

# DATABOOK

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(2023年2月21日～2023年8月20日)  
February 21, 2023 ~ August 20, 2023

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パレモ・ホールディングス株式会社  
PALEMO HOLDINGS CO.,LTD.  
<http://www.palemo.co.jp>

# 1. 連結決算概要及び見通し Financial summary and outlook for fiscal 2024 (consolidated)

(単位:千円/¥thousands)

|                                                                                     | 第38期第2四半期(2022/8) |               |                | 第38期(2023/2) |               |                | 第39期第2四半期(2023/8) |               |                | 第39期(2024/2) 見通し(plan) ※ |               |                |
|-------------------------------------------------------------------------------------|-------------------|---------------|----------------|--------------|---------------|----------------|-------------------|---------------|----------------|--------------------------|---------------|----------------|
|                                                                                     | 金額<br>amount      | 売上比%<br>sales | 増減率%<br>change | 金額<br>amount | 売上比%<br>sales | 増減率%<br>change | 金額<br>amount      | 売上比%<br>sales | 増減率%<br>change | 金額<br>amount             | 売上比%<br>sales | 増減率%<br>change |
| 売上高<br>Net sales                                                                    | 9,254,979         | 100.0         | 7.7            | 17,513,597   | 100.0         | ▲ 2.2          | 8,412,505         | 100.0         | ▲ 9.1          | 16,700,000               | 100.0         | ▲ 4.6          |
| 売上総利益<br>Gross profit                                                               | 4,919,973         | 53.2          | 6.5            | 9,141,414    | 52.2          | ▲ 2.3          | 4,402,727         | 52.3          | ▲ 10.5         | 8,650,000                | 51.8          | ▲ 5.4          |
| 販売費及び一般管理費<br>SG & A expenses                                                       | 4,497,145         | 48.6          | ▲ 8.8          | 8,614,396    | 49.2          | ▲ 14.4         | 3,948,602         | 46.9          | ▲ 12.2         | 8,000,000                | 47.9          | ▲ 7.1          |
| 営業利益<br>Operating income                                                            | 422,828           | 4.6           | –              | 527,017      | 3.0           | –              | 454,124           | 5.4           | 7.4            | 650,000                  | 3.9           | –              |
| 経常利益<br>Ordinary income                                                             | 486,114           | 5.3           | –              | 580,365      | 3.3           | –              | 437,413           | 5.2           | ▲ 10.0         | 620,000                  | 3.7           | –              |
| 親会社株主に帰属する当期(四半期)純利益<br>Profit attributable to owners of parent                     | 461,874           | 5.0           | –              | 562,003      | 3.2           | –              | 508,974           | 6.1           | 10.2           | 750,000                  | 4.5           | –              |
| 資本金<br>Capital stock                                                                | 100,000           |               | 0.0            | 100,000      |               | 0.0            | 100,000           |               | 0.0            | 100,000                  |               | 0.0            |
| 発行済株式総数(千株)<br>Number of shares issued(thousands)                                   | 12,051            |               | 0.0            | 12,051       |               | 0.0            | 12,051            |               | 0.0            | 12,051                   |               | 0.0            |
| 純資産<br>Net assets                                                                   | 1,145,432         |               | ▲ 12.1         | 1,245,509    |               | 197.6          | 1,739,876         |               | 51.9           | 1,981,000                |               | 59.1           |
| 総資産額<br>Total assets                                                                | 9,239,705         |               | ▲ 2.6          | 8,769,026    |               | ▲ 4.9          | 8,925,544         |               | ▲ 3.4          | 8,604,000                |               | ▲ 1.9          |
| 設備投資額(百万円)<br>Total capital expenditures (¥millions)                                | 106               |               | ▲ 28.9         | 193          |               | ▲ 49.1         | 140               |               | 32.1           | 330                      |               | 71.0           |
| 営業活動によるキャッシュ・フロー<br>Net cash provided by operating activities                       | ▲ 253,483         |               | –              | 207,256      |               | ▲ 230.7        | 415,354           |               | –              |                          |               |                |
| 投資活動によるキャッシュ・フロー<br>Net cash used in investing activities                           | 302,895           |               | 116.3          | 362,782      |               | 238.4          | ▲ 48,558          |               | –              |                          |               |                |
| 財務活動によるキャッシュ・フロー<br>Net cash provided by (used in) financing activities             | 265,026           |               | 100.9          | 264,961      |               | 111.2          | ▲ 584,677         |               | –              |                          |               |                |
| 現金及び現金同等物の期末残高<br>Cash and cash equivalents                                         | 2,524,159         |               | 61.9           | 3,044,721    |               | 37.8           | 2,826,840         |               | 12.0           |                          |               |                |
| 期末店舗数(店)<br>Number of stores at the end of fiscal year                              | 321               |               | ▲ 21.5         | 283          |               | ▲ 25.5         | 285               |               | ▲ 11.2         | 283                      |               | 0.0            |
| 期末店舗売場面積(m <sup>2</sup> )<br>Total sales floor space at the end of fiscal year      | 64,280            |               | ▲ 16.8         | 57,392       |               | ▲ 23.0         | 56,526            |               | ▲ 12.1         | 56,718                   |               | ▲ 1.2          |
| 期末従業員数(正社員)<br>Number of full-time employees at the end of fiscal year              | 142               |               | ▲ 7.8          | 135          |               | ▲ 12.3         | 132               |               | ▲ 7.0          | 131                      |               | ▲ 3.0          |
| 期末従業員数(嘱託・パートタイマー・アルバイト)<br>Number of part-time employees at the end of fiscal year | 1,201             |               | ▲ 17.5         | 1,067        |               | ▲ 24.2         | 1,058             |               | ▲ 11.9         | 1,058                    |               | ▲ 0.8          |

