For the Fiscal Year Ending January 2025

Financial Results Briefing

JEH
JAPAN EYEWEAR HOLDINGS

March 2025

Japan Eyewear Holdings Co., Ltd.
Securities code : 5889

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01

Overview of FY2025 Results

Executive Summary

Store sales continued to perform well, as it did in the first nine months, with revenue for the twelve-month period increasing 23.2% YoY to 16.6 billion yen. Although growth rate is gradually slowing as the hurdles of the previous year become higher toward the end of the year, the growth rate still remains high.
Backed by strong sales, the operating profit margin also maintained a high level at 32.0%. This resulted in operating profit for the twelve-month period increasing 44.0% YoY to 5.3 billion yen.
And due to a result of recording an additional 534 million yen in deferred tax assets for the fiscal year ended January 2025 after careful consideration of the recoverability of deferred tax assets while taking into account the non-consolidated earnings, which led to the increase in profit by the same amount.

Consolidated

(IFRS)

Revenue

JPY16.6bn

VS.FY2024/1 123.2%

Gross Margin(% of sales)

78.9 %

VS.FY2024/1 +1.4 pt

SG&A

JPY7.8 bn (vs. sales 47.0%)

VS.FY2024/1 117.0%

Operating Profit

JPY5.3 bn (vs. sales 32.0%)

VS.FY2024/1 144.0%

Net Income

JPY3.9 bn (vs. sales 24.0%)

VS.FY2024/1 169.1%

Adjusted EBITDA

JPY7.0 bn (vs. sales 42.3%)

VS.FY2024/1 132.4%

Non-consolidated

Kaneko Optical Same Store Sales (YoY)

12 months	**116.2 %**
Q4 (3 months)	**113.8 %**

Four Nines Same Store Sales (YoY)

12 months	**116.1 %**
Q4 (3 months)	**116.1 %**

Consolidated P/L (12months)

(million yen)

(IFRS)

	FY2024/1	FY2025/1	Variance	% YoY
Revenue	13,528	16,666	3,137	123.2%
COGs	3,042	3,520	477	115.7%
Gross Margin	10,485	13,145	2,659	125.4%
SG&A	6,689	7,825	1,135	117.0%
Other Income/Other Expense	(96)	7	104	(8.2%)
Operating Profit	3,700	5,328	1,628	144.0%
EBITDA	5,181	7,003	1,822	135.2%
Adjusted EBITDA	5,317	7,042	1,724	132.4%
Financing Costs	(404)	(416)	(11)	102.8%
Income before income taxes	3,295	4,912	1,616	149.1%
Income Taxes	932	917	(15)	98.4%
Net Profit	2,362	3,994	1,631	169.1%
Adjusted Net Profit	2,456	3,500	1,043	142.5%
Gross margin (% of sales)	77.5%	78.9%		
OP margin	27.4%	32.0%		
EBITDA margin	38.3%	42.0%		

Notes:
1. EBITDA = Operating profit + Depreciation + Amortization of identifiable assets
2. Adjusted EBITDA = EBITDA + IPO related cots (Note 3) + M&A related costs (Note 4)
3. One-time costs for IPO preparation, advisory fee for IFRS introduction, consultation fees, etc.
4. M&A related costs for the acquisition of Taiho in FY2025/1
5. Adjusted net profit for FY2025/1 figure in the one-off tax effect accounting impact

Consolidated P/L (vs. Revised Plan)

(million yen)

(IFRS)	Revised Plan	FY2025/1	Variance	FY2025/ actual vs. Revised
Revenue	16,500	16,666	166	101.0%
COGs	3,500	3,520	20	100.6%
Gross Margin	13,000	13,145	145	101.1%
SG&A	7,680	7,825	145	101.9%
Other Income/Other Expense	10	7	(2)	78.6%
Operating Profit	5,330	5,328	(1)	100.0%
EBITDA	6,980	7,003	23	100.3%
Adjusted EBITDA	7,015	7,042	27	100.4%
Financing Costs	(420)	(416)	3	99.1%
Income before income taxes	4,910	4,912	2	100.0%
Income Taxes	1,560	917	(642)	58.8%
Net Profit	3,350	3,994	644	119.2%
Adjusted Net Profit	3,374	3,500	126	103.7%
Gross margin (% of sales)	78.8%	78.9%		
OP margin	32.3%	32.0%		
EBITDA margin	42.3%	42.0%		

Notes:
1. EBITDA = Operating profit + Depreciation + Amortization of identifiable assets
2. Adjusted EBITDA = EBITDA + IPO related cots (Note 3) + M&A related costs (Note 4)
3. One-time costs for IPO preparation, advisory fee for IFRS introduction, consultation fees, etc.
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Revenue by Channel (12months)

(IFRS)

(million yen)

鯖江 手造
金子眼鏡
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Kaneko Optical

	FY2024	FY2025	Variance	% YoY
Store sales	7,826	9,902	2,075	126.5%
Wholesale sales (Domestic)	248	291	42	117.3%
Wholesale sales (Overseas)	522	587	65	112.5%
Others	26	12	(13)	47.4%
Sub-total	8,623	10,793	2,170	125.2%

