

Investors' Guide

February-2020

Shimamura Co., Ltd.

I. Shimamura Co., Ltd. (Consolidated)

1. Consolidated Financial Summary and Forecast

(1) Consolidated Profit and loss statement	1
(2) Selling, General and Administrative Expenses	2
(3) Consolidated quarterly Profit and loss statement	2
(4) Consolidated Balance Sheets	3
(5) Consolidated Major Financial Indicators	3
2. Number of Stores by Region	4
3. Store operation	6
4. Number of Employees	7
5. Capital Expenditures	8

II. Shimamura Co., Ltd. (Non-consolidated)

1. Non-consolidated Financial Summary and Forecast

(1) Non-consolidated profit and loss statement	9
(2) Selling, General and Administrative Expenses	9

2. Sales and Gross profit

(1) Monthly sales, customer numbers and per customer spending (Shimamura)	10
(2) Net sales, Customer numbers, Items purchased customer, Average spending per customer Average price per item sold (Shimamura)	10
(3) Monthly sales, customer numbers and per customer spending (Avail)	11
(4) Net sales, Customer numbers, Items purchased customer, Average spending per customer Average price per item sold (Avail)	11
(5) Monthly sales, customer numbers and per customer spending (Birthday)	12
(6) Net sales, Customer numbers, Items purchased customer, Average spending per customer Average price per item sold (Birthday)	12
(7) Sales and Gross profit Breakdown by Product Line	13
(8) New store sales trend (Shimamura)	13
3. Sales by prefecture and Retail floor space (Shimamura)	14

III. CHINA TAIWAN Shimamura

1. Financial Summary and Forecast	15
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IV. CHINA (Shanghai) Shimamura

1. Financial Summary and Forecast	16
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I. Shimamura Co., Ltd. (Consolidated)

1. Consolidated Financial Summary and Forecast

(1) Consolidated Profit and loss statement

(Units : Millions of yen, %)

Subject	Feb-2019			Feb-2020			Aug-2020 Forecast			Feb-2021 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	545,996	100.0	96.6	521,982	100.0	95.6						
Shimamura	424,558	77.8	95.2	401,525	76.9	94.6						
Avail	50,880	9.3	100.2	50,013	9.6	98.3						
Birthday	53,945	9.9	105.0	54,019	10.3	100.1						
Chambre	9,763	1.8	100.8	9,784	1.9	100.2						
Divalo	686	0.1	127.6	724	0.1	105.6						
CHINA TAIWAN	5,622	1.0	93.9	5,566	1.1	99.0						
CHINA(Shanghai)	549	0.1	91.0	347	0.1	63.2						
Cost of goods sold	372,219	68.2	99.1	352,307	67.5	94.7						
Gross profit	173,776	31.8	91.7	169,675	32.5	97.6						
Other operating income	948	0.2	94.8	912	0.2	96.1						
Operating Gross Profit	174,725	32.0	91.7	170,587	32.7	97.6						
SG & A expenses	149,274	27.3	101.2	147,602	28.3	98.9						
Operating Profit	25,451	4.7	59.3	22,985	4.4	90.3						
Non-operating income	917	0.1	87.9	888	0.2	96.8						
Non-operating expenses	123	0.0	—	18	0.0	14.9						
Ordinary Profit	26,245	4.8	59.8	23,855	4.6	90.9						
Extraordinary losses	1,825	0.3	120.8	3,061	0.6	167.8						
Pretax profit	24,420	4.5	57.6	20,793	4.0	85.1						
Tax	8,423	1.6	66.4	7,667	1.5	91.0						
Net Profit	15,996	2.9	53.8	13,125	2.5	82.1						

※Due to the impact of the Coronavirus Disease 2019 (COVID-19) on business activities and business results, it is difficult to make a proper and reasonable calculation of business forecasts, we do not disclose this consolidated and non-consolidated business forecasts.
We will disclose it as soon as appropriate and rational calculations become possible.

(2) Selling, General and Administrative Expenses

(Units : Millions of yen, %)

Subject	Feb-2019			Feb-2020			Aug-2020 Forecast			Feb-2021 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Wages	59,085	10.8	102.5	58,962	11.3	99.8						
Personal expenses	70,163	12.9	102.5	69,947	13.4	99.7						
Advertising expenses	16,005	2.9	101.6	14,876	2.8	92.9						
Selling expenses	21,677	4.0	101.8	20,609	4.0	95.1						
Non-durable goods	1,126	0.2	88.3	956	0.2	84.9						
Display total	1,206	0.2	39.4	1,000	0.2	83.0						
Operating expenses	7,224	1.3	84.0	7,690	1.4	106.4						
Rental expenses	33,327	6.1	105.5	33,857	6.5	101.6						
Depreciation	5,719	1.0	100.4	5,367	1.0	93.8						
Facilities cost	46,186	8.5	102.1	45,449	8.7	98.4						
General expenses	4,022	0.7	99.7	3,906	0.8	97.1						
SG & A expenses	149,274	27.3	101.2	147,602	28.3	98.9						

(3) Consolidated quarterly Profit and loss statement

(Units : Millions of yen, %)

