

Financial and Non-Financial Highlights

Millions of yen

	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 ^{*3}	FY2020 ^{*4}	FY2021 ^{*5}	FY2022 ^{*6}
Net sales	568,377	612,424	683,981	759,592	828,798	941,508	1,328,874	1,681,947	1,708,635	1,831,280
Cost of sales	418,570	451,406	502,240	557,699	610,218	697,517	958,347	1,200,831	1,211,400	1,287,892
Selling, general and administrative expenses	117,438	126,726	142,638	158,708	172,395	192,423	307,417	405,692	416,003	454,701
Operating income	32,369	34,292	39,103	43,185	46,185	51,568	63,110	75,424	81,232	88,688
Ordinary income	33,201	35,487	40,160	43,797	45,523	57,218	68,240	74,600	81,452	100,442
Profit before income taxes	33,382	34,225	39,157	42,113	55,325	56,373	66,284	72,588	64,191	92,028
Profit attributable to owners of parent	21,141	21,471	23,148	24,938	33,082	36,405	47,066	49,927	53,734	61,928
Total assets	386,622	432,135	505,666	560,568	642,868	806,778	1,282,100	1,297,231	1,370,115	1,383,678
Total net assets	170,178	193,164	221,367	244,547	279,930	312,495	352,300	388,999	438,628	399,247
Basic earnings per share (yen) ^{*1}	34.18	34.33	36.77	39.44	52.30	57.53	74.36	78.79	84.74	102.64
Diluted earnings per share (yen) ^{*1}	34.04	34.14	36.65	39.41	52.26	57.41	74.13	78.58	84.52	102.41
Cash dividends per share (yen) ^{*1}	4.12	4.50	5.00	5.50	6.50	8.00	10.00	15.00	16.00	17.00
Consolidated dividend payout ratio (%)	12.1	13.1	13.6	13.9	12.4	13.9	13.4	19.0	18.9	16.6
Return on assets (ROA) (%)	5.6	5.2	4.9	4.7	5.5	5.0	4.5	3.8	4.0	4.5
Return on equity (ROE) (%)	13.7	12.1	11.6	11.2	13.5	13.3	15.2	14.3	13.6	15.3
Number of purchasing customers	244,658,461	260,191,080	283,039,023	304,899,600	333,215,267	370,829,179	528,888,368	660,601,089	646,894,352	663,998,892
Number of purchased items	1,388,295,164	1,586,622,869	1,824,446,232	2,039,829,666	2,313,489,393	2,662,827,579	4,108,663,303	5,315,271,867	5,374,521,949	5,457,684,270
Number of Group employees	4,511	5,282	6,029	6,857	6,708	7,876	13,546	14,186	16,838	16,912
Number of female store managers in Japan	—	—	—	—	—	—	—	—	13	26
Number of new graduate hires in Japan	—	—	—	—	—	225	385	378	280	469
% of female employees in new graduate hires in Japan	—	—	—	—	—	46.7	38.4	38.6	39.3	44.6
CO ₂ emissions (t-CO ₂) ^{*2}	—	—	—	—	—	268,880	381,608	567,357	534,349	522,868

*1 Calculated information per share assuming that the share split (2-for-1) conducted on July 1, 2015 and share split (4-for-1) conducted on September 1, 2019 took place at the start of FY2013.

*2 Scope of data aggregation: Major domestic Group companies UNY Co., Ltd. was added from January 2019. Data aggregation period: April of the previous year to March of the current year
Scope 2 emission factors: Adjusted emission factor for each electric power company

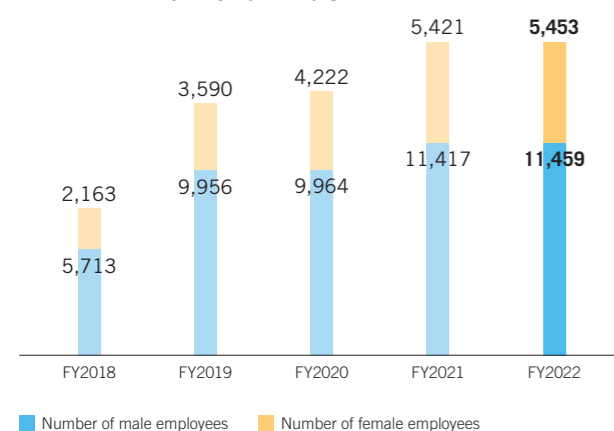
*3 Regarding the corporate integration with UNY, values related to FY2019 utilize confirmed content following confirmation in FY2020 statements of provisional accounting measures used in FY2019.

