY).

Operating income

75.5 billion yen

Operating income reached a record high for the 1st half of the fiscal year, amounting to 75.5 billion yen (up 31.4% YoY). The gross profit margin exhibited an improvement of 0.7 percentage points, attributable to the expansion of private brand (PB) products and other factors. Despite a focus on growth investments and personnel development, efforts to control costs, including reductions in utilities and optimization of staffing, resulted in a decrease of 0.6 points in SG&A to sales ratio and administrative expenses.

Ordinary income

73.6 billion yen

Due to a rise in foreign exchange losses YoY, non-operating income and expenses balance (non-operating income minus non-operating expenses) was down by 1.9 billion yen. Consequently, ordinary profit reached 73.6 billion yen (up 28.6% YoY).

Net income for the quarter

48.2 billion yen

With net income before income taxes reaching 72.9 billion yen, after deducting corporate income tax and others of 24.5 billion yen, profit attributable to owners of the parent increased to 48.2 billion yen (up 31.1% YoY).

Total assets

1,498.6 bil yen

Despite a decrease in cash of 55.2 billion yen, there were increases in inventory and products of 11.7 billion yen, tangible fixed assets including buildings of 24.7 billion yen, and intangible fixed assets of 0.3 billion yen. Consequently, the total assets of the company increased by 17.6 billion yen, reaching 1,498.6 billion yen, when compared to the end of the previous fiscal year.

Net assets

512.9 billion

Net assets amounted to 512.9 billion yen (up 49.4 billion yen YoY), as a result of retained earnings of 38.7 billion yen and a 9.9-billion-yen increase in foreign currency translation adjustments. Consequently, the equity ratio was 33.5% and the net D/E ratio was 0.61 times. PPIH will continue to implement a financial strategy that pays attention to the balance between efficiency and safety.

EPS

80.80 yen

The company has achieved record-breaking cumulative performance based on leveraging its strengths, which are rooted in on-the-spot decision-making and individual store management. Furthermore, the company has continued its efforts to reform its profit structure. As a result of these efforts, EPS for the period reached 80.80 yen (up 19.13 yen, up 31% YoY).

ROE

20.2%

Return on equity (ROE) was 20.2% (annualized). PPIH will continue to conduct business activities to increase capital efficiency.

Customer traffic

343.90 million

The number of customers who visited our group stores in Japan and overseas (the number of customers passing through the cash registers) totaled 343.90 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

723

In terms of new store openings domestically, Don Quijote Co., Ltd. opened 8 stores, while closing 6 stores. Internationally, the company opened a total of 5 new stores: 1 in California, USA, 1 in Singapore, 1 in Hong Kong, 1 in Taiwan, and 1 in Malaysia. On the other hand, 2 stores were closed in the international segment. As a result, the total number of stores for our group now stands at 619 stores domestically and 104 stores internationally, totaling 723 stores worldwide.

Floor space

2,573,186 m²

The total floor space as of December 31, 2023, reached 2,573,186 m² (up 0.2% YoY), an increase of 5,919 m² YoY. This was due to an increase in the number of stores.

Interim dividend

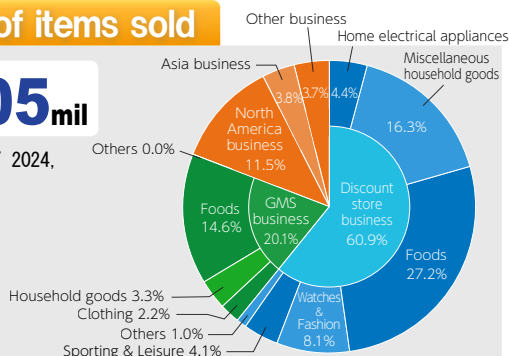
5 yen

PPIH group recognizes the return of profits to shareholders as one of the most important management missions. The interim dividend is determined to be 5 yen per share. The annual dividend is expected to be 21.0 yen per share including the interim dividend, which is up by 1 yen from the previous fiscal year.

The number of items sold

2,651.05 mil

In the first half of FY 2024, PPIH group delivered 2,651.05 million items to customers.



The number of shareholders

52,468

The number of individual and other non-cooperate shareholders decreased by 7,738 people, reaching 87.1% compared to the previous fiscal year. Consequently, the total number of shareholders was 53,875 people, which decreased by 7,808 people compared to the end of previous fiscal year. Furthermore, the ownership ratio of foreign shareholders increased by 0.9pts from the end of previous fiscal year to 57.8%.