9999

Four Nines

	FY2024	FY2025	Variance	% YoY
Store sales	2,405	3,083	678	128.2%
Wholesale sales (Domestic)	1,736	1,776	40	102.3%
Wholesale sales (Overseas)	761	936	175	123.0%
Others	3	76	73	2,398.0%
Sub-total	4,905	5,872	967	119.7%
Total	13,528	16,666	3,137	123.2%

Consolidated SG&A (12months)

(IFRS)

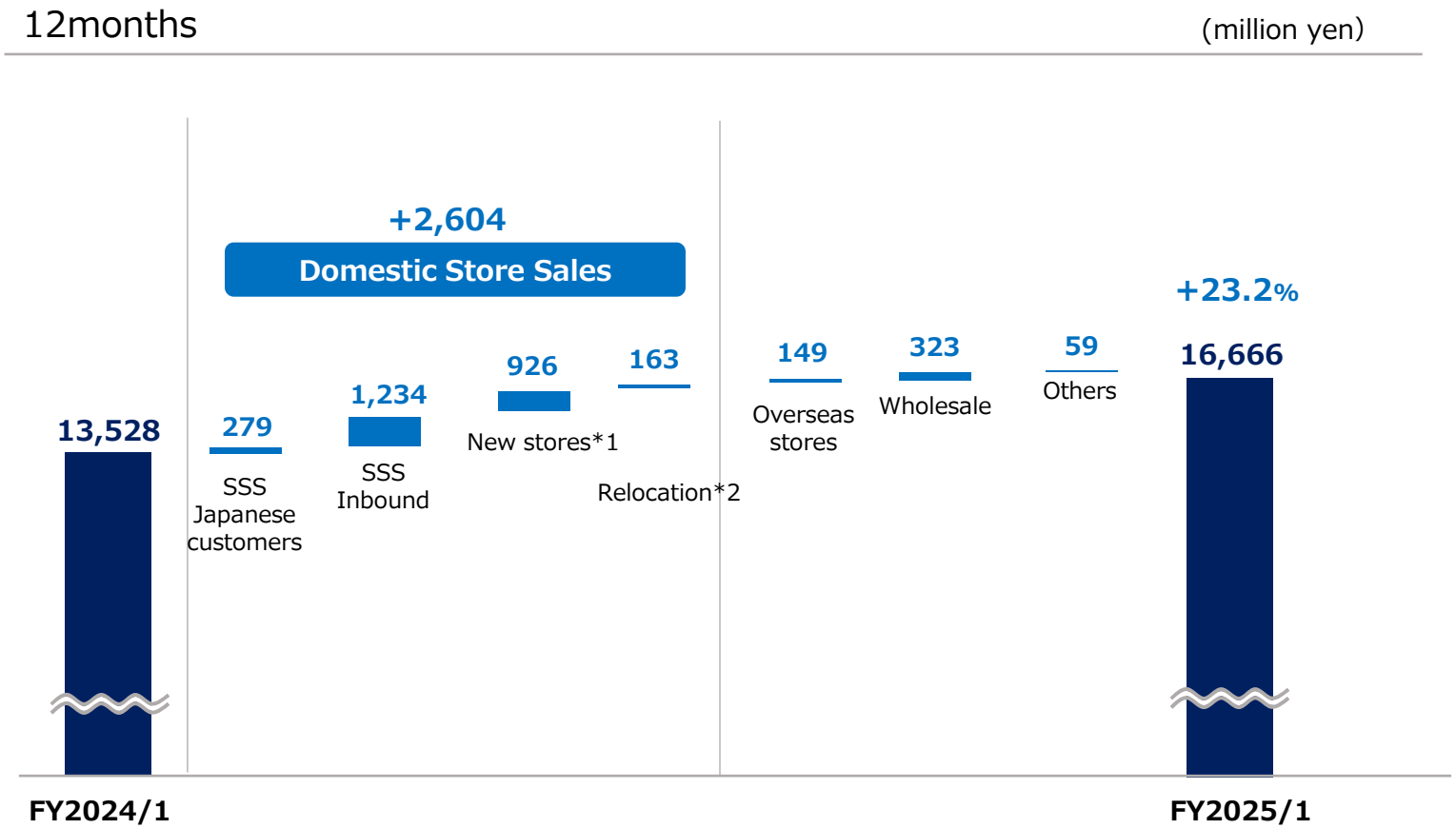
(million yen)

	FY2024	FY2025	Variance	% YoY
SG&A	6,689	7,825	1,135	117.0%
vs. Sales	49.4%	47.0%	- 2.5Pt	-
Personnel expenses	2,717	2,965	247	109.1%
vs. Sales	20.1%	17.8%	- 2.3Pt	-
Depreciation*	1,433	1,622	189	113.2%
vs. Sales	10.6%	9.7%	- 0.9Pt	-
Rent expenses	717	931	213	129.8%
vs. Sales	5.3%	5.6%	0.3Pt	-
Commission fee	368	471	102	127.9%
vs. Sales	2.7%	2.8%	0.1Pt	-
Sales promotion expenses	374	459	85	122.7%
vs. Sales	2.8%	2.8%	- 0.0Pt	-
Sales agency expenses	184	290	105	157.2%
vs. Sales	1.4%	1.7%	0.4Pt	-
Advertising expenses	56	65	8	115.0%
vs. Sales	0.4%	0.4%	- 0.0Pt	-
Other expenses	836	1,019	182	121.8%
vs. Sales	6.2%	6.1%	- 0.1Pt	-