Subject	May-2019			Aug-2019			Nov-2019			Feb-2020		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	133,648	100.0	97.1	130,745	100.0	94.7	129,924	100.0	96.7	127,664	100.0	93.8
Cost of goods sold	90,553	67.8	97.5	85,780	65.6	91.6	87,708	67.5	96.6	88,264	69.1	93.0
Gross profit	43,094	32.2	96.2	44,965	34.4	101.3	42,215	32.5	97.0	39,399	30.9	95.9
Other operating income	225	0.2	95.5	240	0.2	93.0	229	0.2	100.7	216	0.1	95.9
Operating Gross Profit	43,320	32.4	96.2	45,206	34.6	101.3	42,445	32.7	97.0	39,615	31.0	95.9
SG & A expenses	37,727	28.2	99.7	36,443	27.9	97.2	37,852	29.1	101.1	35,578	27.8	97.5
Operating Profit	5,592	4.2	77.9	8,762	6.7	122.7	4,592	3.6	73.0	4,037	3.2	83.4
Ordinary Profit	5,767	4.3	78.1	8,826	6.8	120.0	4,873	3.8	74.7	4,387	3.4	88.0
Net Profit	3,793	2.8	79.3	5,819	4.5	123.2	3,030	2.3	71.5	482	0.4	21.4

(4) Consolidated Balance Sheets

(Units : Millions of yen, %)

	Feb-2019			Aug-2019			Feb-2020		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Current assets	223,446	56.2	99.2	240,046	58.4	103.6	240,113	58.9	107.5
Noncurrent assets	173,978	43.8	101.0	170,990	41.6	97.9	167,868	41.1	96.5
Total assets	397,425	100.0	100.0	411,037	100.0	101.1	407,981	100.0	102.7
Current liabilities	33,747	8.5	86.0	40,735	9.9	92.3	37,158	9.1	110.1
Noncurrent liabilities	4,601	1.1	88.4	4,765	1.2	99.5	4,921	1.2	106.9
Total liabilities	38,348	9.6	86.3	45,500	11.1	93.0	42,079	10.3	109.7
Total shareholder's equity	355,393	89.4	102.0	362,060	88.1	102.5	361,890	88.7	101.8
Valuation difference	3,682	1.0	78.8	3,476	0.8	82.5	4,011	1.0	108.9
Total net assets	359,076	90.4	101.7	365,536	88.9	102.2	365,901	89.7	101.9
Total assets	397,425	100.0	100.0	411,037	100.0	101.1	407,981	100.0	102.7

(5) Consolidated Major Financial Indicators

	Feb-2016	Feb-2017	Feb-2018	Feb-2019	Feb-2020
Capital adequacy ratio	86.8%	87.3%	88.8%	90.4%	89.7%
ROE	8.4%	10.3%	8.7%	4.5%	3.6%
ROA	7.2%	9.0%	7.6%	4.0%	3.3%
Ordinary profit to total assets	11.9%	13.7%	11.3%	6.6%	5.9%
Total assets turnover ratio	1.60 回	1.55 回	1.45 回	1.37 回	1.30 回
Interest-bearing debt ratio	0.6%	—%	—%	—%	—%
Gross profit ratio	31.5%	33.2%	33.5%	31.8%	32.5%
SG & A expenses ratio	24.4%	24.8%	26.1%	27.3%	28.3%
Operating profit ratio	7.3%	8.6%	7.6%	4.7%	4.4%
Ordinary profit ratio	7.5%	8.9%	7.8%	4.8%	4.6%
Net assets per share	8,293.63yen	9,015.46yen	9,606.97yen	9,770.24yen	9,956.38yen
EPS	673.25yen	894.09yen	808.56yen	435.23yen	357.15yen

2. Number of Stores by Region

Store Type Prefecture	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
	2018 End	Op en	clo se	2019 End	2018 End	Op en	clo se	2019 End	2018 End	Op en	clo se	2019 End	2018 End	Op en	clo se	2019 End	2018 End	Op en	clo se	2019 End	2018 End	Op en	clo se	2019 End
Hokkaido	68	1		69	20			20	16	1		17	9		1	8	1			1	114	2	1	115
Aomori	23			23	6	1		7	2	2		4	4			4					35	3		38
Iwate	20			20	7			7	4			4	1			1					32			32
Miyagi	35	1		36	10			10	8	1		9	3			3					56	2		58
Akita	17			17	7			7	4			4	2			2					30			30
Yamagata	16			16	6			6	5	1		6	3			3					30	1		31
Fukushima	40		1	39	9			9	6			6	5			5					60		1	59
Hokkaido Tohoku Area	219	2	1	220	65	1	0	66	45	5	0	50	27	0	1	26	1	0	0	1	357	8	2	363
Ibaraki	56			56	14			14	11			11	4			4	1			1	86			86
Tochigi	36			36	10			10	10			10	8		1	7					64		1	63
Gunma	39			39	11			11	8	1		9	5			5					63	1		64
Saitama	104	1		105	21			21	18	2		20	6			6	2			2	151	3		154
Chiba	77	1		78	18			18	19			19	3			3					117	1		118
Tokyo	67	3	1	69	5			5	11			11	2			2	1			1	86	3	1	88
Kanagawa	64	1	1	64	10			10	11			11	1			1	2			2	88	1	1	88
Yamanashi	14			14	5			5	2			2	1			1					22			22
Nagano	41		2	39	11			11	5	1	1	5	4			4	1		1		62	1	4	59
Kanto Koshin Area	498	6	4	500	105	0	0	105	95	4	1	98	34	0	1	33	7	0	1	6	739	10	7	742
Niigata	36			36	10			10	6			6	2			2					54			54
Toyama	22			22	4			4	4			4									30			30
Ishikawa	18			18	2			2	3			3									23			23
Fukui	12			12	2			2	2			2	2			2					18			18
Hokuriku Area	88	0	0	88	18	0	0	18	15	0	0	15	4	0	0	4	0	0	0	0	125	0	0	125
Gifu	28			28	3			3	3			3									34			34
Shizuoka	43			43	9			9	13	1		14	3			3					68	1		69
Aichi	66			66	8			8	7			7					1			1	82			82
Mie	22			22	7			7	3			3									32			32
Tokai Area	159	0	0	159	27	0	0	27	26	1	0	27	3	0	0	3	1	0	0	1	216	1	0	217

