

Investors' Guide

August-2019

Shimamura Co., Ltd.

I. Shimamura Co., Ltd. (Consolidated)

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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	Aug-2018			Feb-2019			Aug-2019			Feb-2020 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	275,616	100.0	97.0	545,996	100.0	96.6	264,393	100.0	95.9	563,000	100.0	103.1
Shimamura	214,823	78.0	95.3	424,558	77.8	95.2	204,124	77.2	95.0	434,770	77.2	102.4
Avail	25,506	9.3	98.5	50,880	9.3	100.2	25,649	9.7	100.6	52,700	9.4	103.6
Birthday	26,806	9.7	107.5	53,945	9.9	105.0	26,593	10.1	99.2	58,000	10.3	107.5
Chambre	4,948	1.8	102.8	9,763	1.8	100.8	4,969	1.9	100.4	10,100	1.8	103.4
Divalo	362	0.1	137.6	686	0.1	127.6	398	0.1	109.9	930	0.2	135.5
CHINA TAIWAN	2,876	1.0	110.0	5,622	1.0	93.9	2,464	0.9	85.7	5,920	1.0	105.3
CHINA(Shanghai)	293	0.1	113.6	549	0.1	91.0	195	0.1	66.5	580	0.1	105.5
Cost of goods sold	186,460	67.7	99.2	372,219	68.2	99.1	176,333	66.7	94.6	377,276	67.0	101.4
Gross profit	89,155	32.3	92.7	173,776	31.8	91.7	88,060	33.3	98.8	185,724	33.0	106.9
Other operating income	495	0.2	95.9	948	0.2	94.8	466	0.2	94.2	1,003	0.2	105.7
Operating Gross Profit	89,650	32.5	92.7	174,725	32.0	91.7	88,526	33.5	98.7	186,727	33.2	106.9
SG & A expenses	75,333	27.3	103.4	149,274	27.3	101.2	74,171	28.1	98.5	151,992	27.0	101.8
Operating Profit	14,317	5.2	60.0	25,451	4.7	59.3	14,355	5.4	100.3	34,735	6.2	136.5
Non-operating income	498	0.1	91.6	917	0.1	87.9	441	0.2	88.6	1,009	0.1	109.9
Non-operating expenses	75	0.0	193.9	123	0.0	—	202	0.1	268.3	34	0.0	27.4
Ordinary Profit	14,740	5.3	60.5	26,245	4.8	59.8	14,593	5.5	99.0	35,710	6.3	136.1
Extraordinary losses	353	0.1	91.8	1,825	0.3	120.8	237	0.1	67.1	1,005	0.1	55.1
Pretax profit	14,386	5.2	60.0	24,420	4.5	57.6	14,356	5.4	99.8	34,705	6.2	142.1
Tax	4,879	1.8	63.2	8,423	1.6	66.4	4,743	1.8	97.2	11,225	2.0	133.3
Net Profit	9,506	3.4	58.4	15,996	2.9	53.8	9,613	3.6	101.1	23,480	4.2	146.8

(2) Selling, General and Administrative Expenses

(Units : Millions of yen, %)

Subject	Aug-2018			Feb-2019			Aug-2019			Feb-2020 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Wages	29,558	10.7	104.4	59,085	10.8	102.5	29,358	11.1	99.3	60,838	10.8	103.0
Personal expenses	35,071	12.7	104.4	70,163	12.9	102.5	34,835	13.2	99.3	72,432	12.9	103.2
Advertising expenses	8,456	3.1	101.4	16,005	2.9	101.6	8,414	3.2	99.5	15,431	2.7	96.4
Selling expenses	11,296	4.1	102.5	21,677	4.0	101.8	11,139	4.2	98.6	21,511	3.8	99.2
Non-durable goods	654	0.2	107.8	1,126	0.2	88.3	469	0.2	71.8	1,143	0.2	101.5
Display total	913	0.3	56.0	1,206	0.2	39.4	583	0.2	63.9	1,483	0.3	122.9
Operating expenses	3,774	1.4	91.8	7,224	1.3	84.0	3,512	1.3	93.1	7,655	1.3	106.0
Rental expenses	16,515	6.0	106.2	33,327	6.1	105.5	16,893	6.4	102.3	34,362	6.1	103.1
Depreciation	2,842	1.0	101.0	5,719	1.0	100.4	2,726	1.0	95.9	5,695	1.0	99.6
Facilities cost	23,155	8.4	105.2	46,186	8.5	102.1	22,739	8.6	98.2	46,588	8.3	100.9
General expenses	2,035	0.7	97.0	4,022	0.7	99.7	1,944	0.8	95.5	3,806	0.7	94.6
SG & A expenses	75,333	27.3	103.4	149,274	27.3	101.2	74,171	28.1	98.5	151,992	27.0	101.8

