

In H1 of FY 2025, we continued to fully leverage our strengths, which set us apart from competitors, namely our on-site decision-making approach and individual store management. By actively executing a sales strategy centered on aggressive management, we achieved the highest-ever profits for both Q2 alone and H1 overall.

## Sales

**1,128.6 bil yen**

Domestic retail business has seen sales growth driven by increased tax-free sales from inbound tourists, higher same-store sales, new store openings, and demand for outings/events, along with the development of attractive PB/OEM products. Additionally, the Asia and North America businesses have benefited from the weaker yen and strong Marukai CA performance. As a result, sales reached ¥1,128.6 billion, up 7.7% YoY.

## Operating income

**89.7 billion yen**

Operating income reached ¥89.7 billion (up 18.9% YoY), marking a record high for H1/FY 2025. The gross profit margin improved by 0.6 pt, driven by the expansion of PB/OEM products and the growth of tax-free sales. Meanwhile, despite prioritizing growth investments and talent development, the SG&A ratio decreased by 0.1 pt, supported by strong sales growth.

## Ordinary profit

**86.9 billion yen**

Due to an increase in foreign exchange losses YoY, the non-operating balance (non-operating income minus non-operating expenses) recorded a deficit of ¥2.8 billion. As a result, ordinary profit reached ¥86.9 billion, an 18.1% increase YoY.

## Net profit for the quarter

**54 billion yen**

Profit before income taxes amounted to ¥85.4 billion. After accounting for corporate and other related taxes totaling ¥30.7 billion, net profit attributable to owners of the parent company reached ¥54.0 billion, up 12.0% YoY.

## Total assets

**1,564.2 bil yen**

Tangible fixed assets, including buildings and etc., decreased by ¥8.0 billion, and intangible assets decreased by ¥0.2 billion. However, due to an increase of ¥30.2 billion in cash and deposit and a ¥30.5 billion increase in merchandise and finished goods, total assets amounted to ¥1,564.2 billion, an increase of ¥65.8 billion from the end of FY 2024.

## Net assets

**584.2 billion**

Foreign currency translation adjustment decreased by ¥2.3 billion, while retained earnings increased by ¥39.1 billion. As a result, net assets amounted to ¥584.2 billion, up ¥37.2 billion YoY. Consequently, the equity ratio stood at 36.6%, and the net D/E ratio was 0.43x. Moving forward, we will continue to pursue a financial strategy that balances efficiency and safety.

## EPS

**90.41 yen**

By fully leveraging our strengths based on our on-site decision-making approach and individual store management, and continuing to reform our profitability structure, we achieved the highest-ever performance. As a result, EPS reached ¥90.41, an increase of ¥9.61 (up 11.9%) YoY.

## ROE

**19.5%**

ROE was 19.5% (annualized). We will continue to pursue business activities that enhance capital efficiency.

## Customer traffic

**355.19 million**

Number of customers (transaction count) at our group stores worldwide reached 355.19 million. Despite increasing consumer thriftiness and selective spending, we believe that our commitment to the "Customer Matters Most" philosophy has continued to enhance the appeal of our stores.

## Store count

**748**

Domestically, we opened 5 new stores under Don Quijote Co., Ltd. and closed 1 store. Internationally, we opened 1 store each in Guam, Hong Kong, and Malaysia, while closing 1 store. As a result, our group's total store count stands at 636 in Japan and 112 overseas, bringing the overall total to 748 stores.

## Floor space

**2,670,061 m<sup>2</sup>**

As of December 2024, floor space increased by 22,692 m<sup>2</sup> to 2,670,061 m<sup>2</sup>, up 0.9% from the end of FY 2024, due to the growth in store numbers.

## Interim dividend

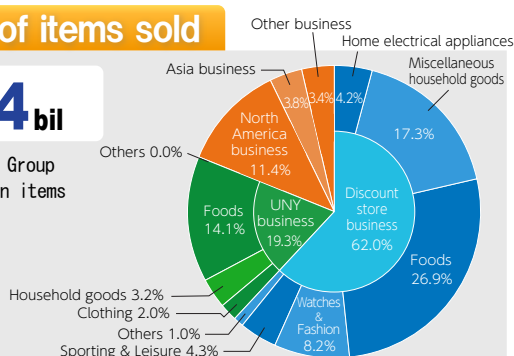
**9 yen**

PPIH Group considers returning profits to shareholders a top management priority. Interim dividend has been set at ¥9 per share, an increase of ¥4 YoY. The total annual dividend, including the year-end payout, is expected to be ¥34.0, up ¥4.0 from the previous year.

## The number of items sold

**2.7024 bil**

In H1 of FY 2025, PPIH Group delivered 2.7024 billion items to customers.



## The number of shareholders

**58,339**

Number of individual and other shareholders decreased by 4,225, bringing the total to 59,850, a decline of 4,306 compared to the end of FY 2024. Meanwhile, the foreign shareholder ownership ratio increased by 0.6pt to 57.9%.

