

## J. Front Retailing Consolidated Business Report June 2013

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

	Jun	Total Mar to Jun
Department Store Business	14.2 [ 15.7 ]	7.3 [ 8.7 ]
Parco Business	—	—
Wholesale Business	11.0	25.3
Credit Business	6.8	4.6
Other Businesses	19.5	(2.9)
<b>Total Consolidated</b>	<b>30.0</b>	<b>24.7</b>

- Notes:
- Parco Business was added as a new segment in September 2012 and Supermarket Business was excluded from consolidation in March 2013.
  - YoY sales growth excluding Parco Business and Supermarket Business was 14.4% in June and 7.7% in total for March to June.
  - YoY sales growth of Parco Business was 7.1% in June and 2.2% in total for March to June.
  - 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).

### 2. Sales of Department Store Business

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

Store	Jun		Total Mar to Jun	
	Sales	Customer traffic	Sales	Customer traffic
Daimaru Shinsaibashi	1.6	1.7	0.8	(0.2)
Daimaru Umeda	4.6	0.2	(2.7)	(3.2)
Daimaru Tokyo	43.2	36.5	36.7	35.0
Daimaru Urawa Parco	4.1	4.7	3.9	5.8
Daimaru Kyoto	7.6	7.5	1.9	3.9
Daimaru Yamashina	(2.4)	(0.6)	0.6	2.1
Daimaru Kobe	6.3	(2.9)	4.1	(4.3)
Daimaru Suma	10.7	2.8	6.6	1.5
Daimaru Ashiya	2.7	0.9	0.6	(0.2)
Daimaru Sapporo	11.4	5.6	6.8	4.6
Matsuzakaya Nagoya	14.5	11.9	13.6	9.3
Matsuzakaya Ueno	0.6	(0.8)	(1.4)	(2.5)
Matsuzakaya Shizuoka	5.9	5.9	3.7	3.4
Matsuzakaya Ginza	419.7	41.1	178.3	(0.6)
Matsuzakaya Takatsuki	2.2	5.9	0.3	3.2
Matsuzakaya Toyota	4.4	4.1	4.8	3.9
<b>Total Daimaru Matsuzakaya</b>	<b>16.6</b>	<b>8.7</b>	<b>9.6</b>	<b>5.2</b>
Hakata Daimaru	11.5	1.1	2.9	(2.5)
Shimonoseki Daimaru	3.2	1.2	(0.2)	1.1
Kochi Daimaru	4.0	(2.0)	1.2	(4.3)
<b>Total Department Store Business</b>	<b>15.7</b>	<b>7.9</b>	<b>8.7</b>	<b>4.5</b>

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

Merchandise Category	Jun	Total Mar to Jun
Men's clothing	15.4	8.5
Women's clothing	20.0	10.2
Children's clothing	31.8	7.1
Other clothing	44.7	16.4
<b>Total clothing</b>	<b>20.7</b>	<b>9.9</b>
Accessories	34.3	15.4
Cosmetics	5.4	0.7
Fine arts/jewelry/precious metals	44.1	46.9
Other general goods	30.8	21.9
<b>Total general goods</b>	<b>26.0</b>	<b>23.5</b>
Furniture	41.5	22.9
Electric appliances	(12.0)	6.5
Other household goods	9.2	3.0
<b>Total household goods</b>	<b>15.6</b>	<b>7.7</b>
Perishable foods	(1.4)	(1.9)
Confectionary	5.1	4.4
Delicatessen	15.4	10.8
Other foods	4.4	3.9
<b>Total foods</b>	<b>5.9</b>	<b>4.7</b>
Restaurants & cafés	5.7	3.7
Services	8.4	4.3
Others	(14.1)	(9.4)
<b>Total</b>	<b>16.6</b>	<b>9.6</b>

- Notes:
- A like-for-like comparison was made by excluding year-earlier sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores (both closed on January 31, 2013).
  - Compared to year-earlier sales including the two stores above, total sales of Daimaru Matsuzakaya Department Stores and Department Store Business were up 15.0% and 14.2% respectively in June and up 8.0% and 7.3% respectively in total for March to June.