(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						
Cost of goods sold	90,553	67.8	97.5	85,780	65.6	91.6						
Gross profit	43,094	32.2	96.2	44,965	34.4	101.3						
Other operating income	225	0.2	95.5	240	0.2	93.0						
Operating Gross Profit	43,320	32.4	96.2	45,206	34.6	101.3						
SG & A expenses	37,727	28.2	99.7	36,443	27.9	97.2						
Operating Profit	5,592	4.2	77.9	8,762	6.7	122.7						
Ordinary Profit	5,767	4.3	78.1	8,826	6.8	120.0						
Net Profit	3,793	2.8	79.3	5,819	4.5	123.2						

(4) Consolidated Balance Sheets

(Units : Millions of yen, %)

	Aug-2018			Feb-2019			Aug-2019		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Current assets	231,753	57.0	103.4	223,446	56.2	99.2	240,046	58.4	103.6
Noncurrent assets	174,719	43.0	101.6	173,978	43.8	101.0	170,990	41.6	97.9
Total assets	406,472	100.0	102.6	397,425	100.0	100.0	411,037	100.0	101.1
Current liabilities	44,149	10.8	90.8	33,747	8.5	86.0	40,735	9.9	92.3
Noncurrent liabilities	4,789	1.2	105.0	4,601	1.1	88.4	4,765	1.2	99.5
Total liabilities	48,939	12.0	92.0	38,348	9.6	86.3	45,500	11.1	93.0
Total shareholder's equity	353,320	86.9	104.1	355,393	89.4	102.0	362,060	88.1	102.5
Valuation difference	4,213	1.1	115.8	3,682	1.0	78.8	3,476	0.8	82.5
Total net assets	357,533	88.0	104.3	359,076	90.4	101.7	365,536	88.9	102.2
Total assets	406,472	100.0	102.6	397,425	100.0	100.0	411,037	100.0	101.1

(5) Consolidated Major Financial Indicators

	Aug-2015	Aug-2016	Aug-2017	Aug-2018	Aug-2019
Capital adequacy ratio	85.2%	85.0%	86.6%	88.0%	88.9%
ROE	3.9%	5.4%	4.8%	2.7%	2.7%
ROA	3.4%	4.6%	4.2%	2.4%	2.4%
Ordinary profit to total assets	5.5%	7.1%	6.3%	3.7%	3.6%
Total assets turnover ratio	0.78times	0.78times	0.73times	0.69times	0.65times
Interest-bearing debt ratio	1.1%	0.5%	—	—	—
Gross profit ratio	31.4%	33.2%	33.9%	32.3%	33.3%
SG & A expenses ratio	24.9%	24.4%	25.6%	27.3%	28.1%
Operating profit ratio	6.7%	9.0%	8.4%	5.2%	5.4%
Ordinary profit ratio	7.0%	9.1%	8.6%	5.3%	5.5%
Net assets per share	8,063.78yen	8,643.90yen	9,329.70yen	9,728.11yen	9,946.23yen
EPS	311.94yen	454.26yen	442.54yen	258.66yen	261.56yen

2. Number of Stores by Region

Store Type Prefecture	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 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					35	1		36
Iwate	20			20	7			7	4			4	1			1					32			32
Miyagi	35	1		36	10			10	8			8	3			3					56	1		57
Akita	17			17	7			7	4			4	2			2					30			30
Yamagata	16			16	6			6	5			5	3			3					30			30
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	1	0	46	27	0	1	26	1	0	0	1	357	4	2	359
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	1		19	6			6	2			2	151	2		153
Chiba	77			77	18			18	19			19	3			3					117			117
Tokyo	67	1		68	5			5	11			11	2			2	1			1	86	1		87
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			41	11			11	5		1	4	4			4	1		1	0	62		2	60
Kanto Koshin Area	498	3	1	500	105	0	0	105	95	2	1	96	34	0	1	33	7	0	1	6	739	5	4	740
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			13	3			3					68			68
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	0	0	26	3	0	0	3	1	0	0	1	216	0	0	216

