



## J. Front Retailing Consolidated Business Report January 2014

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

	Jan	Total Sep to Jan
Department Store Business	1.9 [ 5.3 ] <sup>Note2</sup>	0.1 [ 2.8 ] <sup>Note2</sup>
Parco Business	(0.9)	(0.7)
Wholesale Business	1.8	(6.3)
Credit Business	15.7	14.9
Other Businesses	(3.8)	2.7
Total Consolidated	(5.9)	(7.6)
(Excluding Supermarket Business)	1.2 <sup>Note 1</sup>	(0.1) <sup>Note1</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 1.2% in January and down 0.1% in total for September to January.

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	Jan		Total Sep to Jan	
	Sales	Customer traffic	Sales	Customer traffic
Daimaru Shinsaibashi	5.4	(6.3)	2.4	(3.7)
Daimaru Umeda	3.0	(0.6)	(0.0)	(3.3)
Daimaru Tokyo	7.3	(2.6)	3.6	(6.3)
Daimaru Urawa Parco	1.7	4.7	1.9	3.6
Daimaru Kyoto	2.1	(1.4)	0.4	(2.4)
Daimaru Yamashina	2.9	(0.9)	(0.8)	(0.8)
Daimaru Kobe	7.1	(2.2)	3.2	(5.2)
Daimaru Suma	7.7	0.3	5.4	1.0
Daimaru Ashiya	(0.6)	(1.2)	0.6	(0.0)
Daimaru Sapporo	5.1	0.7	4.4	0.4
Matsuzakaya Nagoya	10.5	7.0	7.5	6.0
Matsuzakaya Ueno	3.8	5.6	1.4	2.8
Matsuzakaya Shizuoka	0.2	2.9	2.4	2.8
Matsuzakaya Takatsuki	(0.5)	(0.4)	(1.9)	1.2
Matsuzakaya Toyota	0.4	3.6	(0.6)	2.4
<b>Total Daimaru Matsuzakaya</b>	<b>5.6</b>	<b>(0.3)</b>	<b>3.1</b>	<b>(1.7)</b>
Hakata Daimaru	5.4	1.4	1.3	(0.9)
Shimonoseki Daimaru	2.2	(3.4)	(1.0)	(2.5)
Kochi Daimaru	(1.2)	(4.7)	(1.2)	(2.7)
<b>Total Department Store Business</b>	<b>5.3</b>	<b>(0.4)</b>	<b>2.8</b>	<b>(1.7)</b>

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

Merchandise Category	Jan	Total Sep to Jan
Men's clothing	(0.3)	(0.5)
Women's clothing	4.7	3.2
Children's clothing	10.5	9.2
Other clothing	(1.2)	1.8
Total clothing	3.8	2.7
Accessories	5.9	4.9
Cosmetics	5.4	1.5
Fine arts/jewelry/precious metals	24.4	23.2
Other general goods	14.3	5.5
Total general goods	14.8	11.9
Furniture	21.7	16.1
Electric appliances	(17.8)	(14.0)
Other household goods	3.4	3.9
Total household goods	6.7	5.7
Perishable foods	(1.1)	(2.4)
Confectionary	9.8	3.2
Delicatessen	10.7	1.8
Other foods	(0.7)	1.7
Total foods	5.6	1.3
Restaurants & cafés	(0.7)	(2.7)
Services	35.7	22.8
Others	6.1	(9.7)
<b>Total</b>	<b>5.6</b>	<b>3.1</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 the three stores above, total sales of Daimaru Matsuzakaya Department Stores and Department Store Business were up 1.7% and 1.9% respectively in January and up 0.0% and 0.1% respectively in total for September to January.