

Transition of Key Management Indicators

(Million yen) (Thousand USD)

	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2022
Income/Loss											
Net sales	¥ 387,605	¥ 417,285	¥ 458,140	¥ 512,958	¥ 572,060	¥ 608,131	¥ 642,273	¥ 716,900	¥ 811,581	¥ 948,094	\$ 7,099,706
Gross profit	201,656	218,337	243,543	278,274	314,778	331,421	354,364	411,791	425,897	478,106	3,580,247
Selling, general and administrative expenses	138,583	152,029	170,503	192,497	221,400	230,642	246,886	274,104	287,627	338,029	2,531,300
Operating income	63,073	66,307	73,039	85,776	93,378	100,779	107,478	137,687	138,270	140,076	1,048,946
Ordinary income	63,474	67,929	75,007	87,563	94,860	103,053	109,522	138,426	141,847	144,085	1,078,966
Net income attributable to owners of parent	38,425	41,450	46,969	59,999	64,219	68,180	71,395	92,114	96,724	95,129	712,367
Cash flow from operating activities	46,154	52,923	57,343	77,930	76,840	81,664	99,337	150,879	85,565	91,398	684,425
Cash flows from investing activities	(32,376)	(43,023)	(35,899)	(42,047)	(82,751)	(30,424)	(44,486)	(195,985)	(119,980)	(132,538)	(992,499)
Cash flows from financing activities	(10,540)	(6,654)	(9,943)	(6,414)	655	(11,340)	(13,862)	30,309	17,729	36,903	276,347
Cash and cash equivalents at the end of the year	21,179	25,713	36,794	66,035	60,923	100,053	140,791	125,487	127,076	125,115	936,916
Depreciation and amortization	8,850	8,921	9,398	10,406	11,357	12,311	14,575	16,024	20,407	22,272	166,784
Capital expenditure	30,083	45,033	26,605	42,828	64,172	32,237	26,191	22,323	101,454	117,328	878,598
Financial Position											
Total assets	321,703	404,793	414,541	487,814	550,507	619,286	683,247	930,884	983,840	1,133,771	8,490,125
Net assets	247,898	310,531	330,968	394,778	441,668	500,192	560,861	685,392	732,813	818,096	6,126,230
Equity	247,099	309,413	329,695	393,693	440,991	499,721	560,571	642,096	732,813	818,096	6,126,230
Key Management Indicators											
Gross profit to net sales ratio (%)	52.0	52.3	53.2	54.2	55.0	54.5	55.2	57.4	52.5	50.4	50.4
SG&A expenses to net sales ratio (%)	35.8	36.4	37.2	37.5	38.7	37.9	38.4	38.2	35.4	35.7	35.7
Operating income to net sales ratio (%)	16.3	15.9	15.9	16.7	16.3	16.6	16.7	19.2	17.0	14.8	14.8
Rate of return on equity (ROE) (%)	16.8	14.9	14.7	16.6	15.4	14.5	13.5	15.3	14.1	12.3	12.3
Equity ratio (%)	76.8	76.4	79.5	80.7	80.1	80.7	82.0	69.0	74.5	72.2	72.2
Ordinary income to total assets ratio (ROA) (%)	20.9	18.7	18.3	19.4	18.3	17.6	16.8	17.2	14.8	13.6	13.6
Payout ratio (consolidated) (%)	14.3	14.6	15.3	15.2	16.0	16.0	17.0	15.1	16.3	17.3	17.3
Price earnings ratio (PER)	13.3	20.2	19.4	22.7	30.7	23.1	26.1	25.7	19.1	18.9	18.9
Per Share Information											
Net income per share (EPS) (Yen, USD)	350.27	376.14	425.10	540.93	574.49	608.05	635.42	817.01	856.71	841.90	6.30
Net assets per share (BPS) (Yen, USD)	2,248.80	2,806.99	2,981.27	3,530.51	3,938.89	4,452.99	4,984.29	5,691.11	6,489.57	7,239.04	54.21
Dividend per share (Yen, USD)	50	55	65	82	92	97	108	123	140	146	1.09
Other Data											
Number of shares issued at the end of the year	57,221,748	114,443,496	114,443,496	114,443,496	114,443,496	114,443,496	114,443,496	114,443,496	114,443,496	114,443,496	114,443,496
Stock price at the end of the year (Yen, USD)	9,340	7,600	8,260	12,250	17,625	14,050	16,560	20,970	16,350	15,930	119.29
Total market value	534,451	869,771	945,303	1,401,933	2,017,067	1,607,931	1,895,184	2,399,880	1,871,151	1,823,084	13,651,976
Number of stores in Japan	312	346	383	428	467	505	545	651	708	773	773
Number of stores overseas	19	27	37	43	56	71	66	71	93	129	129
Net increase in number of stores	31	42	47	51	52	53	31	111	79	101	101
Total sales floor area (㎡)	1,478,205	1,568,596	1,678,835	1,806,666	1,928,461	2,037,213	2,099,997	2,726,935	2,828,992	2,961,391	2,961,391
Total number of employees	16,884	19,092	20,759	22,111	24,816	27,506	29,936	36,669	37,229	37,329	37,329

(Notes) 1. The Company conducted a two-for-one stock split of its common shares effective February 21, 2014. The above per share information is calculated under the assumption that the stock split was conducted at the beginning of FY2011.
2. Translation into US dollars has been made at the exchange rate of 1 USD to 133.54 yen.
3. The total number of employees includes the average number of temporary employees (calculated on the basis that one day is eight hours).
4. The fiscal year ending March 31, 2023 is 13 months and 11 days from February 21, 2022 to March 31, 2023 due to a change in the fiscal year-end.