## 2. 品目別売上高状況(連結) Sales breakdown by goods category (consolidated)

(単位: 千円/¥thousands)

|                                          | 第38期第2四半期(2022/8) |               |                | 第38期(2023/2) |               |                | 第39期第2四半期(2023/8) |               |                |
|------------------------------------------|-------------------|---------------|----------------|--------------|---------------|----------------|-------------------|---------------|----------------|
|                                          | 金額<br>amount      | 構成比%<br>ratio | 増減率%<br>change | 金額<br>amount | 構成比%<br>ratio | 増減率%<br>change | 金額<br>amount      | 構成比%<br>ratio | 増減率%<br>change |
| セーター<br>Sweaters                         | 301,508           | 3.3           | 6.3            | 909,847      | 5.2           | ▲ 21.1         | 223,229           | 2.7           | ▲ 26.0         |
| カットソー<br>Cut & sew                       | 899,317           | 9.7           | ▲ 22.7         | 1,449,856    | 8.3           | ▲ 20.5         | 959,161           | 11.4          | 6.7            |
| ブラウス<br>Blouses                          | 626,189           | 6.8           | ▲ 20.7         | 948,042      | 5.4           | ▲ 14.5         | 659,219           | 7.8           | 5.3            |
| ジャケット・コート<br>Jackets, Outerwears         | 121,833           | 1.3           | ▲ 32.8         | 732,069      | 4.2           | ▲ 22.6         | 100,805           | 1.2           | ▲ 17.3         |
| スカート<br>Skirts                           | 469,429           | 5.1           | ▲ 4.2          | 873,867      | 5.0           | ▲ 16.8         | 395,999           | 4.7           | ▲ 15.6         |
| パンツ<br>Pants                             | 551,974           | 6.0           | ▲ 25.0         | 887,690      | 5.1           | ▲ 27.5         | 469,478           | 5.6           | ▲ 14.9         |
| アパレル雑貨<br>Apparel goods                  | 277,985           | 3.0           | ▲ 10.8         | 522,625      | 3.0           | ▲ 14.4         | 220,901           | 2.6           | ▲ 20.5         |
| ドレス他<br>Dresses the other                | 1,232,489         | 13.3          | 26.9           | 1,890,429    | 10.8          | 0.4            | 799,064           | 9.5           | ▲ 35.2         |
| アパレル合計<br>Apparel Total                  | 4,480,728         | 48.4          | ▲ 9.1          | 8,214,429    | 46.9          | ▲ 16.2         | 3,827,859         | 45.5          | ▲ 14.6         |
| 生活雑貨<br>Lifestyle goods                  | 4,291,360         | 46.4          | 36.8           | 8,374,022    | 47.8          | 19.2           | 4,178,215         | 49.7          | ▲ 2.6          |
| 服飾雑貨<br>Bags                             | 217,409           | 2.3           | ▲ 2.7          | 385,394      | 2.2           | ▲ 14.7         | 182,123           | 2.2           | ▲ 16.2         |
| 雑貨合計<br>Goods Total                      | 4,508,769         | 48.7          | 34.1           | 8,759,417    | 50.0          | 17.1           | 4,360,338         | 51.8          | ▲ 3.3          |
| 商品売上計<br>Sales of goods                  | 8,989,497         | 97.1          | 8.5            | 16,973,846   | 96.9          | ▲ 1.8          | 8,188,197         | 97.3          | ▲ 8.9          |
| FC収入等<br>Revenue, net of franchising fee | 265,482           | 2.9           | ▲ 14.1         | 539,751      | 3.1           | ▲ 14.0         | 224,307           | 2.7           | ▲ 15.5         |
| 合計<br>Total                              | 9,254,979         | 100.0         | 7.7            | 17,513,597   | 100.0         | ▲ 2.2          | 8,412,505         | 100.0         | ▲ 9.1          |