*Depreciation includes depreciation of right-of-use assets related to store leases. (FY2024: ¥1,212 million, FY2025: ¥1,359 million)

Revenue FY2024 vs. FY2025

(IFRS)



Notes
1. Effect of FY2024 new stores, FY2025 new stores
2. Effect of FY2024 relocation, FY2025 relocations

Consolidated P/L (Q4 (3months))

(IFRS)

(million yen)

	FY2024 Q4 (Nov. - Jan.)	FY2025 Q4 (Nov. - Jan.)	Variance	% YoY
Revenue	3,839	4,570	731	119.0%
COGs	851	970	118	114.0%
Gross Margin	2,987	3,600	612	120.5%
SG&A	1,872	2,194	322	117.2%
Other Income/Other Expense	(95)	(1)	94	1.1%
Operating Profit	1,019	1,404	384	137.7%
EBITDA	1,411	1,849	437	131.0%
Adjusted EBITDA	1,459	1,853	393	127.0%
Financing Costs	(90)	(72)	17	80.1%
Income before income taxes	929	1,332	402	143.3%
Income Taxes	113	(238)	(351)	-210.5%
Net Profit	816	1,570	754	192.4%
Adjusted Net Profit	852	1,053	200	123.5%
Gross margin (% of sales)	77.8%	78.8%		
OP margin	26.6%	30.7%		
EBITDA margin	36.8%	40.5%		

Notes:
1. EBITDA = Operating profit + Depreciation + Amortization of identifiable assets
2. Adjusted EBITDA = EBITDA + IPO related cots (Note 3) + M&A related costs (Note 4)
3. One-time costs for IPO preparation, advisory fee for IFRS introduction, consultation fees, etc.
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5. Adjusted net profit for FY2025/1 figure in the one-off tax effect accounting impact

Revenue by Channel (Q4 (3months))

(IFRS)

(million yen)

Kaneko Optical

	FY2024 Q4 (Nov. - Jan.)	FY2025 Q4 (Nov. - Jan.)	Variance	% YoY
Store sales	2,225	2,690	465	120.9%
Wholesale sales (Domestic)	45	52	6	114.8%
Wholesale sales (Overseas)	156	144	(12)	92.2%
Others	6	2	(3)	39.7%
Sub-total	2,434	2,890	455	118.7%

Four Nines

	FY2024 Q4 (Nov. - Jan.)	FY2025 Q4 (Nov. - Jan.)	Variance	% YoY
Store sales	662	812	149	122.6%
Wholesale sales (Domestic)	593	604	10	101.8%
Wholesale sales (Overseas)	146	240	93	163.9%
Others	1	22	21	1,475.0%
Sub-total	1,404	1,679	275	119.6%
Total	3,839	4,570	731	119.0%

Consolidated SG&A (Q4 (3months))

(IFRS)

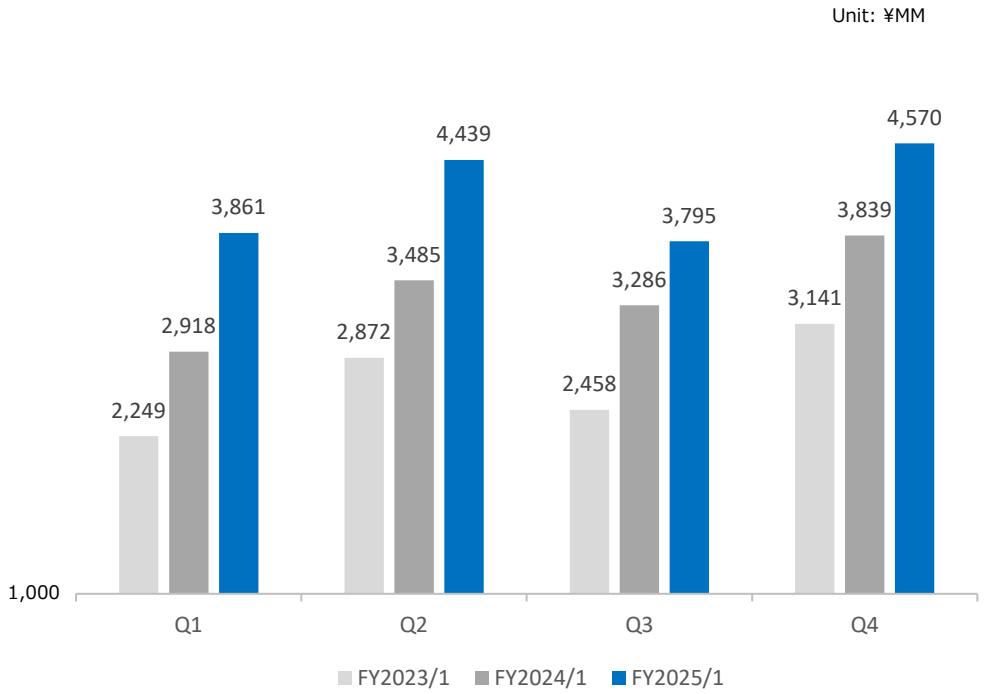
(million yen)