Store Type Prefecture	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
	2018 End	Op en	Cl _o se	2019 End	2018 End	Op en	Cl _o se	2019 End	2018 End	Op en	Cl _o se	2019 End	2018 End	Op en	Cl _o se	2019 End	2018 End	Op en	Cl _o se	2019 End	2018 End	Op en	Cl _o se	2019 End
Shiga	19			19	4			4	3	1		4	1			1	1			1	28	1		29
Kyoto	21	1		22	4			4	5			5				1				1	31	1		32
Oosaka	56	1	1	56	18		1	17	17	1	1	17	1			1	1			1	93	2	3	92
Hyougo	49			49	11			11	9			9	3			3	1			1	73			73
Nara	17			17	6			6	4	1		5	3		1	2					30	1	1	30
Wakayama	14			14	2			2	2			2	1			1					19			19
Kinki Area	176	2	1	177	45	0	1	44	40	3	1	42	9	0	1	8	4	0	0	4	274	5	4	275
Tottori	7			7	2			2	3			3	2			2					14			14
Shimane	9			9	2			2	3			3	2			2	1			1	17			17
Okayama	22	1		23	4			4	4	1		5									30	2		32
Hiroshima	22			22	4			4	3			3	1			1	2			2	32			32
Yamaguchi	20			20	4			4	5			5									29			29
Chugoku Area	80	1	0	81	16	0	0	16	18	1	0	19	5	0	0	5	3	0	0	3	122	2	0	124
Tokushima	9	1		10	2			2	1			1									12	1		13
Kagawa	13			13	2			2	2	1		3	1			1					18	1		19
Ehime	17			17	4			4	4			4	2			2	1			1	28			28
Kochi	12			12	2			2	1			1									15			15
Shikoku Area	51	1	0	52	10	0	0	10	8	1	0	9	3	0	0	3	1	0	0	1	73	2	0	75
Fukuoka	47		1	46	15			15	16			16	3			3	1			1	82		1	81
Saga	12			12	1			1	1			1									14			14
Nagasaki	14			14	3			3	4			4	3			3					24			24
Kumamoto	21			21	2			2	3			3	1			1					27			27
Ooita	16		1	15	3		1	2	3			3	2		1	1					24		3	21
Miyazaki	17			17	2			2	2			2									21			21
Kagoshima	19			19	4			4	3			3	2			2					28			28
Okinawa	11			11	4			4	5			5	1			1					21			21
Kyusyu Okinawa Area	157	0	2	155	34	0	1	33	37	0	0	37	12	0	1	11	1	0	0	1	241	0	4	237
Japan Total	1,428	12	8	1,432	320	1	2	319	284	15	2	297	97	0	4	93	18	0	1	17	2,147	28	17	2,158
CHINA TAIWAN																					47	1	0	48
CHINA(Shanghai)																					11	0	3	8
T o t a l	1,428	12	8	1,432	320	1	2	319	284	15	2	297	97	0	4	93	18	0	1	17	2,205	29	20	2,214

3. Store operation

(1) Store openings

		Feb-2017	Feb-2018	Feb-2019	Feb-2020	Feb-2021 Forecast
Shimamura	New store openings	21	40	27	12	10
	Closures	1	4	0	8	3
	Renovation	71	110	72	50	28
	Scrap & rebuild	6	3	2	0	0
	Year-end total	1,365	1,401	1,428	1,432	1,439
Avail	New store openings	5	12	11	1	10
	Closures	0	0	4	2	6
	Scrap & rebuild	2	1	0	0	0
	Year-end total	301	313	320	319	323
Birthday	New store openings	30	23	23	15	10
	Closures	0	2	0	2	6
	Scrap & rebuild	0	0	0	0	0
	Year-end total	240	261	284	297	301
Chambre	New store openings	5	3	0	0	7
	Closures	0	1	1	4	4
	Scrap & rebuild	0	0	0	0	0
	Year-end total	96	98	97	93	96
Divalo	New store openings	0	5	3	0	3
	Closures	9	0	1	1	2
	Scrap & rebuild	0	0	0	0	0
	Year-end total	11	16	18	17	18
CHINA TAIWAN Shimamura	New store openings	3	3	3	1	1
	Closures	0	0	1	0	3
	Scrap & rebuild	0	0	0	2	0
	Year-end total	42	45	47	48	46
CHINA(Shanghai) Shimamura	New store openings	0	1	1	0	0
	Closures	3	1	1	3	3
	Scrap & rebuild	0	0	0	0	0
	Year-end total	11	11	11	8	5
Shimamura Group	New store openings	64	87	68	29	41
	Closures	13	8	8	20	27
	Scrap & rebuild	8	4	2	2	0
	Year-end total	2,066	2,145	2,205	2,214	2,228

