

Q3 Results for FY 2023

May 10, 2023

Pan Pacific International Holdings Corporation

Explanatory notes for these materials

1. The monetary values presented in these materials are rounded off to the nearest full unit.
2. The following abbreviations are used in these materials: Pan Pacific International Holdings (7532) as “PPIH,” Don Quijote Co., Ltd. and its stores as “DQ,” UNY Co., Ltd. as “UNY,” UD Retail Co., Ltd. as “UDR,” Singapore as “SG,” Singapore subsidiary as “PPRM (SG),” Hong Kong as “HK,” Hong Kong subsidiary as “PPRM (HK),” Thailand as “TH,” Taiwan as “TW”, Malaysia as “MY”, Macau as “MO”, and Group as “GP.”
3. PPIH applies the “Ordinance on Terminology, Forms, and Preparation Methods of Consolidated Financial Statements,” but there are sections in these materials where the account items and other information have been simplified to an extent where they do not change the intent or meaning of the contents.
4. The exchange rates used for overseas operations are shown below. (Gelson's fiscal year ends in June, and therefore the exchange rate is different.)

Unit: Yen	USD U.S. dollar		USD (Gelson's)		SGD Singapore dollar		THB Thai baht		HKD Hong Kong dollar	
	P/L	B/S	P/L	B/S	P/L	B/S	P/L	B/S	P/L	B/S
FY 2022	111.47	115.02	114.15	112.41	82.80	85.18	3.41	3.43	14.33	14.75
FY 2023	136.85	132.70	137.58	133.54	98.61	98.76	3.82	3.82	17.46	17.02

1 Fiscal year ending June 2023
Overview of Q3 results

2 Initiatives for Q4 and future growth

3 Appendix

Fiscal year ending June 2023

Overview of Q3 results

Financial Results for Q3

- Q3 results showed a significant increase in both sales and operating profit compared to the previous Q3, with sales up 26.0 billion yen and operating profit up 4.8 billion yen.

Sales and operating profit continued to achieve a record high for Q3 alone and for the cumulative period.

[Period: July 1, 2022 – March 31, 2023]

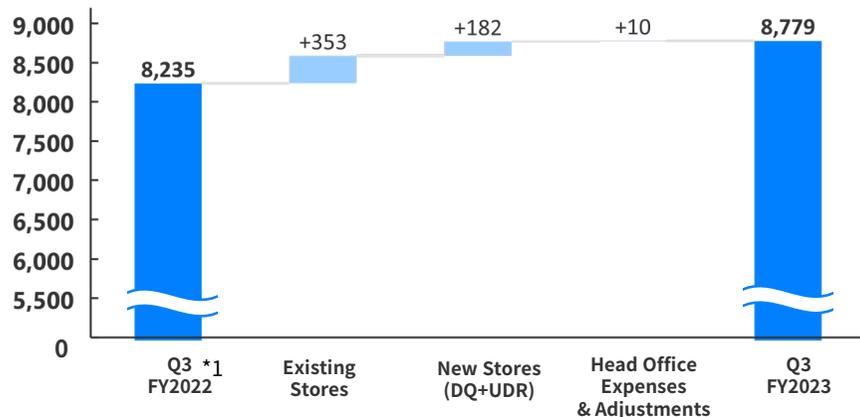
(Unit: 100 Million yen)

	Q3 Results				Q3 Cumulative			
	FY 2022	FY 2023			FY 2022	FY 2023		
	Actual (Sales ratio)	Actual (Sales ratio)	Change	Rate of Change	Actual (Sales ratio)	Actual (Sales ratio)	Change	Rate of Change
Net sales	4,528	4,788	+260	+5.7%	13,705	14,572	+867	+6.3%
Gross profit	1,325 (29.3%)	1,481 (30.9%)	+156	+11.8%	4,003 (29.2%)	4,505 (30.9%)	+502	+12.5%
SG&A	1,130 (25.0%)	1,238 (25.9%)	+108	+9.6%	3,372 (24.6%)	3,688 (25.3%)	+315	+9.4%
Operating profit	194 (4.3%)	243 (5.1%)	+48	+24.8%	631 (4.6%)	817 (5.6%)	+186	+29.5%
Recurring profit	232 (5.1%)	235 (4.9%)	+3	+1.2%	677 (4.9%)	807 (5.5%)	+130	+19.2%
Net income	158 (3.5%)	147 (3.1%)	-11	-7.1%	460 (3.4%)	515 (3.5%)	+55	+12.0%
EPS (Yen)	26.56	24.66	-1.90	-7.2%	75.92	86.33	10.41	+13.7%