	FY2024 Q4 (Nov. - Jan.)	FY2025 Q4 (Nov. - Jan.)	Variance	% YoY
SG&A	1,872	2,194	322	117.2%
vs. Sales	48.8%	48.0%	- 0.8Pt	-
Personnel expenses	730	785	55	107.6%
vs. Sales	19.0%	17.2%	- 1.8Pt	-
Depreciation*	379	431	51	113.7%
vs. Sales	9.9%	9.4%	- 0.4Pt	-
Rent expenses	197	254	56	128.8%
vs. Sales	5.1%	5.6%	0.4Pt	-
Commission fee	103	118	15	114.7%
vs. Sales	2.7%	2.6%	- 0.1Pt	-
Sales promotion expenses	115	148	33	128.9%
vs. Sales	3.0%	3.3%	0.2Pt	-
Sales agency expenses	59	80	21	135.7%
vs. Sales	1.6%	1.8%	0.2Pt	-
Advertising expenses	19	17	(2)	88.1%
vs. Sales	0.5%	0.4%	- 0.1Pt	-
Other expenses	267	358	90	133.9%
vs. Sales	7.0%	7.8%	0.9Pt	-

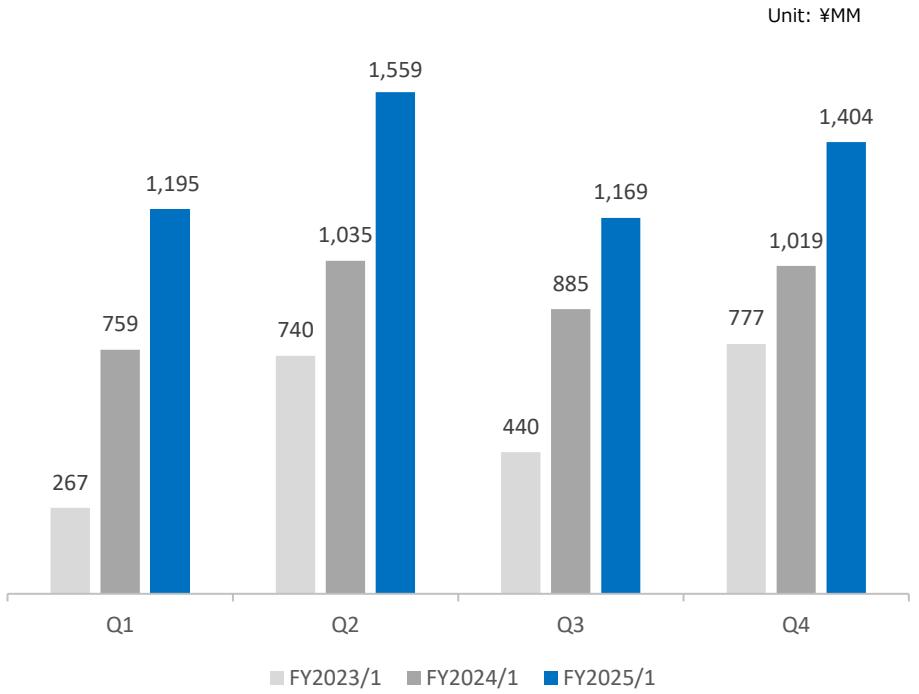
*Depreciation includes depreciation of right-of-use assets related to store leases. (FY2024 Q4: ¥324 million, FY2025 Q4: ¥351 million)

Quarterly Trends

Revenue



Operating Profit



Consolidated B/S

(IFRS)

(million yen)

	As of Jan. 31, 2024	As of Jan. 31, 2025	Variance	Change from the end of FY2024
Total Assets	34,766	38,833	4,067	111.7%
Composition ratio	100.0%	100.0%		
Current Assets	7,240	7,436	196	102.7%
Composition ratio	20.8%	19.1%		
Non-current Assets	27,526	31,396	3,870	114.1%
Composition ratio	79.2%	80.8%		
Current Liabilities	4,293	5,220	927	121.6%
Composition ratio	12.3%	13.4%		
Non-current Liabilities	17,202	17,191	(11)	99.9%
Composition ratio	49.5%	44.3%		
Total Equity	13,270	16,421	3,150	123.7%
Composition ratio	38.2%	42.3%		
Balance of Bank Loans	13,850	12,900	(950)	93.1%
Inventories	1,497	1,871	374	125.0%

Consolidated CF

(IFRS)

(million yen)

	FY2024	FY2025	Details	
Operating Cash Flow(sub-total)	4,838	6,727		
Operating Cash Flow	3,446	5,258	Profit before tax	+4,912
			Depreciation	+1,675
			Decrease (Increase) in inventories	(304)
			Income taxes paid	(1,206)
Investing Cash Flow	(904)	(2,406)	Purchase of property, plant and equipment	(2,179)
			Purchase of shares of subsidiaries	(146)
Financing Cash Flow	(388)	(3,379)	Dividends paid to shareholders	(981)
			Repayments of long-term borrowings	(1,036)
			Repayments of lease liabilities	(1,346)
			Refinancing cost paid	(100)
Cash and Cash equivalents at end of period	4,426	3,931		

Stores Opened / Closed

Results for Feb.-Jan. 2025 New Opening* **12** Closed / Relocation **5** # of stores as of Jan.31, 2025 **105**

Full-year plan New Opening* **11** Closed / Relocation **5** # of stores as of Jan.31, 2025 **104**

		Results for Feb.-Jan. 2025			Full-year plan		
	# of stores as of Jan. 31, 2024	New Opening	Closed / Relocation	# of stores as of Jan. 31, 2025	New Opening	Closed / Relocation	# of stores as of Jan. 31, 2025
Kaneko Optical	80	8	5	83	7	5	82
KANEKO FRANCE SARL	2	-	-	2	-	-	2
Kaneko Shanghai	1	2	-	3	2	-	3
JEH Hong Kong		1		1	1	-	1
Four Nines	14	1	-	15	1	-	15
FOUR NINES SINGAPORE PTE.LTD.	1	-	-	1	-	-	1
Total	98	12	5	105	11	5	104

Note:
*Including openings of existing stores relocated to favorable neighborhood locations.

