

In FY 2024, we have successfully leveraged our strengths in on-site management and individual store-based differentiation to execute "aggressive management" based on an aggressive sales strategy. Our growth persisted as we cultivated the capability to turn environmental changes into opportunities to generate profit through a combination of "adaptability to change" and "earning power."

As a result, we achieved an operating profit of 120 billion yen, one year ahead of schedule, surpassing the target set in Visionary 2025, and recorded the highest performance in our history.

Sales
2,095.1 bil yen

The domestic retail business has seen an increase in sales driven by a rise in tax-free sales due to the influx of inbound foreign tourists, growth in existing store sales, contributions from new store openings, as well as capturing demand from outings and events, and the development of attractive private brand (PB) and OEM products. Additionally, the Asia business has experienced sales growth due to aggressive store expansion, while the North America business has benefited from an increase in sales due to the depreciation of the yen. As a result, total sales reached 2,095.1 billion yen (up 8.2% YoY)

Operating income
140.2 billion yen

Operating income reached 140.2 billion yen (up 33.2% YoY), marking the highest cumulative income in the company's history. The gross profit margin improved by 0.6 percentage points, driven by the expansion of private brand (PB) and OEM products as well as the growth in tax-free sales. 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 0.7 points in SG&A to sales ratio and administrative expenses.

Ordinary income
148.7 billion yen

Due to a rise in foreign exchange gain YoY, non-operating income and expenses balance (non-operating income minus non-operating expenses) was up by 8.5 billion yen. Consequently, ordinary profit reached 148.7 billion yen (up 34.0% YoY).

Net income
88.7 billion yen

With net income before income taxes reaching 130.5 billion yen, after deducting corporate income tax and others of 43.3 billion yen, profit attributable to owners of the parent increased to 88.7 billion yen (up 34.1% YoY).

Total assets
1,498.4 bil yen

Despite a decrease in cash of 69.4 billion yen, there were increases in inventory and products of 44 billion yen, tangible fixed assets including buildings of 46.3 billion yen, and intangible fixed assets of 6 billion yen. Consequently, the total assets of the company increased by 17.4 billion yen, reaching 1,498.4 billion yen, when compared to the end of the previous fiscal year.

Net assets
547 billion

Net assets amounted to 547 billion yen (up 83.5 billion yen YoY), as a result of retained earnings of 76.2 billion yen and a 6.1-billion-yen increase in foreign currency translation adjustments. Consequently, the equity ratio was 35.8% and the net D/E ratio was 0.54 times. PPIH will continue to implement a financial strategy that pays attention to the balance between efficiency and safety.

EPS
148.64 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 148.64 yen (up 37.7 yen, up 34% 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
682.16 million

The number of customers who visited our group stores in Japan and overseas (the number of customers passing through the cash registers) totaled 682.16 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
742

In terms of new store openings domestically, Don Quijote Co., Ltd. opened 24 stores, while closing 9 stores. Internationally, the company opened a total of 12 new stores: 1 in California, USA, 2 in Singapore, 1 in Hong Kong, 1 in Macau, 2 in Thailand, 3 in Taiwan, and 2 in Malaysia. On the other hand, 3 stores were closed in the international segment. As a result, the total number of stores for our group now stands at 632 stores domestically and 110 stores internationally, totaling 742 stores worldwide.

Floor space
2,647,369 m²

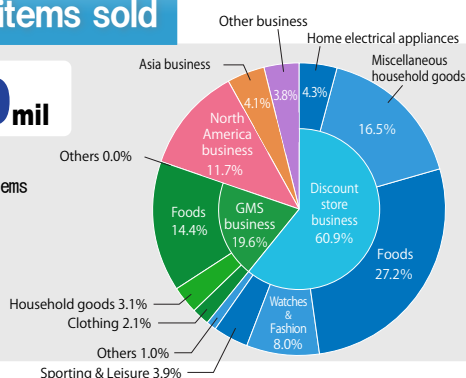
The total floor space as of June 30, 2024, reached 2,647,369 m² (up 3.1% YoY), an increase of 74,182 m² YoY. This was due to an increase in the number of stores.

Annual dividend
30 yen

PPIH recognizes shareholder returns as one of the most critical management priorities. The annual dividend for FY24 was 30 yen per share, an increase of 10 yen from 20 yen per share in FY23. This includes the interim dividend of 5 yen, and a commemorative dividend of 9 yen to celebrate surpassing 2 trillion yen in group sales. PPIH continues to plan for a dividend increase, marking 21 consecutive fiscal years of growth.

The number of items sold
5271.39 mil

In FY 2024, PPIH group delivered 5271.39 million items to customers.


The number of shareholders
62,564

The number of individual and other non-cooperate shareholders decreased by 2,358 people, reaching 103.9% compared to the previous fiscal year. Consequently, the total number of shareholders was 64,156 people increased by 2,473 people YoY. Furthermore, the ownership ratio of foreign shareholders increased by 0.4pts from the end of previous fiscal year to 57.3%.