Discount Store Business

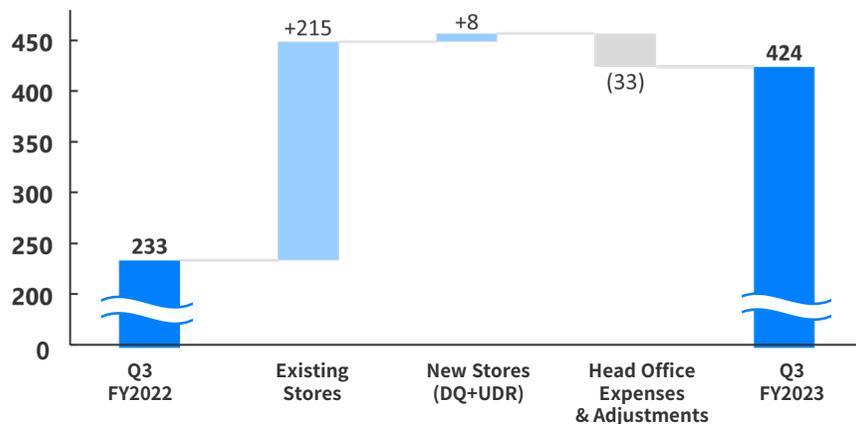
FY2023 Q3 Change in Sales

<100 Million Yen>



FY2023 Q3 Change in Operating Profit

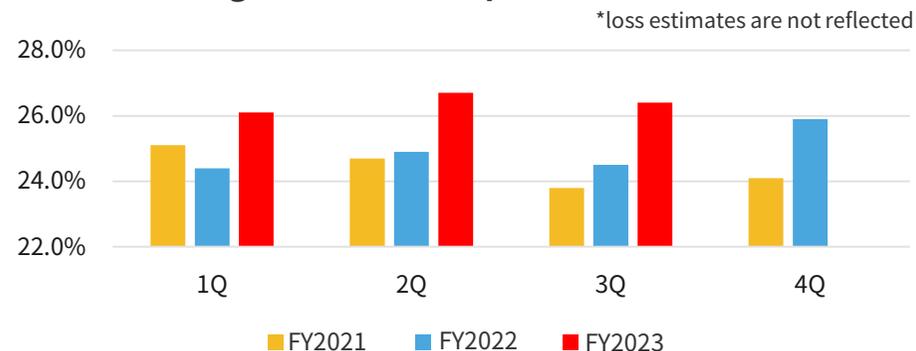
<100 Million Yen>



Sales increased by 54.4 billion yen and operating profit increased by 19.0 billion yen from the previous cumulative Q3. Continuing strong performance thanks to increased demand for outings and recovery of inbound travel.

- ✓ SSS continued to be strong with Q3 sales alone at 105.6% YoY and cumulative sales at 104.5% (101.9% excluding tax-free) due to increased demand for outings, increased human flow in urban areas, and the continued recovery of tax-free sales. Going forward, we will work to strengthen products for attracting more customers to increase customer traffic.
 - Tax-free sales grew to 21.0 billion yen in cumulative Q3 due to strong sales during the Chinese New Year period and a rapid increase in the number of flights.
- ✓ The GPM at existing stores was 25.9% (up 1.8% from the previous Q3 cumulative total). Growth in non-food categories due to increased demand for outings and for starting a new chapter of life, and an increase in the percentage of PB products due to media exposure contributed to the increase.
- ✓ SG&A expenses were under control within budget. Despite a rise in utility costs (approx. 140%), the SG&A ratio was maintained at the same level as the previous year due to an improvement in the labor cost ratio in line with strong sales.

▶ GPM at existing DS stores in Japan



*1. Effective from the fiscal year ending June 30, 2023, the DS business includes Tachibana Departmentstore co.,ltd.

Discount Store Business : Progress of various initiatives

Strengthen PB/OEM

PB/OEM continued to grow to 17.0% of total sales in cumulative Q3 (+2.9% YoY) as a result of increased media exposure, leading to an improvement in gross profit of slightly more than 0.3%.

- ✓ By category, Q3 saw growth in food products, especially confectionery and delicacy products with high gross margins. In addition, sales of categories such as bedding and kitchenware, have been sluggish since after the special demand for Covid-19, saw a growth centered on products made in collaboration with manufacturers.



→To achieve further growth in the next fiscal year and beyond, we will advance product development, sales promotion, and infrastructure development such as systems.

▶ PB/OEM composition of DS business in Japan



Tax-free sales

Tax-free sales were stronger than expected due to strong sales during the Chinese New Year period and a rapid increase in the number of flights.

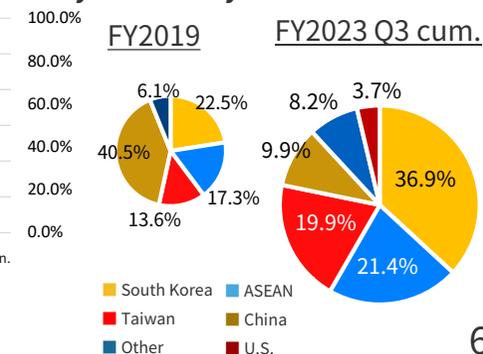
- ✓ For Q3 alone, sales recovered to about 13 billion yen, 73.5% of the pre-Covid level. For the full year, sales are expected to exceed 35 billion, exceeding the 24 billion forecast as of 2Q.
- ✓ By nationality, "South Korea" remained at the top at 36.9%, continuing from Q2. "Taiwan" also increased due to an increase in visits to Japan during the Chinese New Year.
- ✓ By product, sales of pharmaceuticals and cosmetics remained high, largely unchanged from the pre-Covid time. Sales of alcoholic beverages, which are in high demand in Korea, and confectioneries were also strong.