Stores Opened / Closed (details)

Company	Month	New / Close	Store Name
Kaneko Optical	Feb.	New	KANEKO GANKYO-TEN, Narita Airport
	Feb.	Close (relocation)	KANEKO OPTICAL, Hirakata T-site
	Feb.	Close (relocation)	KANEKO GANKYO-TEN, Abeno Harukas
	Mar.	Close (relocation)	KANEKO GANKYO-TEN, Nagoya
	Mar.	New	KANEKO GANKYO-TEN, Lumine Omiya
	Mar.	New (relocation)	KANEKO GANKYO-TEN, Tennoji Mio
	Mar.	New	KANEKO GANKYO-TEN CoCoLo Niigata
	Apr.	New (relocation)	KANEKO GANKYO-TEN, Chunichi Bldg.
	Sep.	New (relocation)	KANEKO GANKYO-TEN, Hirakata Mall
	Sep.	New	KANEKO GANKYO-TEN, Emi Terrace Tokorozawa
	Jan.	New	KANEKO GANKYO, Tosu PREMIUM OUTLTS
	Jan.	Close	KANEKO OPTICAL MARK IS Fukuoka-momochi
	Jan.	Close	KANEKO OPTICAL Aeon Mall Musashi murayama
Four Nines	Apr.	New	999.9, Narita Airport
Kaneko Shanghai	Apr.	New	KANEKO GANKYO-TEN, Sinan Mansions
	Aug.	New	KANEKO GANKYO-TEN, ROCKBUND
JEH Hong Kong	Nov.	New	KANEKO GANKYO-TEN, Pedder Arcade

FY2025 Initiatives

9 new stores in Japan

Opened 9 new stores in Japan
(including 3 relocations)

3 new stores in Asia

In China:
2nd store in Apr.
3rd store in Aug.

In Hong Kong:
1st store in Nov.

Sales to inbound tourists ¥3.4 bn

Achieved ¥3.4 bn in sales to inbound tourists
via recovery of inbound demand

Further price increase

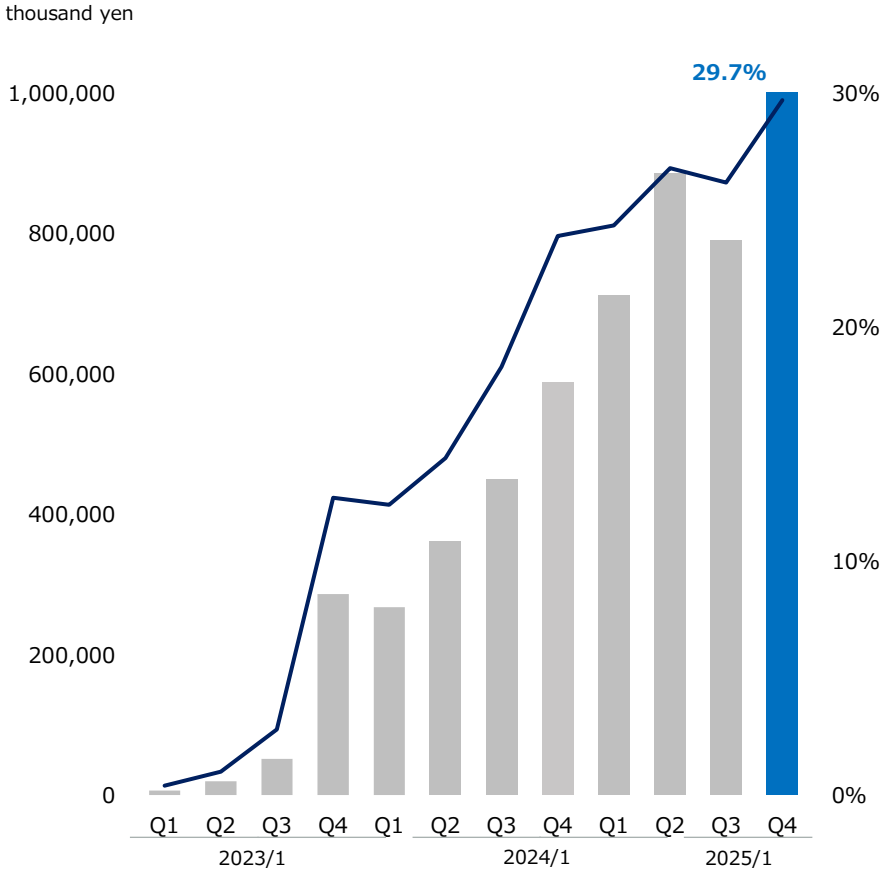
Conducted price increases for both brands

