

J. Front Retailing Consolidated Business Report July 2013

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

	Jul	Total Mar to Jul
Department Store Business	(3.1) [(0.8)]	4.8 [6.4]
Parco Business	—	—
Wholesale Business	17.0	23.0
Credit Business	2.1	4.1
Other Businesses	5.2	(1.5)
Total Consolidated	15.8	22.6

- Notes:
- Parco Business was added as a new segment in September 2012 and Supermarket Business was excluded from consolidation in March 2013.
 - YoY sales excluding Parco Business and Supermarket Business were down 1.6% in July while up 5.6% in total for March to July.
 - YoY sales of Parco Business were down 3.7% in July while up 0.9% in total for March to July.
 - 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) and Matsuzakaya Ginza store (closed on June 30 due to the redevelopment of Ginza area and rebuilding).

2. Sales of Department Store Business

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

Store	Jul		Total Jun and Jul		Total Mar to Jul	
	Sales	Customer traffic	Sales	Customer traffic	Sales	Customer traffic
Daimaru Shinsaibashi	(4.7)	(5.9)	(2.1)	(2.4)	(0.7)	(1.4)
Daimaru Umeda	(11.2)	(7.4)	(4.4)	(3.9)	(4.7)	(4.1)
Daimaru Tokyo	31.1	37.5	36.5	37.0	35.4	35.5
Daimaru Urawa Parco	5.1	6.5	4.6	5.6	4.2	6.0
Daimaru Kyoto	(4.6)	0.0	0.6	3.4	0.4	3.1
Daimaru Yamashina	(1.9)	0.3	(2.1)	(0.2)	0.0	1.8
Daimaru Kobe	(5.4)	(8.9)	(0.5)	(6.1)	1.7	(5.3)
Daimaru Suma	7.6	2.7	8.9	2.8	6.8	1.7
Daimaru Ashiya	(2.7)	(0.3)	(0.5)	0.3	(0.2)	(0.2)
Daimaru Sapporo	(2.7)	(0.1)	3.6	2.6	4.7	3.6
Matsuzakaya Nagoya	2.3	1.1	7.4	6.1	10.7	7.5
Matsuzakaya Ueno	(3.1)	(3.8)	(1.5)	(2.4)	(1.8)	(2.8)
Matsuzakaya Shizuoka	0.6	(0.9)	3.0	2.3	3.0	2.5
Matsuzakaya Takatsuki	(1.1)	7.0	0.4	6.4	(0.0)	3.9
Matsuzakaya Toyota	0.3	1.0	2.1	2.5	3.7	3.3
Total Daimaru Matsuzakaya	(0.6)	2.0	3.8	4.6	7.1	4.5
Hakata Daimaru	(2.2)	(1.6)	3.3	(0.4)	1.6	(2.3)
Shimonoseki Daimaru	(2.0)	0.7	0.3	0.9	(0.7)	1.1
Kochi Daimaru	(3.6)	(4.2)	(0.3)	(3.2)	0.1	(4.3)
Total Department Store Business	(0.8)	1.6	3.6	4.1	6.4	3.9

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

Merchandise Category	Jul	Total Jun and Jul	Total Mar to Jul
Men's clothing	(7.3)	1.0	5.1
Women's clothing	(5.0)	3.5	6.8
Children's clothing	(7.9)	7.1	4.6
Other clothing	6.8	12.2	14.0
Total clothing	(4.9)	3.6	6.7
Accessories	(4.1)	3.3	10.9
Cosmetics	(0.4)	2.5	0.4
Fine arts/jewelry/precious metals	16.9	16.7	39.8
Other general goods	20.3	27.8	21.6
Total general goods	9.8	11.3	20.5
Furniture	0.9	2.2	17.7
Electric appliances	2.2	(5.8)	5.7
Other household goods	(0.5)	1.8	2.2
Total household goods	(0.1)	1.5	5.9
Perishable foods	(3.4)	(2.9)	(2.4)
Confectionary	5.0	5.0	4.6
Delicatessen	10.1	12.1	10.6
Other foods	0.3	1.3	2.3
Total foods	2.3	3.4	3.9
Restaurants & cafés	0.5	3.8	3.0
Services	0.6	4.3	3.6
Others	(2.2)	(6.2)	(8.1)
Total	(0.6)	3.8	7.1

- Notes:
- **Total sales for June and July are presented for information purposes because clearance sale started on June 28 this year, three days earlier than last year, when it started on July 1.**
 - The comparison of July sales was made by excluding year-earlier sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores (both closed on January 31, 2013) and Matsuzakaya Ginza store (closed on June 30 due to the redevelopment of Ginza area and rebuilding).
 - Compared to year-earlier sales including the three stores above, total sales of Daimaru Matsuzakaya Department Stores and Department Store Business were down 3.2% and 3.1% respectively in July.
 - The comparison of total sales for June and July was made by excluding this year and last year sales of the three stores above.
 - The comparison of total sales for March to July was made by excluding total sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores for March to July 2012 and sales of Matsuzakaya Ginza store for July 2012. Compared to year-earlier sales including total sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores for March to July 2012 and sales of Matsuzakaya Ginza store for July 2012, total sales of Daimaru Matsuzakaya Department Stores and Department Store Business were up 5.3% and 4.8% respectively in total for March to July.

Contact: Group PR & IR, J. Front Retailing Co., Ltd.
 TEL + 8 1 - 3 - 6 8 9 5 - 0 1 7 8
 FAX + 8 1 - 3 - 6 6 7 4 - 7 5 6 5