### 3. ブランド別出退店 店舗数内訳 Number of stores opened/closed by brand category

|                                            | (店舗/Stores)         |                     |                      |                    |                |
|--------------------------------------------|---------------------|---------------------|----------------------|--------------------|----------------|
|                                            | 出店<br>Stores opened | 退店<br>Stores closed | 変更<br>Stores changed | 純増<br>Net increase | 期末<br>Term end |
| ルディックパーク<br>Ludic Park                     | 0                   | 1                   | 0                    | ▲ 1                | 32             |
| リルデシュシュ<br>Lilou de chouchou               | 0                   | 0                   | 0                    | 0                  | 2              |
| デイズメリー<br>DAISY MERRY                      | 0                   | 0                   | 0                    | 0                  | 3              |
| リシェリエ<br>Richerie                          | 0                   | 1                   | 0                    | ▲ 1                | 14             |
| ドスチ<br>DOSCH                               | 0                   | 1                   | 0                    | ▲ 1                | 6              |
| ギャルフィット, スズタン他<br>GAL FIT , SUZUTAN Others | 0                   | 2                   | ▲ 1                  | ▲ 3                | 47             |
| 木糸土・ハレノヒ<br>mokushido,Harenohi             | 0                   | 0                   | 0                    | 0                  | 7              |
| ノエミー<br>NOEMIE                             | 0                   | 0                   | 0                    | 0                  | 1              |
| リジェイ, スプル<br>Re-J , SUPURE                 | 1                   | 0                   | 0                    | 1                  | 10             |
| アパレル合計<br>Apparel Total                    | 1                   | 5                   | ▲ 1                  | ▲ 5                | 122            |
| イルーシー300<br>illusie300                     | 9                   | 3                   | 1                    | 7                  | 151            |
| インセンス<br>INCENSE                           | 1                   | 0                   | 0                    | 1                  | 9              |
| シーベレット<br>Siebelet                         | 0                   | 0                   | 0                    | 0                  | 1              |
| 雑貨合計<br>Goods Total                        | 10                  | 3                   | 1                    | 8                  | 161            |
| 複合店(※)<br>Mixed stores                     | 0                   | 1                   | 0                    | ▲ 1                | 2              |
| 合計<br>Total                                | 11                  | 9                   | 0                    | 2                  | 285            |

※複合店とは、上記ブランドを複数合わせた店舗です。

#### 4. デベロッパー別売上高(連結) Sales and number of stores breakdown by developer (consolidated)

(単位: 千円/¥thousands)

|                                                  | 売上高<br>Net sales |               |                | 店舗数<br>Number of stores |                      |                |               |
|--------------------------------------------------|------------------|---------------|----------------|-------------------------|----------------------|----------------|---------------|
|                                                  | 金額<br>amount     | 構成比%<br>ratio | 前年比%<br>Y to Y | 今期出店<br>Store opened    | 今期退店<br>Store closed | 期末<br>Term end | 構成比%<br>ratio |
| イオングループ<br>AEON Co.,LTD.                         | 2,539,177        | 30.2          | 86.6           | 3                       | 5                    | 91             | 31.9          |
| ユニー<br>UNY Co.,LTD.                              | 831,531          | 9.9           | 91.6           | 1                       | 1                    | 35             | 12.3          |
| 7&iグループ<br>Seven & i Holdings Co.,Ltd            | 527,893          | 6.3           | 88.5           | 0                       | 0                    | 18             | 6.3           |
| イズミ<br>IZUMI Co.,LTD.                            | 207,120          | 2.5           | 85.8           | 0                       | 0                    | 8              | 2.8           |
| 三菱地所<br>Mitsubishi Estate Co.,LTD.               | 175,807          | 2.1           | 100.5          | 0                       | 1                    | 6              | 2.1           |
| フジ<br>FUJI Co.,LTD.                              | 144,004          | 1.7           | 82.3           | 0                       | 0                    | 6              | 2.1           |
| 三井不動産<br>Mitsui Fudosan Co.,LTD.                 | 136,014          | 1.6           | 61.6           | 0                       | 0                    | 5              | 1.8           |
| サンエー<br>SAN-A Co.,LTD.                           | 112,174          | 1.3           | 85.2           | 1                       | 0                    | 5              | 1.8           |
| サンライフ<br>SUNLIVE Co.,LTD.                        | 98,417           | 1.2           | 82.5           | 0                       | 0                    | 5              | 1.8           |
| 日本商業施設<br>Japan Commercial Establishment Co.,Ltd | 73,411           | 0.9           | 56.9           | 0                       | 0                    | 3              | 1.1           |
| その他デベロッパー<br>Others developer                    | 3,342,645        | 39.7          | 99.4           | 6                       | 2                    | 103            | 36.1          |
| FC収入等<br>Revenue, net of franchising fee         | 224,307          | 2.7           | 84.5           | —                       | —                    | —              | —             |
| 総計<br>Total                                      | 8,412,505        | 100.0         | 90.9           | 11                      | 9                    | 285            | 100.0         |