→In preparation for the recovery of Chinese visitors to Japan, further expansion of cash registers (including layout changes) and securing of personnel and merchandise will be pursued.

▶ tax-free sales



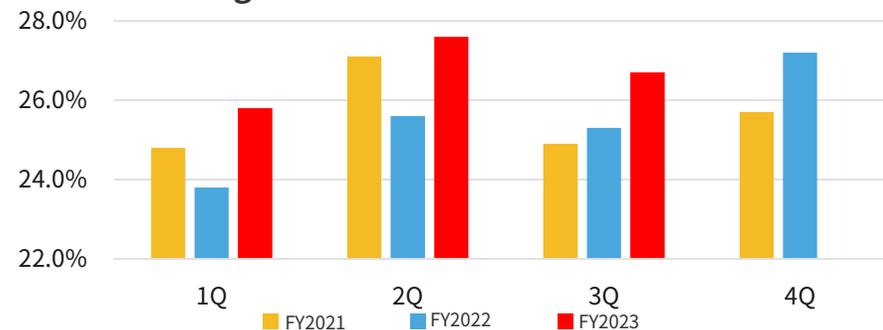
▶ Composition of tax-free sales by nationality



Operating profit was in line with the budget following the Q2 due to improved gross profit margin and continued control of SG&A expenses.

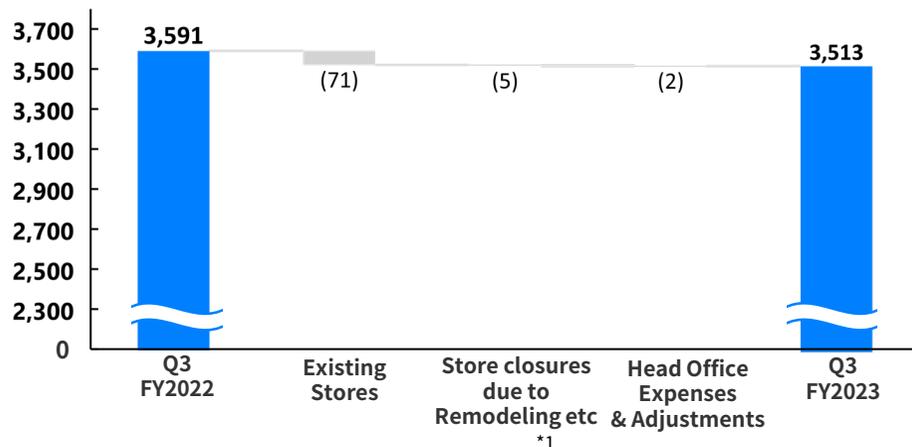
- ✓ SSS were 97.1% YoY in Q3 alone(100.5% vs. pre-Covid), partly due to the impact of restrained buying in response to high prices.
 - From Q3, all stores implemented measures to improve pricing accuracy, and together with strengthening merchandising, we will focus on acquiring more customers and expanding the customer base in the next fiscal year and beyond.
- ✓ GPM of existing stores in Q3 was 26.6% (+1.5% YoY). 3Q GPM improvement was due to growth in spring and out-of-home apparel and gradual growth in the PB/OEM ratio.
 - PB/OEM ratio grew to 20.2% (+2.4%) in cumulative Q3, mainly in food products.
- ✓ SG&A expenses were controlled within budget as in DS. By reviewing staffing, the labor cost ratio was improved and the rise in utility costs was curbed. As a result, the SG&A ratio was almost on par with that of the previous year.

▶ GPM of existing stores FY2021-FY2023



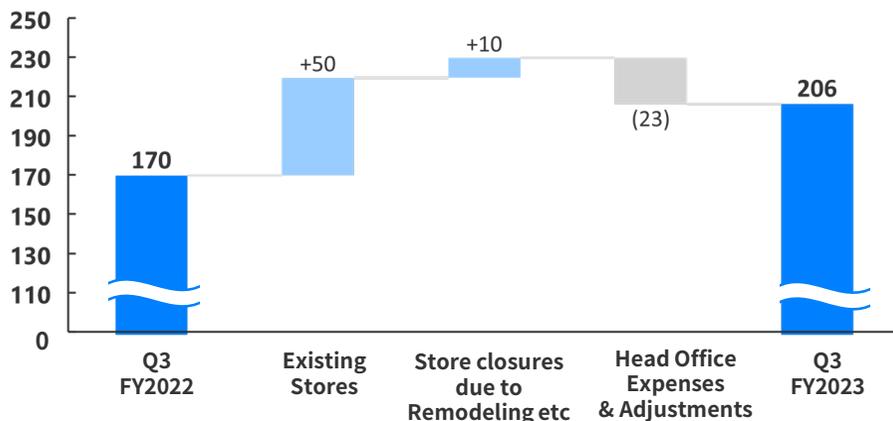
FY2023 Q3 Change in Sales

<100 Million Yen>



FY2022 Q3 Change in Operating Profit

<100 Million Yen>



*1. "Store closures due to remodeling, etc." refers to store closures due to format conversion to UDR or remodeling, etc., and the stores excluded from "existing stores" in the current and previous Q3.