(2) Retail Floor Space

(Units : m²)

Store Type	Feb-2017	Feb-2018	Feb-2019	Feb-2020	Feb-2021 Forecast
Shimamura	1,422,010	1,461,905	1,489,931	1,493,558	1,501,000
Avail	297,993	309,563	316,874	316,109	320,000
Birthday	222,192	241,670	262,728	275,045	279,000
Chambre	92,259	93,193	92,185	88,125	91,000
Divalo	4,163	6,562	7,636	7,119	7,500
CHINA TAIWAN Shimamura	40,212	42,813	44,834	44,890	43,000
CHINA (Shanghai) Shimamura	10,142	9,981	8,326	5,386	3,500
Shimamura Group	2,088,971	2,165,687	2,222,514	2,230,232	2,245,000

4. Number of Employees

(Units : person, %)

		Feb-2018		Feb-2019		Feb-2020		Feb-2021 Forecast	
		Person	YOY	Person	YOY	Person	YOY	Person	YOY
Shimamura Non-consolidated	Full-time	2,623	105.5	2,671	101.8	2,680	100.3	2,710	101.1
	Part-time	12,617	102.5	12,742	101.0	12,260	96.2	12,370	100.9
	Total	15,240	103.0	15,413	101.1	14,940	96.9	15,080	100.9
Subsidiary	Full-time	548	—	503	91.8	482	95.8	460	95.4
	Part-time	59	14.9	61	102.0	48	78.7	30	62.5
	Total	607	115.3	564	92.8	530	94.0	490	92.5
Shimamura Group Total	Full-time	3,171	121.3	3,174	100.1	3,162	99.6	3,170	100.3
	Part-time	12,677	99.8	12,803	101.0	12,308	96.1	12,400	100.7
	Total	15,848	103.4	15,977	100.8	15,470	96.8	15,570	100.6

5. Capital Expenditures

(1) Shimamura Co., Ltd.(Non-consolidated)

(Until : Millions of yen, %)

	Feb-2018	YOY	Feb-2019	YOY	Feb-2020	YOY	Feb-2021 Forecast	YOY
Buildings	6,152	96.6	5,270	85.7	2,190	41.6	4,900	223.6
Structures	721	73.5	769	106.6	330	42.9	500	151.4
Machine	—	—	3	—	2	69.6	200	—
Equipment	479	167.9	306	64.0	259	84.4	100	38.6
Land	532	43.5	4	0.8	96	—	4,000	—
Construction in progress	89	165.9	3,712	—	269	7.3	2,100	—
Tangible fixed assets	7,975	87.1	10,066	126.2	3,148	31.3	11,800	—
Deposits for rent	2,178	118.2	1,752	80.4	1,162	66.4	1,200	103.2
Lease deposits	111	—	23	20.8	23	100.4	24	102.7
Total capital expenditures	10,265	93.1	11,842	115.4	4,335	36.6	13,024	—
Depreciation	5,529	96.6	5,555	100.5	5,217	93.9	5,202	99.7

(2) Subsidiary

(Units : Millions of yen, %)

	Feb-2018	YOY	Feb-2019	YOY	Feb-2020	YOY	Feb-2021 Forecast	YOY
Total capital expenditures	411	92.5	295	71.8	138	47.0	137	98.6
Depreciation	166	90.7	163	98.7	149	91.3	148	98.9

(3) Shimamura Co., Ltd.(consolidated)

(Units : Millions of yen, %)

	Feb-2018	YOY	Feb-2019	YOY	Feb-2020	YOY	Feb-2021 Forecast	YOY
Total capital expenditures	10,677	93.1	12,137	113.7	4,474	36.9	13,161	294.2
Depreciation	5,695	96.4	5,719	100.4	5,367	93.8	5,350	99.7

II. Shimamura Co., Ltd.(Non-consolidated)

1. Non-consolidated Financial Summary and Forecast

(1) Non-consolidated profit and loss statement

(Units : Millions of yen, %)

	Feb-2019			Feb-2020			Aug-2020 Forecast			Feb-2021 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	539,834	100.0	96.7	516,068	100.0	95.6						
Cost of goods sold	368,233	68.2	99.1	348,570	67.5	94.7						
Gross profit	171,600	31.8	91.7	167,497	32.5	97.6						
Other operating income	940	0.2	94.6	905	0.1	96.3						
Operating Gross Profit	172,540	32.0	91.7	168,403	32.6	97.6						
SG & A expenses	146,387	27.2	101.2	144,917	28.0	99.0						
Operating Profit	26,153	4.8	60.2	23,485	4.6	89.8						
Non-operating income	893	0.2	86.7	936	0.2	104.9						
Non-operating expenses	723	0.1	—	870	0.2	120.3						
Ordinary Profit	26,322	4.9	59.3	23,551	4.6	89.5						
Extraordinary losses	1,884	0.4	74.2	2,888	0.6	153.3						
Pretax profit	24,438	4.5	58.4	20,662	4.0	84.6						
Tax	8,148	1.5	66.3	9,902	1.9	121.5						
Net Profit	16,289	3.0	55.1	10,760	2.1	66.1						

