

J. Front Retailing Consolidated Business Report August 2013

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

| | Aug | Total Mar to Aug |
|---------------------------|-------------|------------------|
| Department Store Business | 2.0 [5.5] | 4.4 [6.2] |
| Parco Business | — | — |
| Wholesale Business | 16.7 | 21.6 |
| Credit Business | 5.6 | 4.3 |
| Other Businesses | (16.4) | (5.0) |
| Total Consolidated | 20.1 | 22.2 |

- 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 3.2% in August and 5.1% in total for March to August.
 - YoY sales growth of Parco Business was 0.2% in August and 0.8% in total for March to August.
 - The figure in square brackets in Department Store Business for August is a like-for-like change excluding year-earlier sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores (both closed on January 31, 2013) and Matsuzakaya Ginza store (closed on June 30, 2013 due to the redevelopment of Ginza area and rebuilding).
 - The figure in square brackets in Department Store Business for March to August is a like-for-like change excluding total sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores for March to August 2012 and total sales of Matsuzakaya Ginza store for July and August 2012.

2. Sales of Department Store Business

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

| Store | Aug | | Total Mar to Aug | |
|--|------------|------------------|------------------|------------------|
| | Sales | Customer traffic | Sales | Customer traffic |
| Daimaru Shinsaibashi | (2.3) | (3.8) | (1.0) | (1.8) |
| Daimaru Umeda | (5.6) | (5.4) | (4.8) | (4.3) |
| Daimaru Tokyo | 36.3 | 31.2 | 35.6 | 34.7 |
| Daimaru Urawa Parco | 5.1 | 6.2 | 4.3 | 6.0 |
| Daimaru Kyoto | 2.7 | 2.0 | 0.7 | 2.9 |
| Daimaru Yamashina | (1.4) | (0.7) | (0.2) | 1.3 |
| Daimaru Kobe | 1.8 | (5.8) | 1.7 | (5.4) |
| Daimaru Suma | 5.2 | 0.8 | 6.6 | 1.6 |
| Daimaru Ashiya | 1.4 | 1.0 | 0.0 | (0.0) |
| Daimaru Sapporo | 6.9 | 5.0 | 5.0 | 3.9 |
| Matsuzakaya Nagoya | 17.1 | 11.9 | 11.5 | 8.2 |
| Matsuzakaya Ueno | (0.5) | 1.7 | (1.6) | (2.0) |
| Matsuzakaya Shizuoka | 3.4 | 1.8 | 3.0 | 2.4 |
| Matsuzakaya Takatsuki | (1.4) | 5.0 | (0.2) | 4.1 |
| Matsuzakaya Toyota | 3.2 | 8.7 | 3.7 | 4.2 |
| Total Daimaru Matsuzakaya | 6.3 | 4.4 | 7.0 | 4.5 |
| Hakata Daimaru | 0.3 | (3.2) | 1.4 | (2.5) |
| Shimonoseki Daimaru | (2.0) | 5.5 | (0.9) | 1.9 |
| Kochi Daimaru | 3.5 | 5.6 | 0.5 | (2.6) |
| Total Department Store Business | 5.5 | 4.0 | 6.2 | 3.9 |

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

| Merchandise Category | Aug | Total Mar to Aug |
|-----------------------------------|-------------|------------------|
| Men's clothing | 3.9 | 5.0 |
| Women's clothing | 8.4 | 7.0 |
| Children's clothing | 9.8 | 5.1 |
| Other clothing | 12.2 | 13.7 |
| Total clothing | 8.0 | 6.8 |
| Accessories | 2.9 | 9.8 |
| Cosmetics | 2.3 | 0.7 |
| Fine arts/jewelry/precious metals | 16.7 | 36.6 |
| Other general goods | 39.7 | 24.3 |
| Total general goods | 11.2 | 19.1 |
| Furniture | 17.3 | 17.7 |
| Electric appliances | (26.4) | (0.3) |
| Other household goods | 1.7 | 2.1 |
| Total household goods | 3.6 | 5.6 |
| Perishable foods | 0.2 | (2.0) |
| Confectionary | 3.4 | 4.4 |
| Delicatessen | 8.8 | 10.3 |
| Other foods | 7.0 | 2.9 |
| Total foods | 4.9 | 4.1 |
| Restaurants & cafés | 4.7 | 3.3 |
| Services | 21.5 | 6.8 |
| Others | (1.2) | (7.1) |
| Total | 6.3 | 7.0 |

- Notes:
- The comparison of August sales was made by excluding year-earlier sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores (both closed on January 31, 2013) and Matsuzakaya Ginza store (closed on June 30, 2013 due to 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 2.3% and 2.0% respectively in August.
 - The comparison of total sales for March to August was made by excluding total sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores for March to August 2012 and total sales of Matsuzakaya Ginza store for July and August 2012. Compared to year-earlier sales including total sales of Daimaru LaLaport Yokohama and Daimaru Shinnagata stores for March to August 2012 and total sales of Matsuzakaya Ginza store for July and August 2012, total sales of Daimaru Matsuzakaya Department Stores and Department Store Business were up 4.9% and 4.4% respectively in total for March to August.