In Q3 (Oct.-Dec.), sales were up, but profits were down, as in Q2. We will continue to resolve issues and strive for profit growth in the next fiscal year and beyond.

■ Asia Business

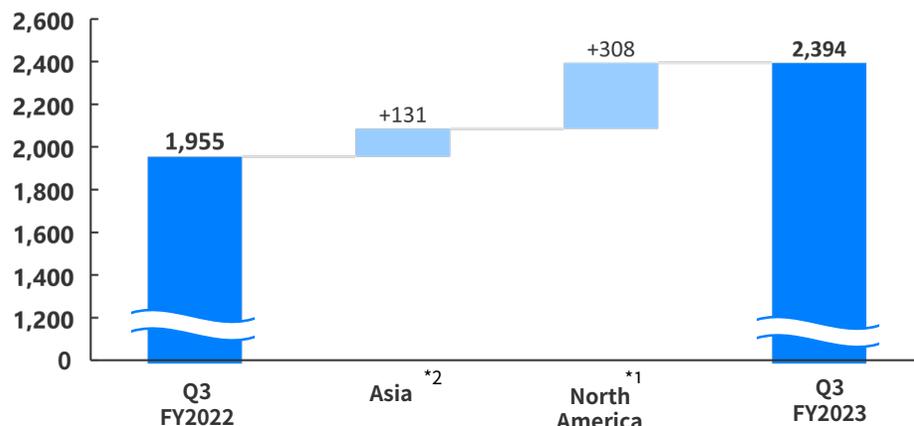
- ✓ Q3 cumulative sales increased YoY (+13.1 billion yen) and operating profit reached the same level as the previous year.
- ✓ The OPM for existing stores continued to exceed 10%. In the Q3 period (Oct-Dec), new store openings were 3 in SG and 1 in MY, in total 4 stores (7 stores in the current fiscal), expanding the business scale for future growth. (From the next fiscal year onward, those will absorb store opening costs and contribute to profit growth.)
- ✓ To achieve profit growth in the coming fiscal year and beyond, we will improve issues in Hong Kong and Macau under a new management structure, expand the business scale, and improve profit margins in each country (details to follow).

■ North America Business

- ✓ Q3 cumulative sales increased 30.8 billion yen YoY (+19.3 billion yen vs. budget), and operating profit declined 2.7 billion yen YoY (-3.0 billion yen vs. budget), with sales up but income down as in Q2.
- ✓ Operating income was -1.0 billion yen (-1.5 billion yen vs. budget), but the main factor was -0.6 billion yen (-1.26 billion yen vs. budget) in QSI, which is focusing on improving issues (details to follow).
 - Gelson's made positive progress compared to the budget, despite that YoY comparison being -0.43 billion yen. The increase in wages was able to partially absorb through productivity improvements.

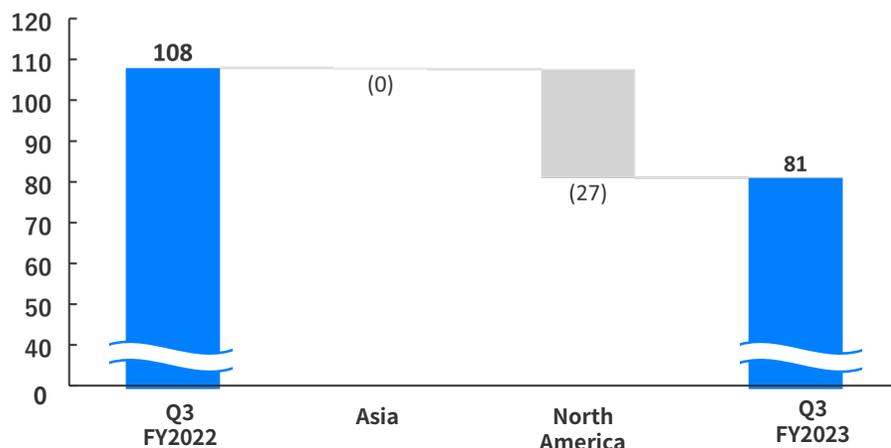
FY2023 Q3 Change in Sales

<100 Million Yen>



FY2023 Q3 Change in Operating Profit

<100 Million Yen>



*1. Figures for North America are the simple aggregate of DQ USA, MARUKAI, QSI and Gelson's. Results are for the period from April to December 2022, while Gelson's is from July 2022 to March 2023.

*2. Figures for Asia are the simple aggregate of PPRM (SG), PPRM (HK), DONKI Thailand, PPRM(TW), PPRM(MY), and Macau PPRM(MO). Results are the period from April to December 2022.

*3. Gelson's operating profit is calculated after deducting amortization of goodwill(FY2023: 2.55 billion yen, FY2022: 2.11 billion yen)

JONETZ by DON DON DONKI Sunway Pyramid (Malaysia) (Opened on November 01, 2022)

Opened in the Sunway Pyramid, a huge commercial complex boasting approximately 400,000 square meters of retail space. It sells the hugely popular wagyu beef skewers and a wide variety of Japanese food products.

- First “Sen Sen Sushi” and “Tomita Seimai” in Malaysia also opened at the same time.
- Wagyu beef skewers made from Quality Halal-certified* beef are on sale. The store offers all kinds of Japanese fruits, confectionery, meat, desserts, Japanese sweets, etc., with tasting options available. It offers the enjoyment of making a choice.