(2) Selling, General and Administrative Expenses

(Units : Millions of yen, %)

	Feb-2019			Feb-2020			Aug-2020 Forecast			Feb-2021 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Wages	58,061	10.8	102.5	57,977	11.2	99.9						
Personal expenses	68,953	12.8	102.6	68,801	13.3	99.8						
Advertising expenses	15,859	2.9	101.8	14,775	2.9	93.2						
Selling expenses	21,335	4.0	102.2	20,331	3.9	95.3						
Non-durable goods	1,112	0.2	88.0	948	0.2	85.2						
Display total	1,176	0.2	39.1	989	0.2	84.1						
Operating expenses	7,106	1.3	84.1	7,615	1.5	107.2						
Rental expenses	32,508	6.0	105.4	33,024	6.4	101.6						
Depreciation	5,555	1.0	100.5	5,217	1.0	93.9						
Facilities cost	45,028	8.4	102.0	44,305	8.6	98.4						
General expenses	3,962	0.7	99.7	3,863	0.7	97.5						
SG & A expenses	146,387	27.2	101.2	144,917	28.0	99.0						

2. Sales and Gross profit

(1) Monthly sales, customer numbers and per customer spending (Shimamura)

(Units : %)

Feb-2020 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	97.7	88.9	99.2	94.9	97.9	82.5	100.6	93.1	94.0
	All stores	99.3	90.3	100.3	96.2	98.6	83.2	101.4	93.9	95.0
Customer numbers	All Stores	102.1	92.1	96.8	96.4	95.2	84.1	96.2	91.6	93.9
Spending per customers		97.3	98.0	103.6	99.8	103.6	99.0	105.4	102.5	101.2

Feb-2020 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	95.6	91.3	98.7	95.3	91.0	90.1	95.4	91.7	93.5	93.7
	All stores	96.3	92.3	99.4	96.1	91.5	90.6	96.0	92.2	94.1	94.6
Customer numbers	All Stores	93.6	93.5	99.2	95.6	93.8	91.6	95.7	93.5	94.6	94.2
Spending per customers		102.9	98.7	100.2	100.5	97.5	98.8	100.3	98.6	99.5	100.4

Feb-2019 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	94.4	101.4	92.3	96.1	88.3	88.8	94.4	90.3	93.1
	All stores	96.5	103.6	94.7	98.4	90.8	91.0	96.6	92.6	95.3
Customer numbers	All Stores	97.3	108.9	98.2	101.8	97.1	94.4	98.0	96.4	98.9
Spending per customers		99.2	95.1	96.4	96.7	93.6	96.4	98.6	96.1	96.4

Feb-2019 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	93.1	92.9	87.7	90.8	92.2	99.9	97.0	96.0	93.4	93.2
	All stores	95.4	94.7	89.4	92.7	93.5	101.3	98.4	97.3	95.0	95.2
Customer numbers	All Stores	98.6	100.5	92.4	96.9	92.4	100.3	98.7	96.7	96.8	97.9
Spending per customers		96.8	94.2	96.7	95.7	101.2	100.9	99.7	100.6	98.1	97.2

(2) Net sales, Customer numbers, Items purchased customer, Average spending per customer, Average price per item sold (Shimamura)

	Feb-2016		Feb-2017		Feb-2018		Feb-2019		Feb-2020	
	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY
Net store sales(Millions of yen)	441,152	106.5	451,937	102.4	446,141	98.7	424,558	95.2	401,525	94.6
Customer of number(Thousands)	166,035	103.4	168,209	101.3	169,943	101.0	166,306	97.9	156,690	94.2
Items purchased customer	3.0	97.9	3.0	98.5	2.9	99.2	2.9	101.5	2.9	97.3
Average spending Per customer(Yen)	2,657	103.0	2,687	101.1	2,625	97.7	2,553	97.2	2,563	100.4
Average price per item sold(Yen)	886	105.3	910	102.7	896	98.5	859	95.8	887	103.2

(3) Monthly sales, customer numbers and per customer spending (Avail)

(Units : %)

Feb-2020 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	106.5	92.3	100.7	99.1	101.8	94.9	103.4	100.0	99.5
	All stores	108.4	93.7	102.1	100.6	102.0	95.3	104.3	100.5	100.6
Customer numbers	All Stores	111.8	93.8	100.4	101.1	100.1	94.4	100.6	98.4	99.7
Spending per customers		96.9	99.9	101.7	99.5	101.9	101.0	103.7	102.2	100.9

Feb-2020 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	96.5	92.5	100.1	96.4	91.2	93.1	109.3	95.7	96.0	97.8
	All stores	97.0	93.2	100.2	96.8	90.5	93.0	108.9	95.2	96.0	98.3
Customer numbers	All Stores	97.7	93.5	98.8	96.6	90.2	90.9	102.5	93.3	94.9	97.4
Spending per customers		99.3	99.7	101.4	100.3	100.4	102.3	106.2	102.1	101.1	100.9

Feb-2019 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	88.8	101.8	92.0	94.5	88.2	92.0	100.1	93.5	94.0
	All stores	92.5	106.4	96.3	98.8	92.9	96.7	104.8	98.2	98.5
Customer numbers	All Stores	94.9	109.5	99.0	101.3	96.3	96.4	105.4	99.5	100.4
Spending per customers		97.5	97.2	97.2	97.5	96.5	100.3	99.5	98.7	98.1