May 2024: Made Taiho Co., Ltd., a Sabae-based eyewear manufacturer, a subsidiary
July 2024: Reduced interest burden by refinancing bank loans

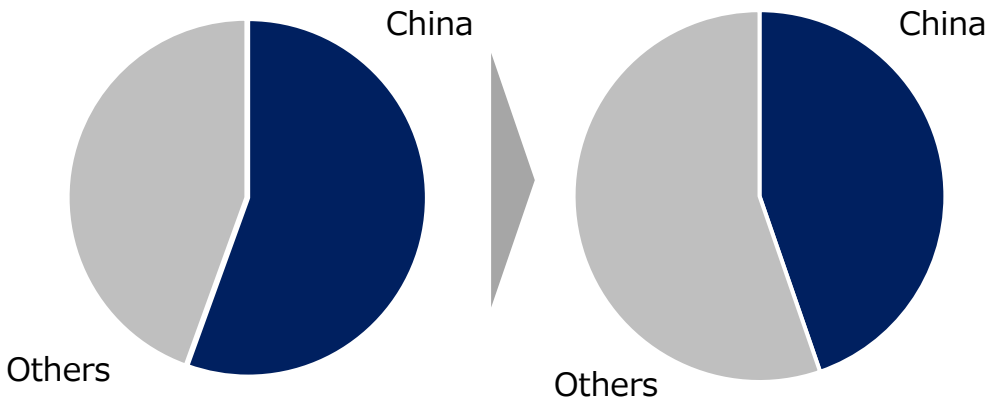
Capture of Inbound Demand from Increase in Foreign Visitors

Sales to inbound tourists has remained strong.
With the full recovery of inbound tourists from China, sales are expected to further increase

JEH Sales to Inbound Tourists(1)



JEH Sales to Inbound Tourists



Note:
1. Sales from inbound tourists in directly managed stores (excl. sales via wholesalers)

Further Increase in Unit Price, Driven By Branding as a Luxury Eyewear Company Created in Japan

Owning 2 brands with high presence in the domestic eyewear market allows further expansion of the brands as a group, via product offering of luxury eyewear products across various categories. As a result, JEH has been realizing growth at existing stores through continuous increase in unit price

Consistent Increase in Unit Price (1)

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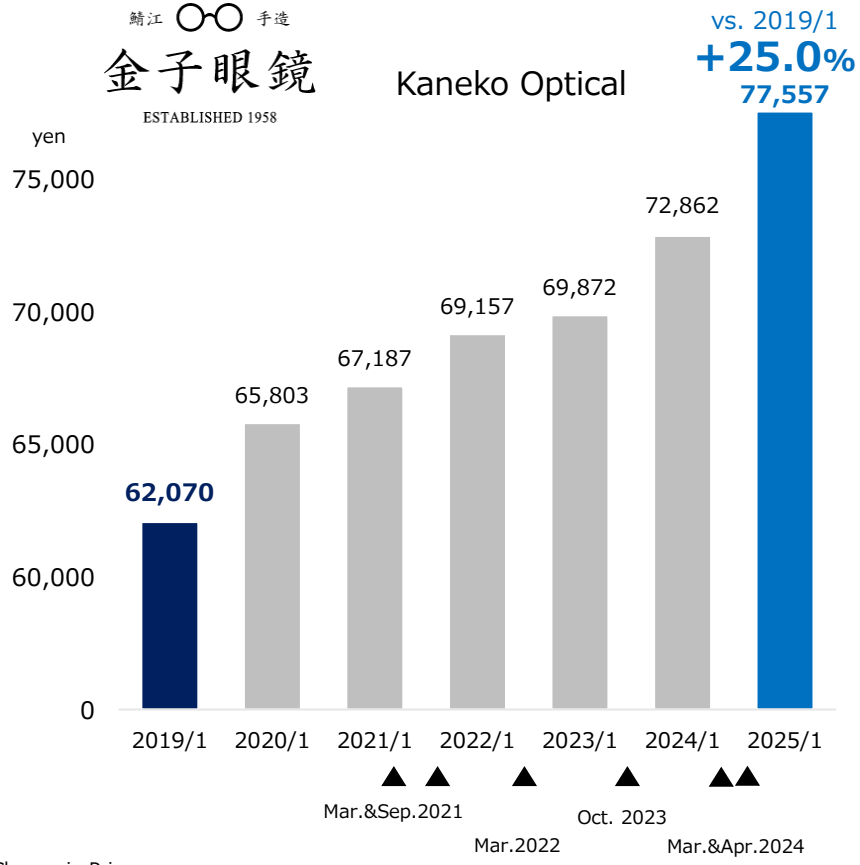
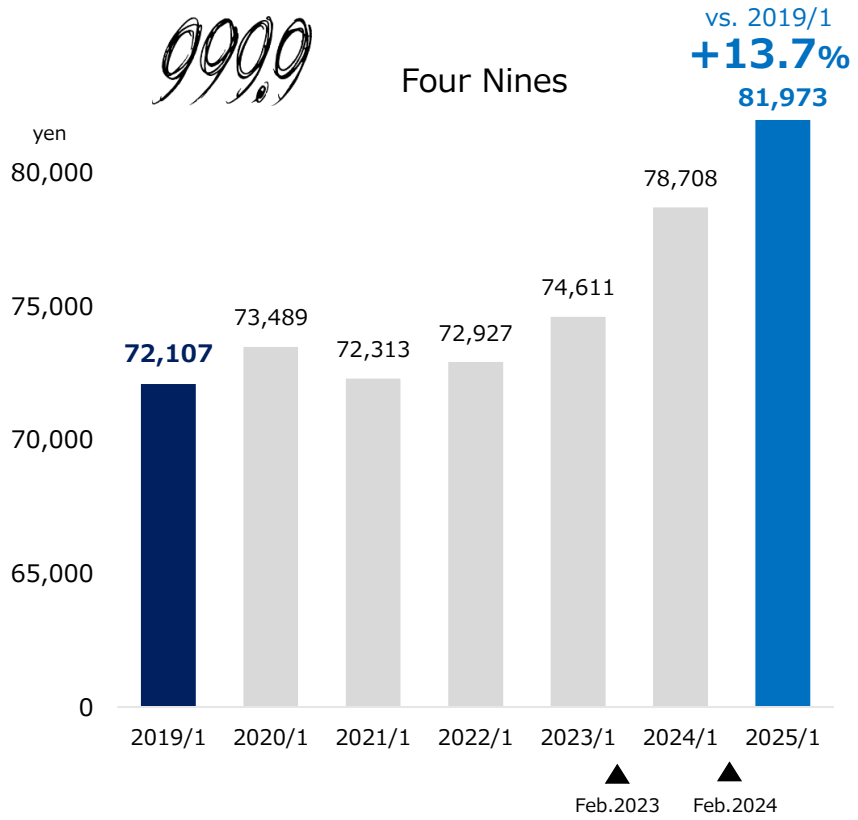
Kaneko Optical



