

## J. Front Retailing Consolidated Business Report March 2015

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

	Mar	Vs. 2013
Department Store Business	(22.9)	2.5
Parco Business	(4.3)	7.2
Wholesale Business	13.3	16.1
Credit Business	(17.5)	19.2
Other Businesses	(22.0)	35.4
<b>Total Consolidated</b>	<b>(17.4)</b>	<b>6.5</b>

### 2. Sales of Department Store Business

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

Store	Mar		Vs. 2013	
	Sales	Customer traffic	Sales	Customer traffic
Daimaru Shinsaibashi	(18.1)	(8.3)	11.7	(5.6)
Daimaru Umeda	(16.4)	(17.7)	4.0	(17.5)
Daimaru Tokyo	(10.0)	(4.1)	12.5	(3.2)
Daimaru Urawa Parco	(9.3)	(3.4)	(6.2)	(2.9)
Daimaru Kyoto	(24.4)	(14.1)	5.4	(10.7)
Daimaru Yamashina	(11.1)	(8.4)	(8.2)	(11.5)
Daimaru Kobe	(25.3)	(14.4)	7.8	(12.9)
Daimaru Suma	(16.3)	(14.0)	(10.5)	(15.7)
Daimaru Ashiya	(11.6)	(11.2)	(2.3)	(10.6)
Daimaru Sapporo	(15.2)	(13.9)	4.6	(14.4)
Matsuzakaya Nagoya	(32.6)	(14.1)	5.9	(12.0)
Matsuzakaya Ueno	(32.2)	(29.8)	(12.2)	(26.4)
Matsuzakaya Shizuoka	(32.3)	(14.9)	0.5	(2.9)
Matsuzakaya Takatsuki	(19.2)	(20.3)	(3.7)	(18.7)
Matsuzakaya Toyota	(17.4)	(1.1)	(2.0)	2.6
<b>Total Daimaru Matsuzakaya</b>	<b>(23.0)</b>	<b>(12.9)</b>	<b>4.9</b>	<b>(11.5)</b>
Hakata Daimaru	(22.5)	(7.3)	4.2	(3.4)
Shimonoseki Daimaru	(23.1)	(17.1)	(10.7)	(6.6)
Kochi Daimaru	(22.0)	(8.6)	(9.2)	(6.9)
<b>Total Department Store Business</b>	<b>(22.9)</b>	<b>(12.7)</b>	<b>4.1</b>	<b>(10.8)</b>

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

Merchandise Category	Mar	Vs. 2013
Men's clothing	(14.5)	4.6
Women's clothing	(25.1)	2.0
Children's clothing	(13.4)	5.9
Other clothing	(47.8)	(2.2)
<b>Total clothing</b>	<b>(23.9)</b>	<b>2.6</b>
<b>Accessories</b>	<b>(21.9)</b>	<b>(1.5)</b>
Cosmetics	(23.6)	32.9
Fine arts/jewelry/precious metals	(45.9)	44.4
Other general goods	15.1	40.1
<b>Total general goods</b>	<b>(34.2)</b>	<b>38.8</b>
Furniture	(59.6)	(7.6)
Electric appliances	(28.4)	(9.9)
Other household goods	(29.0)	(1.2)
<b>Total household goods</b>	<b>(38.4)</b>	<b>(3.0)</b>
Perishable foods	(6.7)	(2.8)
Confectionary	(3.6)	2.5
Delicatessen	(2.9)	(0.7)
Other foods	(16.2)	11.3
<b>Total foods</b>	<b>(6.3)</b>	<b>2.1</b>
<b>Restaurants &amp; cafés</b>	<b>(5.0)</b>	<b>(6.1)</b>
<b>Services</b>	<b>(12.3)</b>	<b>(6.0)</b>
<b>Others</b>	<b>(30.0)</b>	<b>(8.9)</b>
<b>Total</b>	<b>(23.0)</b>	<b>4.9</b>

Note: % changes vs. 2013 in Total Daimaru Matsuzakaya and Total Department Store Business are on a like-for-like basis excluding Matsuzakaya Ginza store (closed on June 30, 2013 for the redevelopment of Ginza area and rebuilding).

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