

## J. Front Retailing Consolidated Business Report May 2013

### 1. Sales by Segment (% change year on year)

	May	Total Mar to May
Department Store Business	7.4 [ 8.7 ]	5.1 [ 6.5 ]
Parco Business	—	—
Wholesale Business	39.0	31.5
Credit Business	4.5	3.8
Other Businesses	(17.5)	(8.1)
<b>Total Consolidated</b>	<b>23.5</b>	<b>23.1</b>

- Notes:
- Parco Business was added as a new segment in September 2012 and Supermarket Business was excluded from consolidation in March 2013.
  - YoY sales growth excluding Parco Business and Supermarket Business was 7.2% in May and 5.6% in total for March to May.
  - Sales of Parco Business were down 2.5% YoY in May while up 0.9% YoY in total for March to May.
  - Figures in square brackets in Department Store Business are like-for-like changes excluding year-earlier sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores (both closed on January 31, 2013).

### 2. Sales of Department Store Business

#### a) Sales and Customer Traffic of Each Store (% change year on year)

Store	May		Total Mar to May	
	Sales	Customer traffic	Sales	Customer traffic
Daimaru Shinsaibashi	2.3	(1.0)	0.5	(0.8)
Daimaru Umeda	(7.1)	(4.6)	(4.9)	(4.3)
Daimaru Tokyo	38.3	36.5	34.7	34.5
Daimaru Urawa Parco	7.5	9.7	3.9	6.2
Daimaru Kyoto	3.2	3.9	0.2	2.8
Daimaru Yamashina	2.9	2.5	1.6	3.0
Daimaru Kobe	(1.8)	(11.7)	3.4	(4.8)
Daimaru Suma	3.0	0.0	5.4	1.0
Daimaru Ashiya	1.0	0.0	(0.1)	(0.6)
Daimaru Sapporo	3.9	3.9	5.4	4.3
Matsuzakaya Nagoya	24.7	(5.1)	13.3	8.4
Matsuzakaya Ueno	(2.2)	(0.5)	(2.0)	(3.0)
Matsuzakaya Shizuoka	3.6	2.9	2.9	2.7
Matsuzakaya Ginza	138.4	(1.7)	103.4	(12.5)
Matsuzakaya Takatsuki	0.1	4.9	(0.3)	2.3
Matsuzakaya Toyota	5.8	2.9	4.9	3.9
<b>Total Daimaru Matsuzakaya</b>	<b>9.7</b>	<b>3.1</b>	<b>7.3</b>	<b>4.1</b>
Hakata Daimaru	1.8	(2.5)	0.4	(3.6)
Shimonoseki Daimaru	1.4	4.1	(1.3)	1.1
Kochi Daimaru	(0.7)	(4.0)	0.3	(5.0)
<b>Total Department Store Business</b>	<b>8.7</b>	<b>2.7</b>	<b>6.5</b>	<b>3.5</b>

#### b) Daimaru Matsuzakaya Sales by Merchandise Category (% change year on year)

Merchandise Category	May	Total Mar to May
Men's clothing	5.5	6.2
Women's clothing	7.5	7.2
Children's clothing	2.4	3.1
Other clothing	6.9	7.2
<b>Total clothing</b>	<b>6.8</b>	<b>6.7</b>
Accessories	9.7	9.5
Cosmetics	0.7	(0.9)
Fine arts/jewelry/precious metals	87.2	48.0
Other general goods	28.8	19.3
<b>Total general goods</b>	<b>44.3</b>	<b>22.7</b>
Furniture	25.9	16.7
Electric appliances	21.9	14.3
Other household goods	(2.0)	1.1
<b>Total household goods</b>	<b>5.3</b>	<b>5.2</b>
Perishable foods	(2.7)	(2.0)
Confectionary	4.1	4.2
Delicatessen	9.3	9.4
Other foods	2.6	3.7
<b>Total foods</b>	<b>3.9</b>	<b>4.3</b>
Restaurants & cafés	3.7	3.1
Services	3.1	3.2
Others	(13.4)	(7.8)
<b>Total</b>	<b>9.7</b>	<b>7.3</b>

- Notes:
- A like-for-like comparison was made by excluding year-earlier sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores (both closed on January 31, 2013).
  - Compared to year-earlier sales including the two stores above, total sales of Daimaru Matsuzakaya Department Stores and Department Store Business were up 8.2% and 7.4% respectively in May and up 5.8% and 5.1% respectively in total for March to May.