

**J. Front Retailing Consolidated Business Report March 2017 (IFRS)**

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

Segment	Revenue (IFRS)	(Reference) Gross sales
	Mar	Mar
Department Store Business	(1.4)	(0.2)
Parco Business	(6.9)	(5.8)
Real Estate Business	5.6	4.5
Credit and Finance Business	4.0	4.9
Other	34.4	16.3
<b>Total Consolidated</b>	<b>5.0</b>	<b>0.0</b>

- Notes: 1. The Company has voluntarily applied International Financial Reporting Standards (IFRS) from March 2017.
2. Real Estate Business, which had been included in Department Store Business, has been disclosed as an independent segment from FY2017. Credit Business was renamed as Credit and Finance Business and Wholesale Business and Other Businesses are included in "Other."
3. Gross sales  
Of revenue under IFRS, sales from purchase recorded at the time of sale (*shoka shire*) of Department Store Business and "Other (Daimaru Kogyo)" and the net amount of sales of Parco Business have been converted into gross amount and tenant transaction amount (gross amount basis), respectively. (Parco Business has changed net sales under Japanese GAAP to be calculated on a net basis from FY2017.)

## 2. Sales of Department Store Business

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

Store	Mar	
	Sales	Customer traffic
Daimaru Shinsaibashi	6.7	11.0
Daimaru Umeda	(1.0)	4.6
Daimaru Tokyo	3.2	4.8
Daimaru Urawa Parco	(8.7)	(6.0)
Daimaru Kyoto	(0.2)	3.6
Daimaru Yamashina	(2.7)	(2.8)
Daimaru Kobe	(1.8)	3.2
Daimaru Suma	(2.7)	0.7
Daimaru Ashiya	(4.8)	3.6
Daimaru Sapporo	2.6	2.8
Matsuzakaya Nagoya	0.7	(0.1)
Matsuzakaya Ueno	(10.8)	(4.9)
Matsuzakaya Shizuoka	(0.9)	2.5
Matsuzakaya Takatsuki	0.1	(1.0)
Matsuzakaya Toyota	(5.6)	1.0
<b>Total Daimaru Matsuzakaya</b>	<b>0.2</b>	<b>3.2</b>
Hakata Daimaru	(2.4)	(2.5)
Shimonoseki Daimaru	(6.5)	(6.5)
Kochi Daimaru	(4.7)	(5.2)
<b>Total Department Store Business</b>	<b>(0.2)</b>	<b>2.5</b>

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

Merchandise category	Mar
Men's clothing	1.9
Women's clothing	(0.0)
Children's clothing	(2.1)
Other clothing	(3.9)
<b>Total clothing</b>	<b>(0.1)</b>
<b>Accessories</b>	<b>(3.7)</b>
Cosmetics	14.7
Fine arts/jewelry/precious metals	(5.0)
Other general goods	(5.4)
<b>Total general goods</b>	<b>4.6</b>
Furniture	1.1
Electric appliances	(15.9)
Other household goods	(2.6)
<b>Total household goods</b>	<b>(2.2)</b>
Perishable foods	(4.9)
Confectionary	4.4
Delicatessen	2.8
Other foods	(3.4)
<b>Total foods</b>	<b>1.2</b>
Restaurants & cafés	2.0
Services	(4.0)
Others	(10.4)
<b>Total</b>	<b>0.2</b>

Note: As Real Estate Business has been changed to be independently managed from the current period, the portion transferred to Real Estate Business of rent income of real estate, which had been included in net sales, was deducted for the current year and previous year.

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