

## J. Front Retailing Consolidated Business Report February 2014

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

	Feb	Total Sep to Feb
Department Store Business	5.1 [ 7.0 ] <sup>Note 2</sup>	0.7 [ 3.3 ] <sup>Note 2</sup>
Parco Business	(2.2)	(0.9)
Wholesale Business	1.3	(5.4)
Credit Business	17.6	15.3
Other Businesses	0.9	2.3
<b>Total Consolidated</b>	<b>(6.9)</b>	<b>(7.5)</b>
<b>(Excluding Supermarket Business)</b>	<b>1.6</b> <sup>Note 1</sup>	<b>0.1</b> <sup>Note 1</sup>

- Notes: 1. Supermarket Business was excluded from consolidation in March 2013. Compared to year-earlier sales excluding Supermarket Business, consolidated total sales were up 1.6% in February and up 0.1% in total for September to February.
2. Figures in square brackets in Department Store Business are on a like-for-like basis excluding Daimaru LaLaport Yokohama and Daimaru Shinnagata stores (both closed on January 31, 2013) and Matsuzakaya Ginza store (closed on June 30, 2013 for 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	Feb		Total Sep to Feb	
	Sales	Customer traffic	Sales	Customer traffic
Daimaru Shinsaibashi	11.0	1.8	3.5	(2.9)
Daimaru Umeda	5.7	(3.8)	0.7	(3.4)
Daimaru Tokyo	5.5	(5.2)	3.8	(6.2)
Daimaru Urawa Parco	1.5	(1.2)	1.9	2.8
Daimaru Kyoto	4.3	(1.5)	0.9	(2.2)
Daimaru Yamashina	0.9	(0.9)	(0.6)	(0.8)
Daimaru Kobe	9.0	(6.7)	4.0	(5.4)
Daimaru Suma	0.6	(2.1)	4.7	0.5
Daimaru Ashiya	1.3	(0.5)	0.7	(0.1)
Daimaru Sapporo	8.6	0.3	5.0	0.4
Matsuzakaya Nagoya	11.3	3.0	8.0	5.5
Matsuzakaya Ueno	3.3	6.8	1.7	3.4
Matsuzakaya Shizuoka	10.7	9.3	3.5	3.8
Matsuzakaya Takatsuki	1.8	(0.8)	(1.3)	0.9
Matsuzakaya Toyota	(2.2)	0.8	(0.8)	2.2
<b>Total Daimaru Matsuzakaya</b>	<b>7.4</b>	<b>(1.2)</b>	<b>3.7</b>	<b>(1.6)</b>
Hakata Daimaru	5.6	2.4	1.9	(0.4)
Shimonoseki Daimaru	3.8	4.9	(0.3)	(1.3)
Kochi Daimaru	0.2	(4.0)	(1.0)	(2.9)
<b>Total Department Store Business</b>	<b>7.0</b>	<b>(0.8)</b>	<b>3.3</b>	<b>(1.5)</b>

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

Merchandise Category	Feb	Total Sep to Feb
Men's clothing	1.9	(0.3)
Women's clothing	9.7	4.0
Children's clothing	10.5	9.4
Other clothing	10.2	2.9
<b>Total clothing</b>	<b>8.5</b>	<b>3.5</b>
<b>Accessories</b>	<b>10.3</b>	<b>5.5</b>
Cosmetics	15.4	3.5
Fine arts/jewelry/precious metals	28.6	24.0
Other general goods	(0.1)	4.7
<b>Total general goods</b>	<b>20.0</b>	<b>13.0</b>
Furniture	39.0	19.8
Electric appliances	(22.8)	(15.2)
Other household goods	7.8	4.4
<b>Total household goods</b>	<b>14.4</b>	<b>6.9</b>
Perishable foods	(3.9)	(2.6)
Confectionary	1.9	2.9
Delicatessen	(5.5)	0.9
Other foods	9.9	2.5
<b>Total foods</b>	<b>0.4</b>	<b>1.2</b>
Restaurants & cafés	(3.7)	(2.8)
Services	15.6	21.9
Others	0.9	(7.7)
<b>Total</b>	<b>7.4</b>	<b>3.7</b>

- Notes: • The comparison of total sales was made on a like-for-like basis excluding Daimaru LaLaport Yokohama and Daimaru Shinnagata stores (both closed on January 31, 2013) and Matsuzakaya Ginza store (closed on June 30, 2013 for the redevelopment of Ginza area and rebuilding).
- Compared to year-earlier sales including Ginza store among the three stores above, total sales of Daimaru Matsuzakaya Department Stores and Department Store Business for February were up 5.2% and 5.1% respectively. Compared to year-earlier sales including the three stores above, total sales of Daimaru Matsuzakaya Department Stores and Department Store Business for September to February were both up 0.7%.