▲ Change in Price

999.9

Four Nines



▲ Change in Price

Note:
1. Unit price refers to aggregated price of eyewear frames and lenses. Aggregated every fiscal year, from February 1st to January 31st

New Stores

March 2024 Kaneko, Tennoji MIO



March 2024 Kaneko, LUMINE Omiya



April 2024 999.9, Narita Airport



April 2024 Kaneko, Chunichi Bldg.



September 2024 Kaneko, Hirakata mall



January 2025 Kaneko,
Tosu Premium Outlet store



02

Overview of FY2026/1 Plan

FY2026/1 Initiatives

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999.9

1. **More than 5 new stores in Japan**
2. **More than 3 new store opening in Greater China**
3. **Overseas Customers Rate over Revenue 35%**
   Inbound sales : ¥4.3Bn
4. **Further price increase for both KANEKO and 999.9**
5. **Continuing strict cost control.**

Guidance

(unit: ¥MM)

(IFRS)

	FY2025/1	FY2026/1 Plan	Variance	FY2025/ actual vs. FY2026/1 plan
Revenue	16,666	19,050	2,383	114.3%
COGs	3,520	4,000	479	113.6%
Gross Margin	13,145	15,050	1,904	114.5%
SG&A	7,825	8,860	1,034	113.2%
Other Income/Other Expense	7	10	2	127.2%
Operating Profit	5,328	6,200	871	116.4%
EBITDA	7,003	8,000	996	114.2%
Adjusted EBITDA	7,042	8,089	1,047	114.9%
Financing Costs	▲ 416	▲ 300	116	72.1%
Income before income taxes	4,912	5,900	987	120.1%
Income Taxes	917	1,900	982	207.0%
Net Profit	3,994	4,000	5	100.1%
Adjusted Net Profit	3,500	4,062	561	116.0%
Gross margin (% of sales)	78.9%	79.0%		
OP margin	32.0%	32.5%		
EBITDA margin	42.0%	42.0%		

Notes:
1. EBITDA = Operating profit + Depreciation + Amortization of identifiable assets
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4. M&A related costs for the acquisition of Taiho in FY2025/1
5. Adjusted net profit for FY2025/1 figure in the one-off tax effect accounting impact

Capital Allocation

Return to shareholders, loan repayment and growth investment will be implemented with an appropriate balance using ample cash generated as the source of funds.

Generation of Ample Operating Cash Flow

- **Active return to shareholders**
- **Loan repayment**
- **Investment in stores in Japan and abroad**
- **Investment in strengthening manufacturing capabilities**

Dividend Policy

Adopting a basic policy of maintaining stable dividend payouts while securing internal reserves necessary for future business expansion and strengthening the management structure, the policy is to pay out dividends at an annual payout ratio target of 40%.

FY2025/1

Annual dividend per share: Plan of ¥56 revised to **¥66**

Year-end dividend per share: Plan of ¥34 revised to **¥44**

Interim dividend per share: ¥22 (as initially planned)

