

## J. Front Retailing Consolidated Business Report October 2014

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

|                           | Oct          | Total Sep and Oct |
|---------------------------|--------------|-------------------|
| Department Store Business | (1.7)        | (1.4)             |
| Parco Business            | 0.3          | 2.1               |
| Wholesale Business        | (9.7)        | (8.1)             |
| Credit Business           | 0.7          | 10.0              |
| Other Businesses          | 5.3          | 3.7               |
| <b>Total Consolidated</b> | <b>(1.6)</b> | <b>(0.8)</b>      |

### 2. Sales of Department Store Business

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

| Store                                  | Oct          |                  | Total Sep and Oct |                  |
|--|--------------|------------------|-------------------|------------------|
|  | Sales        | Customer traffic | Sales             | Customer traffic |
| Daimaru Shinsaibashi                   | 1.3          | (8.2)            | (0.4)             | (8.5)            |
| Daimaru Umeda                          | 2.3          | (17.7)           | 2.1               | (16.1)           |
| Daimaru Tokyo                          | 2.0          | (7.0)            | 2.0               | (7.5)            |
| Daimaru Urawa Parco                    | (7.4)        | (3.8)            | (8.1)             | (4.6)            |
| Daimaru Kyoto                          | 2.0          | (8.0)            | 1.9               | (7.4)            |
| Daimaru Yamashina                      | (7.5)        | (7.5)            | (5.8)             | (6.3)            |
| Daimaru Kobe                           | (0.1)        | (11.9)           | 0.2               | (10.1)           |
| Daimaru Suma                           | (5.8)        | (16.9)           | (3.9)             | (14.2)           |
| Daimaru Ashiya                         | (0.8)        | (9.3)            | (4.4)             | (9.4)            |
| Daimaru Sapporo                        | 0.6          | (13.6)           | (0.4)             | (14.4)           |
| Matsuzakaya Nagoya                     | (3.9)        | (6.1)            | (0.5)             | (6.3)            |
| Matsuzakaya Ueno                       | (15.8)       | (28.8)           | (16.4)            | (27.2)           |
| Matsuzakaya Shizuoka                   | (9.2)        | (5.3)            | (4.5)             | (0.3)            |
| Matsuzakaya Takatsuki                  | (6.3)        | (21.1)           | (4.1)             | (19.5)           |
| Matsuzakaya Toyota                     | (4.5)        | (2.8)            | (2.3)             | (4.8)            |
| <b>Total Daimaru Matsuzakaya</b>       | <b>(1.6)</b> | <b>(11.8)</b>    | <b>(1.1)</b>      | <b>(11.3)</b>    |
| Hakata Daimaru                         | (2.0)        | 1.8              | (3.5)             | (1.4)            |
| Shimonoseki Daimaru                    | (0.6)        | (2.1)            | (2.1)             | (3.9)            |
| Kochi Daimaru                          | (5.6)        | (1.0)            | (7.2)             | (2.8)            |
| <b>Total Department Store Business</b> | <b>(1.7)</b> | <b>(10.7)</b>    | <b>(1.4)</b>      | <b>(10.4)</b>    |

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

| Merchandise Category              | Oct          | Total Sep and Oct |
|-----------------------------------|--------------|-------------------|
| Men's clothing                    | 1.5          | 3.7               |
| Women's clothing                  | (0.1)        | 0.3               |
| Children's clothing               | (5.7)        | (2.3)             |
| Other clothing                    | (13.7)       | (11.8)            |
| <b>Total clothing</b>             | <b>(0.8)</b> | <b>0.1</b>        |
| Accessories                       | (5.7)        | (5.0)             |
| Cosmetics                         | 8.7          | 7.0               |
| Fine arts/jewelry/precious metals | (0.9)        | (0.6)             |
| Other general goods               | 26.3         | 30.7              |
| <b>Total general goods</b>        | <b>5.3</b>   | <b>5.3</b>        |
| Furniture                         | (14.8)       | (10.9)            |
| Electric appliances               | 16.6         | 5.5               |
| Other household goods             | (7.0)        | (5.0)             |
| <b>Total household goods</b>      | <b>(8.0)</b> | <b>(5.9)</b>      |
| Perishable foods                  | (5.5)        | (2.4)             |
| Confectionary                     | (3.8)        | (4.4)             |
| Delicatessen                      | 5.0          | 3.3               |
| Other foods                       | (8.1)        | (6.6)             |
| <b>Total foods</b>                | <b>(2.2)</b> | <b>(2.1)</b>      |
| Restaurants & cafés               | (6.6)        | (6.0)             |
| Services                          | (20.6)       | (21.3)            |
| Others                            | (5.7)        | (6.3)             |
| <b>Total</b>                      | <b>(1.6)</b> | <b>(1.1)</b>      |