Store Type Prefecture	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 End	2018 End	Op en	Clo se	Aug-19 End
Shiga	19			19	4			4	3	1		4	1			1	1			1	28	1		29
Kyoto	21			21	4			4	5			5				1				1	31			31
Oosaka	56	1		57	18			18	17	1		18	1			1	1			1	93	2		95
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	1	0	177	45	0	0	45	40	3	0	43	9	0	1	8	4	0	0	4	274	4	1	277
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			4									30	1		31
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	0	0	18	5	0	0	5	3	0	0	3	122	1	0	123
Tokushima	9			9	2			2	1			1									12			12
Kagawa	13			13	2			2	2			2	1			1					18			18
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	0	0	51	10	0	0	10	8	0	0	8	3	0	0	3	1	0	0	1	73	0	0	73
Fukuoka	47			47	15			15	16			16	3			3	1			1	82			82
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	1	156	34	0	1	33	37	0	0	37	12	0	1	11	1	0	0	1	241	0	3	238
Japan Total	1,428	7	3	1,432	320	1	1	320	284	6	1	289	97	0	4	93	18	0	1	17	2,147	14	10	2,151
CHINA TAIWAN																					47	0	0	47
CHINA(Shanghai)																					11	0	3	8
T o t a l	1,428	7	3	1,432	320	1	1	320	284	6	1	289	97	0	4	93	18	0	1	17	2,205	14	13	2,206

3. Store operation

(1) Store openings

		Feb-2018	Aug-2018	Feb-2019	Aug-2019	Feb-2020 Forecast
Shimamura	New store openings	40	18	27	7	18
	Closures	4	0	0	3	3
	Renovation	110	44	72	25	51
	Scrap & rebuild	3	1	2	0	0
	Year-end total	1,401	1,419	1,428	1,432	1,443
Avail	New store openings	12	6	11	1	7
	Closures	0	1	4	1	1
	Scrap & rebuild	1	0	0	0	0
	Year-end total	313	318	320	320	326
Birthday	New store openings	23	13	23	6	22
	Closures	2	0	0	1	1
	Scrap & rebuild	0	0	0	0	0
	Year-end total	261	274	284	289	305
Chambre	New store openings	3	0	0	0	3
	Closures	1	1	1	4	4
	Scrap & rebuild	0	0	0	0	0
	Year-end total	98	97	97	93	96
Divalo	New store openings	5	1	3	0	5
	Closures	0	1	1	1	1
	Scrap & rebuild	0	0	0	0	0
	Year-end total	16	16	18	17	22
CHINA TAIWAN Shimamura	New store openings	3	2	3	0	1
	Closures	0	1	1	0	0
	Scrap & rebuild	0	0	0	1	1
	Year-end total	45	46	47	47	48
CHINA(Shanghai) Shimamura	New store openings	1	0	1	0	0
	Closures	1	1	1	3	3
	Scrap & rebuild	0	0	0	0	0
	Year-end total	11	10	11	8	8
Shimamura Group	New store openings	87	40	68	14	56
	Closures	8	5	8	13	13
	Scrap & rebuild	4	1	2	1	1
	Year-end total	2,145	2,180	2,205	2,206	2,248

(2) Retail Floor Space

(Units : m²)

Store Type	Feb-2018	Aug-2018	Feb-2019	Aug-2019	Feb-2020 Forecast
Shimamura	1,461,905	1,480,548	1,489,931	1,493,833	1,505,000
Avail	309,563	314,513	316,874	316,850	323,000
Birthday	241,670	253,442	262,728	267,146	282,000
Chambre	93,193	93,193	92,185	88,125	91,000
Divalo	6,562	6,378	7,636	7,119	9,000
CHINA TAIWAN Shimamura	42,813	43,939	44,834	44,095	45,000
CHINA (Shanghai) Shimamura	9,981	9,534	8,326	5,944	6,000
Shimamura Group	2,165,687	2,201,547	2,222,514	2,223,112	2,261,000

4. Number of Employees

(Units : person, %)