*Products with the Halal certification mark not only guarantee that they do not contain any prohibited ingredients such as pork or alcohol but also mean that everything about the product, including the manufacturing environment, quality and processes, meets standards in accordance with Islamic law.



DON DON DONKI Jewel Changi Airport (SG) (Opened on December 20, 2022)

Opened in Jewel, a large-scale commercial facility located in Changi International Airport, the gateway to Singapore. Focusing on confectionery and other souvenirs, as well as cosmetics, mainly PB and OEM products.

- Opened its in-house food court in anticipation of the demand for ready-to-eat meals due to its location adjacent to the airport. Four formats, “Senraku Shokudo”, “Agedako”, “Wagyu Kushi”, and “Tomita Seimai”, were opened.
- The first Halal section for Muslim customers was opened in Singapore. Aiming to maximize sales by taking advantage of the fact that many airport employees are Muslims and the location attracts a diverse range of customers from various countries.



Earnings Forecast for FY2023

- ❑ The full-year forecast for operating profit has been revised upward to 97.7 billion yen.
 - Inherit 3.7 billion yen over budget in 1H (assuming 2H is the same as budget)
- ❑ The recurring profit and below were also revised upward, considering the above and the foreign exchange situation.

(Unit: 100 Million yen)

	FY 2023 Earnings Forecast	
	Actual (sales ratio)	Rate of change
Net sales	18,900	+3.2%
Operating profit	940 (5.0%)	+6.0%
Recurring profit	825 (4.4%)	-17.9%
Profit attributable to owners of parent	569 (3.0%)	-8.1%
EPS (Yen)	95.42	-7.0%



FY 2023 Earnings Forecast (Revised)			
Actual (sales ratio)	Change	Rate of change (vs. Budget)	Rate of change (vs. FY2022)
19,200	+300	+1.6%	+4.8%
977 (5.1%)	+37	+3.9%	+10.2%
940 (4.9%)	+115	+13.9%	-6.4%
620 (3.2%)	+51	+9.0%	+0.1%
103.93	-	+8.9%	+1.3%

Status of major assets, liabilities and net assets

(Unit: 100 Million yen)

(Unit: 100 Million yen)

	June 2022	March 2023	
	Actual	Actual	Change
Current Assets	4,865	5,160	294
Cash and Deposits	1,768	2,081	313
Account receivable-installment	521	544	23
Products	2,059	1,924	(135)
Non-Current Assets	8,971	9,212	240
Buildings, etc.	2,684	2,884	201
Land	3,147	3,190	43
Intangible Assets	862	867	5
Lease and Guarantee Deposits	732	726	(6)
Total Assets	13,837	14,371	535

	June 2022	March 2023	
	Actual	Actual	Change
Total Current Liabilities	3,264	3,449	185
Accounts Payable-Trade	1,529	1,615	86
Short-Term Interest Bearing Debt	383	448	65
Total Noncurrent Liabilities	6,581	6,478	(103)
Corporate Bonds	2,726	2,616	(109)
Long-Term Interest Bearing Debt	2,762	2,732	(30)
Total Liabilities	9,844	9,927	83
Net Assets	3,992	4,444	452
Liabilities and Net Assets	13,837	14,371	535

<Status of assets>

• Non current asset

▶ Tangible fixed assets: 685.8 bil. yen
(20.8 bil. yen up)

- Investment related to store openings, etc.
44.9 bil. yen
- Depreciation and amortization
25.0 bil. yen

<Status of major liabilities>

▶ interest-bearing debt : 579.6 bil. yen
(7.5 bil. yen down)

<Status of net assets>

- ▶ Net worth: 438.6 bil. yen
(change from the previous year-end +46.4 bil. yen)
- ▶ Capital adequacy ratio: 30.5%
(change from the previous year-end +2.2%)

<Others>

▶ Net D/E ratio: : 0.85x
(change from previous year-end -0.2x)

▶ ROE : 16.5 %
(annualized/
change from previous year-end +1.2%)

*1. Short-term interest bearing debt = Short-term loans payable, long-term debt due within one year, and corporate bonds due within one year.

Status of cash flows and capital expenditure

▶ Cash Flow Status

(Unit: 100 Million yen)

	FY2022 Q3	FY2023 Q3	
	Actual	Actual	Change
Balance at Beginning of Period	1,609	1,804	195
Cash Flows from Operating Activities	646	1,039	393
Cash Flows from Investing Activities	(322)	(510)	(188)
Cash Flows from Financing Activities	(520)	(209)	311
Changes During the Period	(96)	314	411
Balance at the End of the Period	1,513	2,118	606
Free Cash Flow ^{*1}	324	529	204

*1. Free Cash Flow = CF from operating activities + CF from investing activities

▶ Status of capital expenditures

Capital Expenditures	378	482	104
----------------------	-----	-----	-----

< Operating CF : +103.9 bil. yen >

- ▶ Positive items: 79.1 billion yen in income before income tax, 31.2 billion yen in depreciation and amortization, and increase of 14.6 billion yen in accounts payable.
- Negative items: income taxes paid 28.4 billion yen.