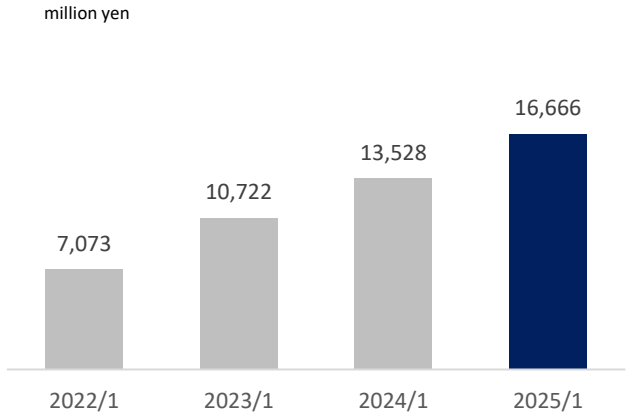
FY2026/1 Plan

Annual dividend per share: **¥84**

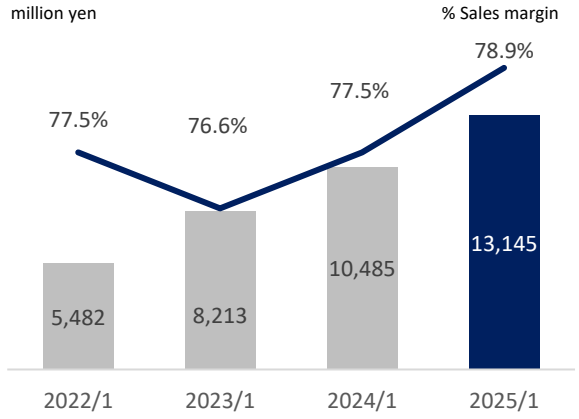
Appendix

Key Financials

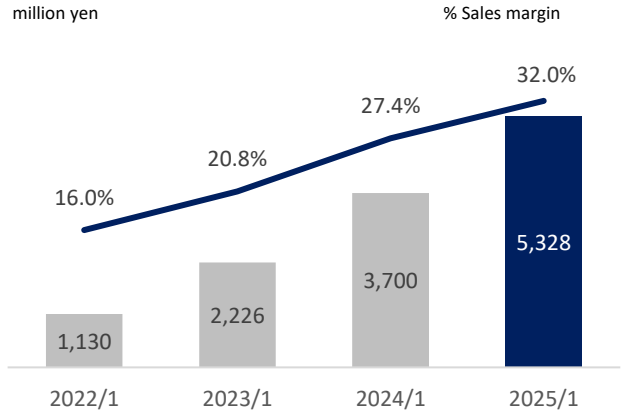
Revenue



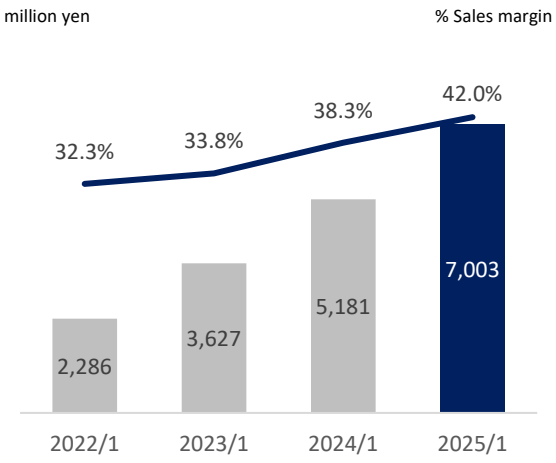
Gross Profit



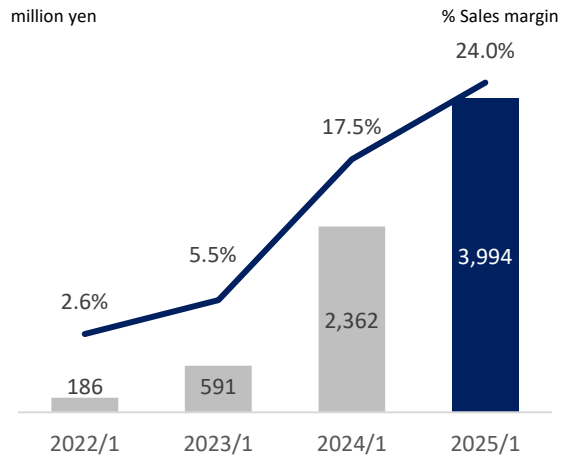
Operating Profit



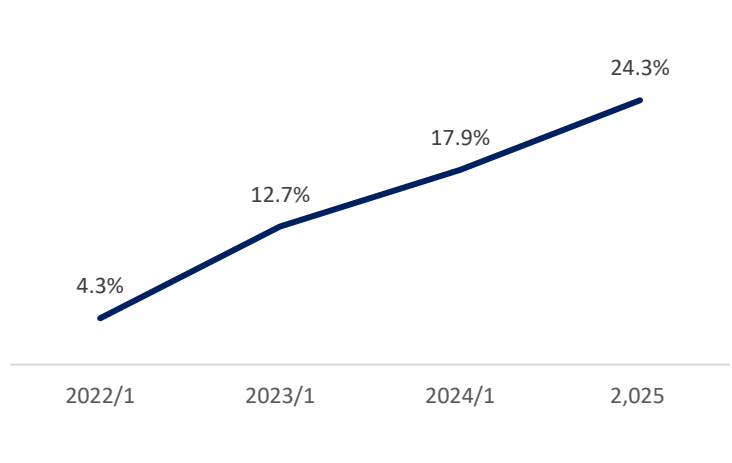
EBITDA (2)



Net Profit



ROE (3)



Notes:
1. Based on IFRS
2. EBITDA = Operating profit + Depreciation + Amortization of identifiable assets
3. ROE = Net profit / (Common stock + Capital surplus + Retained earnings) (as of fiscal year end)

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