*4 In FY2021, the Group changed its accounting method for inventories. This change has been retroactively applied to the figures for FY2020.

*5 Regarding the corporate integration with GRCY Holdings, Inc., the figures for FY2021 are final figures taken from FY2022 statements that confirm and finalize the provisional accounting measures used in FY2021.

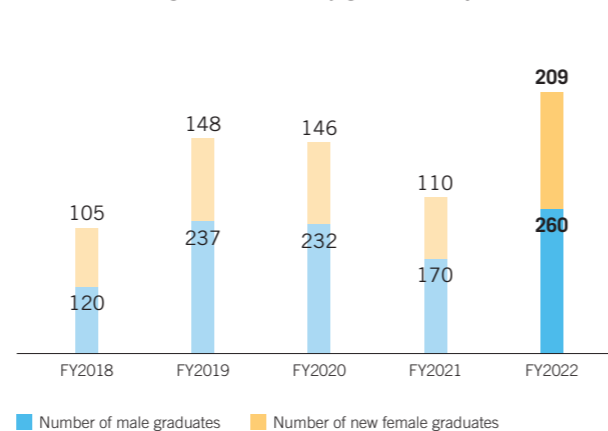
*6 From the beginning of the fiscal year ended June 2022, the PPIH Group has adopted the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020) and others.

Number of Group employees by gender



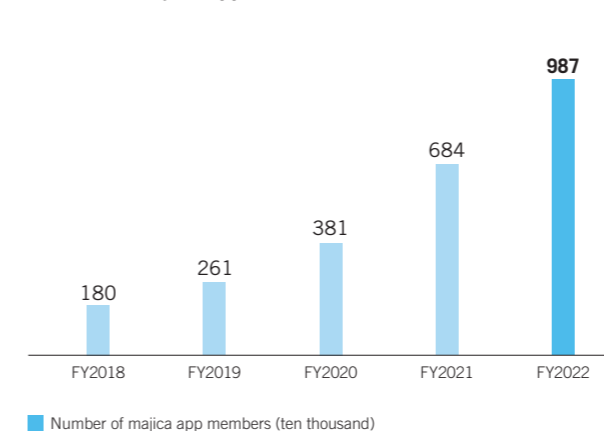
In the fiscal year ended June 30, 2022, the number of female employees increased by 32 year on year to 5,453, and the number of male employees rose by 42 to 11,459. In addition, the number of female store managers in Japan for the fiscal year ended June 30, 2022 doubled to 26 from 13 in the previous fiscal year.

Number of new graduate hires by gender in Japan

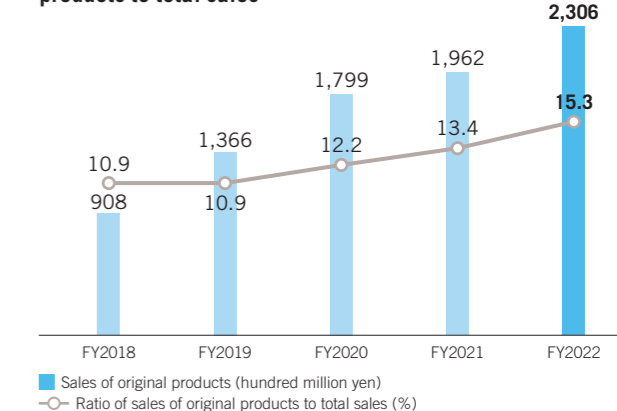


In the fiscal year ended June 30, 2022, the number of new graduate hires increased by 189 year on year to 469. This included an increase of 90 men to a total of 260, and an increase of 99 women to a total of 209.

Number of majica app members



The e-money majica, developed by the PPIH Group, was launched in March 2014. The majica app, which was launched in July of the following year, saw a rapid increase in members as a result of various campaigns, with the number surpassing 5 million in December 2020. This has contributed to an increase in repeat customers and growth in profits.

Sales of original products^{*7} / Ratio of sales of original products to total sales^{*8}

Sales of original products amounted to ¥230.6 billion in the fiscal year ended June 30, 2022, an increase of 17.4% year on year, and accounted for 15.3% of total sales.

*7 Original products: private brand products and OEM products
Scope: Domestic Discount Store Business and Domestic GMS Business

*8 Reflects UNY results from 3Q FY2019 due to consolidation of UNY