< Investment CF : -51.0 bil. yen >

- ▶ Cash out factors included 40.5 billion yen for tangible fixed assets acquisition associated with store openings and 6.6 billion yen for intangible acquisition, and 3.4 billion yen acquisition of shares in affiliated companies.

< Financing Activity CF : -20.9 bil. yen >

- ▶ Cash out factors included 25.6 billion yen in repayment of long-term debt, 11.4 billion yen in redemption of bonds, 10.7 billion yen in dividends payment, 2.2 billion yen for the acquisition of shares of subsidiaries without change the scope of consolidation.

< Breakdown of Q3 >

- ▶ DS business 14.5 billion yen, GMS Business 6.3 billion yen, Overseas business 10.9 billion yen, IT 3.1 billion yen, Others 13.4 billion yen

Initiatives for Q4 and future growth

❑ Domestic retail sales continued to be strong at 105.3% YoY at existing stores, driven by demand for outings mainly on weekends and during long holidays such as spring break and Golden Week.

▶ Year on Year sales of same-store

Unit : %	Q1	Q2	Jan	Feb	Mar	Q3	Apr
Domestic	101.7	102.8	102.7	104.4	102.5	103.1	105.3
DS	103.3	104.7	104.2	107.6	105.2	105.6	107.9
GMS	97.5	98.6	99.0	96.4	95.8	97.1	98.8

▶ Initiative of PB/OEM (Apr)

"greenstage", an original outdoor brand, released new products to meet the growing demand for outdoor activities.



■ Discount store business

- ✓ Travel goods, especially bags and luggage, performed well as demand for outings increased. In cosmetics, sales of eye makeup, lipsticks, and other cosmetic accessories featuring characters grew. In addition, car accessories, sporting goods, and UV-protection product sales expanded.
- ✓ Sales of party supplies, event-related products, alcoholic beverages, and BBQ-related products also grew this year, driven by the relaxation of event regulations compared to the previous year.

■ GMS business

- ✓ In the first half of the month, various events such as entrance ceremonies and demand from people who are starting a new chapter of life led to growth in clothing items such as shoes, bags, and handkerchiefs, and stationeries in the household goods category.
- ✓ Sales of foods and perishables improved to the same level as the previous year, driven by daily foods, frozen foods, and sushi.

Asia Business

- (1) Profit contribution from new stores (8 stores in this fiscal year) by absorbing store-opening-related costs
 - ✓ Increase in profit (over 1 billion yen) due to new stores (3 SG, 3 TH, 1 HK, 1 MY in this fiscal year), which are loss-making in the initial stage but start contributing to profit from the following fiscal year.
- (2) Increase sales and gross profit through category expansion and contraction
 - ✓ Expand sales and profits by promoting category expansion and contraction (e.g., expansion of non-food items and confectionery). The shopping floor has been tilted toward accommodating the demand for alternatives to eating out during Covid-19 but will be changed to accommodate increased opportunities for outings and tourism demand.
- (3) Further improvement of gross profit margin (GPM in 3Q increased 2.1% YoY ⇒ will continue to increase next year)
 - ✓ Gross profit measures that were successful in SG will be rolled out across Asia by June (SG's GPM is roughly 40%)
 - ✓ Further expansion of direct trade and PB/OEM will also be undertaken.
- (4) Control and improve SG&A expenses
 - ✓ The SG&A ratio also improved due to an improvement in the labor cost ratio resulting from a review of store staffing and streamlining of the back-office organization.

North America Business

- (1) Hawaii: Start improving operations and GPM
 - ✓ Improvement of pricing accuracy and efficiency of inventory management through the operation of an item-by-item management system (reduction of inventory loss by about 350 million yen), and enhancement of delicatessen and sushi through expansion of in-store kitchens (increase in sales and GPM from the next fiscal year onward).
- (2) Strengthen response to cost inflation
 - ✓ Strengthen differentiation from competitors and improve profitability by expanding direct trade (Hawaii) and strengthening PB.
 - ✓ In order to cope with continuously rising labor costs, a central kitchen in California will be put into operation to enhance productivity. In addition, promoting labor saving by streamlining store operations and using self-checkout systems.
- (3) Preparation for business scale expansion by opening new stores
 - ✓ Start preparations for new store openings (Guam, Hawaii, Gelson's) in the next fiscal year and beyond for future business scale expansion (PL deteriorated at startup, but profit will increase from the second year onward)

Appendix

Q3 information by business

【 Q3 Period : January 1, 2023 ~ March 31, 2023 】

(Unit: 100 Million yen)

	DS business			GMS business			Asia business			North America business			Others • Adjustments		
	Q3 FY2022	Q3 FY2023	Change	Q3 FY2022	Q3 FY2023	Change	Q3 FY2022	Q3 FY2023	Change	Q3 FY2022	Q3 FY2023	Change	Q3 FY2022	Q3 FY2023	Change
Sales	2,687	2,882	195	1,150	1,119	(31)	186	217	31	509	604	95	(4)	(35)	(30)
Gross Profit	656	754	98	380	386	7	65	81	16	192	222	30	33	37	5
GPM	24.4%	26.2%	1.8%	33.0%	34.5%	1.5%	34.8%	37.5%	2.7%	37.6%	36.7%	(0.9%)	-	-	-
SG&A	594	633	40	330	322	(8)	55	75	19	159	199	40	(7)	9	16
Operating Profit	62	121	59	50	64	14	10	6	(3)	33	23	(10)	40	28	(12)
OPM	2.3%	4.2%	1.9%	4.3%	5.7%	1.4%	5.1%	3.0%	(2.1%)	6.5%	3.8%	(2.7%)	-	-	-

