

McDonald's Holdings Company (Japan), Ltd.


2023 Q1 Earnings Release



Shuko Yoshida



**Board of Director, Vice President,
Chief Financial Officer
McDonald's Company (Japan), Ltd.**



Highlights of 1Q 2023 Results

Business is performing generally in line with expectations

All Store Sales

188.2 bil yen
+9.5% vs. 2022 Q1

Same-store Sales

+8.0% vs. 2022 Q1
Consecutive growth for
30 quarters

Operating income

8.3 bil yen
-1.2 bil yen vs. 2022 Q1

of restaurant

2,960 restaurants
-7 vs. End of 2022

Medium-Term Plan 2022-2024

3 pillars of our future growth

Brand

Further strengthen
brand
trust & affinity



ドナルド・マクドナルド・ハウス・
チャリティーズ・ジャパン



Menu/Value

Serve wider customer
base and occasions



えだまめコーン



ヨーグルト



サイドサラダ



Restaurant· Digital·People

Customer experiences
that meet and exceed
expectations



Sustainable growth

2023 Q1 Financial Results

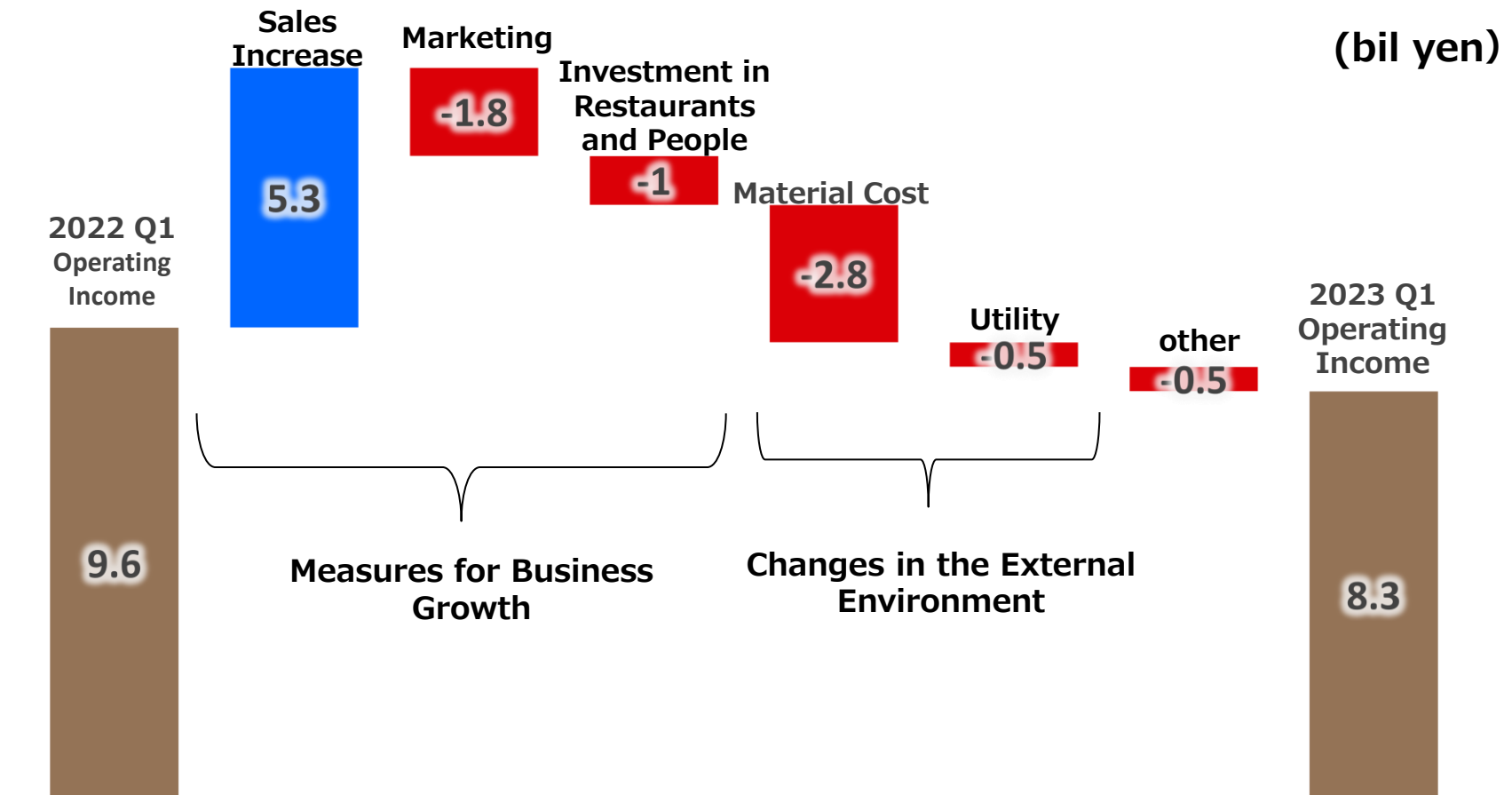
(bil yen)

	2022 Q1 Actual	2023 Q1 Actual	vs. 2022 Q1
All store Sales	171.8	188.2	+16.4 +9.5%
Same store Sales (PY%)	+9.4%	+8.0%	-
Revenue	84.2	92.0	+7.7 +9.2%
Operating Income	9.6	8.3	-1.2 -13.1%
Operating Income Ratio	11.4%	9.1%	-2.3pp
Ordinary Income	9.5	8.6	-0.9 -9.5%
Net Income	6.1	5.2	-0.8 -13.6%

Net income = Income attributable to owners of parent

2023Q1 Operating Income Roll-forward Analysis (vs. 2022Q1 Actual)

Although sales increased because of strengthened marketing activities and investments in restaurants and people, profit decreased due to changes in the external environment, such as inflation and yen depreciation.



2023 Full-year Earnings Forecast

(bil yen)

	2022 Actual	2023 Forecast	vs. 2022 Actual
All store Sales	717.5	770.0	+52.4 +7.3%
Same store Sales (PY%)	+8.9%	+6.0%	-
Revenue	352.3	374.0	+21.6 +6.2%
Operating Income	33.8	35.0	+1.1 +3.5%
Operating Income Ratio	9.6%	9.4%	-0.2pp
Ordinary Income	32.8	33.5	+0.6 +2.1%
Net Income	19.9	21.0	+1.0 +5.3%

Net income = Income attributable to owners of parent



McDonald's



Appendix

Delivery

マック、デリバる?



スマイルも
デリバリー!



いつもの味を、
ご自宅で。

	McDelivery	Uber Eats	Demae-kan	Total
Dec 2020	730	1,303	887	1,518
Dec 2021	909	1,697	1,673	1,979
Dec 2022	967	1,905	1,932	2,200
Mar 2023	970	1,915	1,933	2,198



This document contains forward-looking information about future prospects, plans, and business objectives of the Company.

These forward-looking statements are based on current assumptions about future events and trends, and no assurance can be given that these assumptions will prove to be correct.

Actual results may vary significantly from those described in this document due to a variety of reasons going forward.

This document has no intention of soliciting investment. Investment decision should be based on own judgment.