Feb-2019 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	91.5	98.6	91.4	93.9	100.8	107.7	98.6	103.0	98.4	96.1
	All stores	96.2	103.5	95.4	98.4	103.4	110.2	101.0	105.6	102.0	100.2
Customer numbers	All Stores	98.0	107.3	96.6	100.5	101.6	111.5	102.0	105.5	102.9	101.6
Spending per customers		98.2	96.5	98.8	97.8	101.8	98.8	99.0	100.1	99.1	98.6

(4) Net sales, Customer numbers, Items purchased customer, Average spending per customer, Average price per item sold (Avail)

	Feb-2016		Feb-2017		Feb-2018		Feb-2019		Feb-2020	
	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY
Net store sales(Millions of yen)	49,500	99.1	50,377	101.8	50,782	100.8	50,880	100.2	50,013	98.3
Customer of number(Thousands)	15,926	92.9	15,902	99.9	16,738	105.3	17,006	101.6	16,559	97.4
Items purchased customer	2.3	94.8	2.3	99.9	2.3	102.2	2.4	102.5	2.4	99.2
Average spending Per customer(Yen)	3,108	106.6	3,168	101.9	3,034	95.8	2,992	98.6	3,020	100.9
Average price per item sold(Yen)	1,374	112.5	1,402	102.0	1,314	93.7	1,264	96.2	1,285	101.8

(5) Monthly sales, customer numbers and per customer spending (Birthday)

(Units : %)

Feb-2020 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	97.9	92.3	98.8	96.0	95.6	86.7	95.7	92.5	94.5
	All stores	104.1	97.3	103.0	101.1	99.8	91.0	100.1	96.8	99.2
Customer numbers	All Stores	108.6	102.0	102.7	104.1	100.7	93.5	100.6	98.1	101.3
Spending per customers		95.8	95.3	100.4	97.1	99.1	97.3	99.4	98.6	98.0

Feb-2020 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	92.6	95.6	98.7	95.9	90.9	98.1	106.8	97.3	96.6	95.5
	All stores	96.7	100.1	102.4	100.0	96.2	102.7	111.8	102.3	101.1	100.1
Customer numbers	All Stores	97.0	98.6	102.4	99.5	96.7	99.9	107.9	100.8	100.1	100.7
Spending per customers		99.7	101.5	99.9	100.5	99.6	102.8	103.6	101.5	101.0	99.5

Feb-2019 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	98.7	102.2	99.6	100.3	96.7	101.2	98.6	98.8	99.7
	All stores	106.1	109.9	108.0	108.2	104.7	109.0	106.5	106.7	107.5
Customer numbers	All Stores	104.9	108.4	108.2	107.3	106.7	107.4	106.3	106.8	107.1
Spending per customers		101.1	101.4	99.8	100.8	98.1	101.5	100.2	99.9	100.4

Feb-2019 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	99.6	94.9	89.7	94.1	98.6	102.4	90.9	97.9	95.8	97.7
	All stores	107.2	101.1	96.7	101.0	105.4	109.5	97.1	104.7	102.7	105.0
Customer numbers	All Stores	108.9	104.5	97.5	103.1	102.6	109.5	97.5	103.5	103.3	105.2
Spending per customers		98.4	96.8	99.2	97.9	102.8	100.0	99.6	101.2	99.4	99.9

(6) Net sales, Customer numbers, Items purchased customer, Average spending per customer, Average price per item sold (Birthday)

	Feb-2016		Feb-2017		Feb-2018		Feb-2019		Feb-2020	
	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY
Net store sales(Millions of yen)	38,552	123.5	46,882	121.6	51,362	109.6	53,945	105.0	54,019	100.1
Customer of number(Thousands)	14,399	118.7	16,871	117.2	18,374	108.9	19,323	105.2	19,455	100.7
Items purchased customer	3.6	98.9	3.5	99.5	3.5	100.1	3.6	101.3	3.6	99.4
Average spending Per customer(Yen)	2,677	104.0	2,779	103.8	2,795	100.6	2,792	99.9	2,777	99.5
Average price per item sold(Yen)	743	105.2	775	104.3	779	100.5	768	98.6	769	100.0

(7) Sales and Gross profit Breakdown by Product Line

(Units : Millions of yen, %)