【 Cumulative Period : July 1, 2022 ~ March 31, 2023 】

(Unit: 100 Million yen)

	DS business			GMS business			Asia business			North America business			Others • Adjustments		
	Q3 FY2022 (Cum.)	Q3 FY2023 (cum.)	Change	Q3 FY2022 (Cum.)	Q3 FY2023 (cum.)	Change	Q3 FY2022 (Cum.)	Q3 FY2023 (cum.)	Change	Q3 FY2022 (Cum.)	Q3 FY2023 (cum.)	Change	Q3 FY2022 (Cum.)	Q3 FY2023 (cum.)	Change
Sales	8,235	8,779	544	3,591	3,513	(77)	489	620	131	1,466	1,774	308	(75)	(114)	(39)
Gross Profit	2,008	2,313	305	1,176	1,198	22	170	229	59	554	655	102	95	109	15
GPM	24.4%	26.3%	1.9%	32.8%	34.1%	1.3%	34.8%	36.9%	2.1%	37.8%	36.9%	(0.9%)	-	-	-
SG&A	1,775	1,889	114	1,007	992	(15)	151	210	59	465	593	128	(25)	3	28
Operating Profit	233	424	190	170	206	37	19	19	(0)	89	62	(27)	120	106	(14)
OPM	2.8%	4.8%	2.0%	4.7%	5.9%	1.2%	3.8%	3.0%	(0.8%)	6.1%	3.5%	(2.6%)	-	-	-

*1. Figures for North America are the simple aggregate of DQ USA, MARUKAI, QSI and Gelson's. Results are for the period from April to December 2022, while Gelson's is from July 2022 to March 2023.

*2. Figures for Asia are the simple aggregate of PPRM (SG), PPRM (HK), DONKI Thailand, PPRM(TW), PPRM(MY), and Macau PPRM(MO). Results are the period from April to December 2022.

*3. Gelson's operating profit is calculated after deducting amortization of goodwill (830 million yen in the current 3Q, 720 million yen in the previous 3Q, 2.55 billion yen in the cumulative total for the current fiscal year, and 2.11 billion yen in the cumulative total for the previous fiscal year).

Cumulative Q3 results by consolidated businesses

[Period : July 1, 2022 – March 31, 2023]

(Unit: 100 Million yen)

	FY2022 Q3(Cum.)		FY 2023 Q3(Cum.)		
	Actual	Ratio	Actual	Ratio	YoY
Domestic DS Business	7,930	57.9%	8,448	58.0%	106.5%
Home electrical appliances	654	4.8%	633	4.3%	96.8%
Miscellaneous household goods	1,948	14.2%	2,244	15.4%	115.2%
Food products	3,653	26.7%	3,881	26.6%	106.2%
Watches and fashion merchandise	1,048	7.7%	1,116	7.7%	106.5%
Sporting goods and leisure goods	490	3.6%	454	3.1%	92.6%
Other	137	1.0%	121	0.8%	88.0%
Domestic GMS Business	3,267	23.8%	3,192	21.9%	97.7%
Clothing	367	2.7%	360	2.5%	98.2%
Household Goods	506	3.7%	563	3.9%	111.4%
Foods	2,376	17.3%	2,248	15.4%	94.6%
Other	18	0.1%	20	0.1%	110.9%
Overseas Business	1,954	14.3%	2,376	16.3%	121.6%
North America Business	1,466	10.7%	1,760	12.1%	120.0%
Asia Business	488	3.6%	616	4.2%	126.2%
Other Business ^{*1}	553	4.0%	555	3.8%	100.4%
Total	13,705	100.0%	14,572	100.0%	106.3%

*1. Other Business includes tenant leasing business, holding company management, credit card business, etc.

Breakdown of SG&A

[Period: January 1, 2023 – March 31, 2023]

(Unit: 100 Million yen)

	3 months ended Mar 31, 2022		3 months ended Mar 31, 2023		
	Actual	Ratio	Actual	Ratio	YoY
SG&A	1,130	25.0%	1,238	25.9%	109.6%
Salaries and allowances	439	9.7%	461	9.6%	105.1%
Rent	137	3.0%	151	3.1%	109.6%
Commission paid	141	3.1%	164	3.4%	115.8%
Depreciation	78	1.7%	87	1.8%	112.7%
Other	335	7.4%	375	7.8%	112.0%

✓ Utilities: Q3 8 billion yen (134.7 % YoY)

[Period: July 1, 2022 – March 31, 2023]

(Unit: 100 Million yen)