**5. 売上高・客数・客単価前年比推移 Sales,number of customers and ave.spending per customer (Compared with same month of previous year)**

|                        |                              | 3月度<br>Mar | 4月度<br>Apr | 5月度<br>May | 第1四半期<br>1st quarter | 6月度<br>Jun | 7月度<br>Jul | 8月度<br>Aug | 第2四半期<br>2nd quarter | 上半期<br>1st half |
|------------------------|------------------------------|------------|------------|------------|----------------------|------------|------------|------------|----------------------|-----------------|
| 全社<br>Total            | 売上高<br>Sales                 | 89.4       | 84.6       | 87.4       | 87.0                 | 85.4       | 93.4       | 107.3      | 95.2                 | 91.1            |
|                        | 客数<br>Number of customers    | 95.5       | 83.6       | 84.2       | 87.4                 | 83.8       | 87.8       | 102.3      | 91.2                 | 89.4            |
|                        | 客単価<br>spending per customer | 93.6       | 101.1      | 103.8      | 99.5                 | 101.9      | 106.4      | 104.9      | 104.4                | 101.9           |
| 既存店<br>Existing stores | 売上高<br>Sales                 | 106.1      | 97.4       | 97.3       | 99.8                 | 93.6       | 100.1      | 112.4      | 102.0                | 100.9           |
|                        | 客数<br>Number of customers    | 97.0       | 84.9       | 83.0       | 87.7                 | 83.6       | 86.9       | 99.9       | 90.1                 | 88.9            |
|                        | 客単価<br>spending per customer | 109.4      | 114.7      | 117.3      | 113.8                | 111.9      | 115.2      | 112.5      | 113.2                | 113.5           |

**6. 販売費及び一般管理費明細(連結) SG&A expenses (consolidated)**

(単位:千円/¥thousands)

|                                       | 第38期第2四半期(2022/8) |               |                | 第38期(2023/2) |               |                | 第39期第2四半期(2023/8) |               |                |
|---------------------------------------|-------------------|---------------|----------------|--------------|---------------|----------------|-------------------|---------------|----------------|
|                                       | 金額<br>amount      | 売上比%<br>sales | 増減率%<br>change | 金額<br>amount | 売上比%<br>sales | 増減率%<br>change | 金額<br>amount      | 売上比%<br>sales | 増減率%<br>change |
| 人件費<br>Personal expenses              | 2,155,005         | 23.3          | ▲ 13.9         | 4,108,811    | 23.5          | ▲ 17.4         | 1,884,567         | 22.4          | ▲ 12.5         |
| 地代家賃(含むリース料)<br>Rent                  | 1,297,393         | 14.0          | ▲ 7.9          | 2,471,620    | 14.1          | ▲ 14.4         | 1,101,839         | 13.1          | ▲ 15.1         |
| 減価償却費<br>Depreciation and mortization | 108,889           | 1.2           | ▲ 11.6         | 220,033      | 1.3           | ▲ 16.4         | 114,118           | 1.4           | 4.8            |
| その他<br>Others                         | 935,858           | 10.1          | 4.6            | 1,813,932    | 10.4          | ▲ 6.4          | 848,078           | 10.1          | ▲ 9.4          |
| 合計<br>Total                           | 4,497,145         | 48.6          | ▲ 8.8          | 8,614,396    | 49.2          | ▲ 14.4         | 3,948,602         | 46.9          | ▲ 12.2         |