	Feb-2018					Feb-2019					Feb-2020				
	Amount	YOY	Comp ratio	Margin	YOY	Amount	YOY	Comp ratio	Margin	YOY	Amount	YOY	Comp ratio	Margin	YOY
Woman's wear	144,592	98.4	32.4	32.3	0.2	135,855	94.0	32.0	30.0	△2.3	129,871	95.6	32.3	30.7	0.7
Underwear	108,479	99.2	24.3	36.5	△0.1	102,675	94.6	24.2	34.7	△1.8	97,613	95.1	24.3	34.8	0.1
Bedclothes	45,282	92.6	10.2	33.6	0.9	42,366	93.6	10.0	31.5	△2.1	39,065	92.2	9.7	30.6	△0.9
Men's wear	41,303	104.4	9.3	31.2	0.5	41,809	101.2	9.8	30.3	△0.9	37,282	89.2	9.3	31.4	1.1
Baby & Kid's	30,917	99.8	6.9	28.4	0.0	30,921	100.0	7.3	25.6	△2.8	28,720	92.9	7.2	27.5	1.9
Accessories	30,169	100.5	6.8	32.6	0.2	29,023	96.2	6.8	32.2	△0.4	27,662	95.3	6.9	32.2	0.0
Interior	25,104	102.2	5.6	34.1	0.0	23,272	92.7	5.5	32.3	△1.8	23,815	102.3	5.9	33.3	1.0
Shoes	20,291	93.9	4.5	33.7	△0.1	18,635	91.8	4.4	30.4	△3.3	17,493	93.9	4.4	33.1	2.7
Shimamura	446,141	98.7	100.0	33.3	0.2	424,558	95.2	100.0	31.3	△2.0	401,525	94.6	100.0	31.9	0.6
Woman's wear	20,944	102.0	41.2	35.5	0.8	20,808	99.3	40.9	34.7	△0.8	21,278	102.3	42.5	36.8	2.1
Men's wear	12,546	100.6	24.7	33.4	5.3	12,797	102.0	25.2	34.8	1.4	12,040	94.1	24.1	34.8	0.0
Shoes	12,278	97.9	24.2	36.0	△2.0	12,062	98.2	23.7	32.8	△3.2	11,528	95.6	23.1	35.5	2.7
Underwear	5,012	103.8	9.9	37.7	△0.1	5,212	104.0	10.2	35.6	△2.1	5,166	99.1	10.3	37.0	1.4
Avail	50,782	100.8	100.0	35.3	1.1	50,880	100.2	100.0	34.4	△0.9	50,013	98.3	100.0	36.1	1.7
Goods·Maternity	24,595	109.1	47.9	31.1	0.1	25,757	104.7	47.8	30.7	△0.4	25,757	100.0	47.7	30.4	△0.3
Kid's wear	14,599	114.2	28.4	34.1	0.0	15,561	106.6	28.8	32.8	△1.3	15,499	99.6	28.7	32.4	△0.4
Baby's wear	12,168	105.2	23.7	35.8	0.0	12,626	103.8	23.4	35.1	△0.7	12,762	101.1	23.6	35.6	0.5
Birthday	51,362	109.6	100.0	33.1	0.1	53,945	105.0	100.0	32.3	△0.8	54,019	100.1	100.0	32.2	△0.1
Chambre	9,688	101.8	-	36.6	6.1	9,763	100.8	-	37.0	0.4	9,784	100.2	-	37.8	0.8
Divalo	537	88.0	-	32.7	4.3	686	127.6	-	32.3	△0.4	724	105.6	-	34.4	2.1
Total	558,513	99.9	-	33.5	0.4	539,834	96.7	-	31.8	△1.7	516,068	95.6	-	32.5	0.7

(8) New store sales trend (Shimamura)

	Feb-2016	YOY	Feb-2017	YOY	Feb-2018	YOY	Feb-2019	YOY	Feb-2020	YOY
New store sales	4,551,318	108.9	3,622,232	79.6	5,725,786	158.1	4,444,291	77.6	2,103,597	47.3
Month in operation	160	103.2	139	86.9	224	161.2	204	91.1	86	42.2
New store sales per month	28,446	105.5	26,059	91.6	25,562	98.1	21,786	85.2	24,460	112.3
New store openings	26	108.3	21	80.8	40	190.5	27	67.5	12	44.4

3. Sales by prefecture and Retail floor space (Shimamura)

(Units: Millions of yen, m², %)

Prefecture	Net sales	YOY (%)	Retail Space	YOY (%)	Number stores	Market Share
Hokkaido	19,378	98.7	75,800	101.4	69	7.2
Aomori	6,336	95.8	23,811	100.0	23	12.5
Iwate	5,730	93.6	20,302	100.0	20	10.5
Miyagi	8,877	93.7	37,773	102.5	36	8.6
Akita	4,570	94.8	17,460	100.0	17	12.5
Yamagata	4,826	94.0	17,248	100.0	16	11.5
Fukushima	10,637	93.0	40,123	97.8	39	13.6
Hokkaido Tohoku area	60,358	95.4	232,517	100.5	220	9.5
Ibaraki	14,266	92.8	58,903	99.8	56	9.9
Tochigi	9,496	94.7	36,235	100.0	36	10.2
Gunma	9,608	92.6	40,667	100.0	39	11.4
Saitama	30,793	94.0	110,858	101.0	105	7.3
Chiba	21,486	93.6	83,776	101.5	78	6.3
Tokyo	22,246	97.8	62,697	103.1	69	2.3
Kanagawa	20,946	94.3	69,121	99.2	64	4.2
Yamanashi	3,717	93.6	14,350	100.0	14	10.4
Nagano	9,971	92.2	40,340	95.1	39	10.6
Kanto Koshin Area	142,532	94.2	516,947	100.3	500	5.3
Niigata	9,380	93.9	38,762	100.0	36	11.2
Toyama	4,766	93.6	21,657	100.0	22	10.6
Ishikawa	4,035	94.7	18,569	100.0	18	6.6
Fukui	3,024	93.3	11,596	100.0	12	8.9
Hokuriku area	21,207	93.9	90,584	100.0	88	9.5
Gifu	6,766	93.7	27,937	100.0	28	6.6
Shizuoka	14,183	92.7	45,172	100.0	43	8.0
Aichi	20,288	93.7	67,967	100.0	66	5.2
Mie	5,501	92.2	23,196	99.9	22	5.8
Tokai Area	46,739	93.2	164,272	100.0	159	6.1
Shiga	4,678	91.9	19,504	100.0	19	7.0
Kyoto	6,346	96.8	23,862	106.4	22	4.3