	9 months ended Mar 31, 2022		9 months ended Mar 31, 2023		
	Actual	Ratio	Actual	Ratio	YoY
SG&A	3,372	24.6%	3,688	25.3%	109.4%
Salaries and allowances	1,306	9.5%	1,384	9.5%	106.0%
Rent	408	3.0%	443	3.0%	108.6%
Commission paid	437	3.2%	470	3.2%	107.6%
Depreciation	225	1.6%	254	1.7%	112.9%
Other	996	7.3%	1,136	7.8%	114.1%

✓ Utilities: Q3 25.8 billion yen (145.3% YoY)

New Store/Renovation

Business	Format	Q1			Q2			Q3			Q4			Full Year Estimates	
		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Discount	DQ			Arao (Kumamoto)	Yonezawa (Yamagata)	Kyobashi (Osaka)	Beppu (Oita)					Sunny-Side-Mall Kokura (Fukuoka)		3 stores	Opening : 14 stores Conversion : 4 stores
	UDR ^{*1}		Niigata Kameda (Niigata)		Kyoto Karasuma Shichijo (Kyoto)	Kichijoji (Tokyo)	Susukino (Hokkaido)						Daikakuji (Shizuoka)	Ina (Nagano)	
GMS	UNY (Renovation)	Niigata Kameda (Niigata)	Kagamihara (Gifu)				Higashi-kariya (Aichi)								
Over seas ^{*2}	Asia		Whampoa Garden (Hong Kong)	J-Park Sriracha (Thailand)	North Point (Singapore)	Jurong Point (Singapore)	Jewel Changi Airport (Singapore)	Thaniya Plaza (Thailand)					IOI City Mall (Malaysia)	2 stores	【Retail Format】 Opening : 8 stores ^{*3}
	North America					Sunway Pyramid (Malaysia)						1 store			

* 1. Solid lines in the UDR format indicate a tenant-in type format conversion.

* 2. Overseas stores are indicated in the opening months.

* 3. For Gelson's, the period is July 2022 - June 2023. For all the others, the period is April 2022 - March 2023

 = Format conversion

Store network

Number of Domestic Retails Stores

	FY2021	FY2022	FY2023		
			Q1	Q2	Q3
Discount store business	444	468	470	476	475
Don Quijote ^{*7}	226	237	238	244	243
MEGA Don Quijote ^{*1}	139	140	140	140	140
MEGA Don Quijote UNY	52	59	60	60	60
Picasso etc. ^{*2}	27	32	32	32	32
GMS business ^{*3}	139	136	134	134	134
Domestic Total	583	604	604	610	609

Number of Overseas Stores

	FY2021	FY2022	FY2023		
			Q1	Q2	Q3
North America Business	65	65	65	65	65
California	37	37	37	37	37
Hawaii	28	28	28	28	28
Asia Business	19	30	31	33	38
Singapore	8	12	12	12	15
Hong Kong ^{*5}	7	9	9	10	10
Thailand ^{*6}	2	4	5	6	7
Taiwan	1	2	2	2	2
Malaysia	1	2	2	2	3
Macau	-	1	1	1	1
Overseas Total	84	95	96	98	103

Northpoint City
(Singapore)



Jurong Point
(Singapore)



Total ^{*4}	667	699	700	708	712
----------------------------	------------	------------	------------	------------	------------

*5. Peak Galleria in Hong Kong is counted as a store, which was renovated to Sen Sen Sushi in 2022, April.

*6. The store count for Thailand includes Sen Sen Sushi (J-PARK Sriracha and DONKI Mall Thonglor)

*1. "MEGA Don Quijote" includes NEWMEGA.

*2. "Picasso etc." includes Picasso, Essence, Kyoyasudo, Ekidonki, Soradonki, JonetzShokunin and Nagasakiya etc.

*3. "GMS Business" includes Apita/Piagio, U-STORE, PiagioPower, Power Super Piagioetc.

*4. As the fiscal year ends in March for overseas corporations except Gelson's (ends in June), the number of stores for each quarter is adjusted for the applicable fiscal year.

*7. "Discount store business" decreased due to the replacement of Don Quijote Fukuoka Airport South Store with Don Quijote Hakata Station South Store (opened in late April 2023, Q4).

IR inquiries

Pan Pacific International Holdings Corporation, IR Department
2-19-10 Aobadai, Meguro-ku, Tokyo, 153-0042
TEL: 03-5725-7588 FAX: 03-5725-7024
e-mail : ir@ppih.co.jp

IR Calendar

Announcement of Q4 results for the fiscal year ending June 2023
Date of announcement: August 16, 2023 (Wednesday)
Venue: TBD

Cautionary information regarding forward-looking statements

The purpose of these materials is solely to provide information to investors, and not for the solicitation of purchases and sales. The forward-looking statements set out in these materials are based on targets and forecasts, and do not provide any commitments or guarantees. While forward-looking statements are prepared based on various data that we consider to be reliable, we do not provide any guarantees on their accuracy or safety. These materials are presented based on the premise that they will be used at discretion and responsibility of the investor, regardless of the purposes that they use these materials for, and Pan Pacific International Holdings Corporation bears no responsibility in any circumstances.



2-19-10 Aobadai, Meguro-ku, Tokyo, 153-0042
TEL: 03-5725-7588 / FAX: 03-5725-7024 / e-mail: ir@ppih.co.jp
<https://ppih.co.jp/>