

J. Front Retailing Consolidated Revenue Report August 2017 (IFRS)

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

	Revenue (IFRS)		(Reference) Gross sales	
	August	Total Mar to August	August	Total Mar to August
Department Store Business	2.3 [2.7]	0.9 [0.9]	3.1 [3.6]	1.6 [1.7]
Parco Business	1.4	(4.1)	(3.7)	(6.0)
Real Estate Business	145.7	121.5	140.0	113.9
Credit and Finance Business	6.5	4.1	7.4	5.1
Other	41.5	14.1	28.0	3.8
Total Consolidated	18.7	6.0	6.8	0.9

- Note: 1. The Company has voluntarily applied the International Financial Reporting Standards (IFRS) from March 2017.
2. The Real Estate Business, which had been included in the Department Store Business, has been disclosed as an independent segment from FY2017. The Credit Business was renamed as the Credit and Finance Business and Wholesale Business and Other Businesses have been included in "Other."
3. Gross sales
Of revenue under IFRS, sales from purchase recorded at the time of sale (*shoka shiire*) of the Department Store Business and "Other (Daimaru Kogyo)" have been converted into gross amount and the net amount of sales of the Parco Business into tenant transaction amount (gross amount basis). (The Parco Business has changed net sales under Japanese GAAP to be calculated on a net basis from FY2017.)
4. The Daimaru Urawa Parco closed at the end of business on July 31, 2017.
Figures in square brackets in the Department Store Business are on a like-for-like basis excluding the Daimaru Urawa Parco store.
5. Sendai Parco 2 opened on July 1, 2016. Shibuya Parco Part 1 and Part 3 temporarily closed at the end of business on August 7, 2016. Chiba Parco closed at the end of business on November 30, 2016.

2. Sales of Department Store Business (Japanese GAAP)

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

Store	August		Total Mar to August	
	Sales	Customer traffic	Sales	Customer traffic
Daimaru Shinsaibashi	20.5	22.1	10.8	15.3
Daimaru Umeda	0.1	(1.5)	1.0	1.5
Daimaru Tokyo	9.4	5.5	6.0	4.5
Daimaru Kyoto	4.5	1.5	1.6	0.5
Daimaru Yamashina	(1.8)	(0.7)	(1.4)	(1.2)
Daimaru Kobe	0.4	(1.4)	(0.8)	0.2
Daimaru Suma	(3.5)	1.7	(2.5)	0.7
Daimaru Ashiya	0.7	0.8	(1.2)	0.7
Daimaru Sapporo	7.7	3.5	4.2	2.2
Matsuzakaya Nagoya	1.3	(2.8)	(1.2)	(3.5)
Matsuzakaya Ueno	(5.0)	2.6	(4.1)	(0.9)
Matsuzakaya Shizuoka	(5.0)	0.0	1.1	2.9
Matsuzakaya Takatsuki	1.9	0.4	0.0	(1.7)
Matsuzakaya Toyota	(8.9)	(6.1)	(6.1)	(0.8)
Total Daimaru Matsuzakaya	4.3	2.5	1.9	2.2
Hakata Daimaru	(0.6)	(4.6)	1.2	(2.0)
Shimonoseki Daimaru	(4.2)	(6.6)	(5.0)	(3.7)
Kochi Daimaru	(2.3)	(3.0)	(2.1)	(4.0)
Total Department Store Business	3.6	1.7	1.7	1.7

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

Merchandise Category	August	Total Mar to August
Men's clothing	1.3	(0.3)
Women's clothing	5.0	2.3
Children's clothing	1.2	(2.7)
Other clothing	(2.8)	(3.6)
Total clothing	4.0	1.3
Accessories	(0.7)	(3.7)
Cosmetics	31.6	24.3
Fine arts/jewelry/precious metals	16.8	3.4
Other general goods	(1.2)	(7.0)
Total general goods	21.8	12.2
Furniture	0.0	1.8
Electric appliances	(25.5)	(14.7)
Other household goods	4.3	0.8
Total household goods	2.6	0.6
Perishable foods	(1.3)	(3.0)
Confectionary	(0.7)	2.1
Delicatessen	(0.0)	1.3
Other foods	(4.6)	(3.1)
Total foods	(0.9)	(0.2)
Restaurants & cafés	2.2	2.2
Services	(0.5)	(3.1)
Others	(15.1)	(4.7)
Total	4.3	1.9

- Notes: 1. As the Real Estate Business has been changed to be independently managed from the current period, the portion transferred to the 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.
2. The comparison was made on a like-for-like basis excluding the Daimaru Urawa Parco store (closed on July 31, 2017).
Compared to year-earlier sales including the Daimaru Urawa Parco store, total sales of Daimaru Matsuzakaya Department Stores and the Department Store Business were up 3.7% and 3.1%, respectively, in August.
Compared to year-earlier sales including August sales of the Daimaru Urawa Parco store, total sales of Daimaru Matsuzakaya Department Stores and the Department Store Business were up 1.8% and 1.6%, respectively, in total for March to August.

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