Prefecture	Net sales	YOY (%)	Retail Space	YOY (%)	Number stores	Market Share
Oosaka	18,190	97.4	60,352	100.4	56	3.7
Hyougo	13,522	95.7	50,810	100.0	49	4.5
Nara	3,964	94.3	16,520	100.0	17	4.6
Wakayama	3,756	93.1	13,895	100.0	14	9.5
Kinki area	50,458	95.8	184,943	100.9	177	4.4
Tottori	2,521	93.4	8,051	100.0	7	12.4
Shimane	2,150	93.7	9,239	100.0	9	7.3
Okayama	6,743	96.0	24,052	104.3	23	7.9
Hiroshima	6,534	95.1	23,031	100.0	22	4.4
Yamaguchi	4,878	95.0	21,205	100.0	20	8.7
Chugoku area	22,828	95.0	85,578	101.2	81	6.7
Tokushima	2,558	97.9	10,199	110.8	10	7.3
Kagawa	3,111	95.0	13,426	100.0	13	7.0
Ehime	4,763	94.8	18,233	100.0	17	7.3
Kochi	3,134	94.2	12,213	100.0	12	8.8
Shikoku Area	13,567	95.3	54,071	101.9	52	7.5
Fukuoka	13,604	95.2	51,215	98.1	46	4.5
Saga	3,091	94.5	12,013	100.0	12	8.6
Nagasaki	4,048	93.8	15,709	100.0	14	5.9
Kumamoto	5,950	92.4	20,552	100.0	21	6.8
Ooita	4,282	93.7	16,729	92.0	15	7.3
Miyazaki	4,694	94.7	17,980	100.0	17	10.7
Kagoshima	5,295	95.4	19,136	100.0	19	7.1
Okinawa	2,864	95.0	11,312	100.0	11	6.1
Kyusyu Okinawa Area	43,832	94.5	164,646	98.5	155	6.1
Shimamura	401,525	94.6	1,493,558	100.2	1,432	6.0
Avail	50,013	98.3	316,109	99.8	319	-
Birthday	54,019	100.1	275,045	104.7	297	-
Chamble	9,784	100.2	88,125	95.6	93	-
Divalo	724	105.6	7,119	93.2	17	-

III. CHINA TAIWAN Shimamura

1. Financial Summary and Forecast

(1) Profit and loss statement

(Units : Millions of yen, %)

	Feb-2019			Feb-2020			Aug-2020 Forecast			Feb-2021 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	5,621	100.0	93.9	5,566	100.0	99.0						
Cost of goods sold	3,612	64.3	94.4	3,492	62.7	96.7						
Operating Gross Profit	2,018	35.9	93.1	2,079	37.4	103.1						
SG & A expenses	2,218	39.5	103.1	2,214	39.8	99.8						
Operating Profit	△200	—	—	△134	—	66.9						
Ordinary Profit	△240	—	—	△174	—	72.3						
Net Profit	△336	—	—	△343	—	101.8						

Exchange rates (1NT\$)	3.60yen	3.69yen		
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(2) Profit and loss statement

(Units : Millions of NT\$, %)

	Feb-2019			Feb-2020			Aug-2020 Forecast			Feb-2021 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	1,561	100.0	96.0	1,508	100.0	96.6						
Cost of goods sold	1,003	64.3	96.5	946	62.7	94.3						
Operating Gross Profit	560	35.9	95.2	563	37.4	100.5						
SG & A expenses	616	39.5	105.3	600	39.8	97.4						
Operating Profit	△55	—	—	△36	—	65.3						
Ordinary Profit	△66	—	—	△47	—	70.5						
Net Profit	△93	—	—	△92	—	99.3						

IV. CHINA (Shanghai) Shimamura

1. Financial Summary and Forecast

(1) Profit and loss statement

(Units : Millions of yen, %)

	Dec-2018			Dec-2019			Jun-2020 Forecast			Dec-2020 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	549	100.0	91.5	347	100.0	63.2						
Cost of goods sold	383	69.7	94.8	243	70.1	63.5						
Operating Gross Profit	166	30.3	83.3	104	29.9	62.5						
SG & A expenses	657	119.5	90.7	460	132.5	70.1						
Operating Profit	△490	—	93.5	△356	—	72.7						
Ordinary Profit	△510	—	99.4	△390	—	76.5						
Net Profit	△571	—	89.7	△395	—	69.2						

Exchange rates (RMB)	16.44yen	15.98yen		
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(2) Profit and loss statement

(Units : Millions of RMB, %)

	Dec-2018			Dec-2019			Jun-2020 Forecast			Dec-2020 Forecast		
	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY
Net Sales	33	100.0	98.0	21	100.0	65.0						
Cost of goods sold	23	69.7	101.5	15	70.1	65.4						
Operating Gross Profit	10	30.3	89.2	6	29.9	64.3						
SG & A expenses	39	119.5	97.1	28	132.5	72.1						
Operating Profit	△29	—	100.1	△22	—	74.8						
Ordinary Profit	△31	—	106.4	△24	—	78.7						
Net Profit	△34	—	96.0	△24	—	71.2						