		Aug-2018		Feb-2019		Aug-2019		Feb-2020 Forecast	
		Person	YOY	Person	YOY	Person	YOY	Person	YOY
Shimamura Non-consolidated	Full-time	2,665	102.7	2,671	101.8	2,697	101.2	2,720	101.8
	Part-time	12,729	102.6	12,742	101.0	12,286	96.5	13,010	102.1
	Total	15,394	102.6	15,413	101.1	14,983	97.3	15,730	102.1
Subsidiary	Full-time	509	—	503	91.8	489	96.1	500	99.4
	Part-time	62	15.0	61	102.0	57	91.9	50	82.0
	Total	571	104.4	564	92.8	546	95.6	550	97.5
Shimamura Group Total	Full-time	3,174	116.2	3,174	100.1	3,186	100.4	3,220	101.4
	Part-time	12,791	99.7	12,803	101.0	12,343	96.5	13,060	102.0
	Total	15,965	102.6	15,977	100.8	15,529	97.3	16,280	101.9

5. Capital Expenditures

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

(Until : Millions of yen, %)

	Aug-2018	YOY	Feb-2019	YOY	Aug-2019	YOY	Feb-2020 Forecast	YOY
Buildings	3,110	133.0	5,270	85.7	874	28.1	5,200	98.7
Structures	486	144.4	769	106.6	116	23.9	1,170	152.1
Machine	3	—	3	—	—	—	—	—
Equipment	126	180.5	306	64.0	83	66.2	300	97.7
Land	7	1.4	4	0.8	96	—	6,000	—
Construction in progress	1,894	—	3,712	—	34	1.8	4,000	107.8
Tangible fixed assets	5,630	164.3	10,066	126.2	1,203	21.4	16,670	165.6
Deposits for rent	1,634	172.3	1,752	80.4	453	27.7	1,500	85.6
Lease deposits	4	3.7	23	20.8	15	—	—	—
Total capital expenditures	7,269	162.1	11,842	115.4	1,673	23.0	18,170	153.4
Depreciation	2,754	101.3	5,555	100.5	2,653	96.4	5,500	99.0

(2) Subsidiary

(Units : Millions of yen, %)

	Aug-2018	YOY	Feb-2019	YOY	Aug-2019	YOY	Feb-2020 Forecast	YOY
Total capital expenditures	158	126.0	295	71.8	42	26.7	100	33.9
Depreciation	87	91.6	163	98.7	72	82.8	156	95.1

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

(Units : Millions of yen, %)

	Aug-2018	YOY	Feb-2019	YOY	Aug-2019	YOY	Feb-2020 Forecast	YOY
Total capital expenditures	7,427	161.1	12,137	113.7	1,715	23.1	18,270	150.5
Depreciation	2,842	101.0	5,719	100.4	2,726	95.9	5,656	98.9

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

1. Non-consolidated Financial Summary and Forecast

(1) Non-consolidated profit and loss statement

(Units : Millions of yen, %)

	Aug-2018			Feb-2019			Aug-2019			Feb-2020 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	272,446	100.0	96.9	539,834	100.0	96.7	261,734	100.0	96.1	556,500	100.0	103.1
Cost of goods sold	184,361	67.7	99.1	368,233	68.2	99.1	174,648	66.7	94.7	373,260	67.1	101.4
Gross profit	88,085	32.3	92.6	171,600	31.8	91.7	87,085	33.3	98.9	183,240	32.9	106.8
Other operating income	483	0.2	94.0	940	0.2	94.6	462	0.1	95.7	1,000	0.2	106.4
Operating Gross Profit	88,568	32.5	92.6	172,540	32.0	91.7	87,548	33.4	98.8	184,240	33.1	106.8
SG & A expenses	73,857	27.1	103.2	146,387	27.2	101.2	72,914	27.8	98.7	149,240	26.8	101.9
Operating Profit	14,710	5.4	61.0	26,153	4.8	60.2	14,633	5.6	99.5	35,000	6.3	133.8
Non-operating income	510	0.2	95.3	893	0.2	86.7	465	0.2	91.1	1,010	0.2	113.1
Non-operating expenses	61	0.0	137.5	723	0.1	—	187	0.1	—	15	0.0	2.1
Ordinary Profit	15,159	5.6	61.6	26,322	4.9	59.3	14,911	5.7	98.4	35,995	6.5	136.7
Extraordinary losses	349	0.2	151.9	1,884	0.4	74.2	235	0.1	67.4	1,000	0.2	53.1
Pretax profit	14,810	5.4	60.7	24,438	4.5	58.4	14,676	5.6	99.1	34,995	6.3	143.2
Tax	4,879	1.8	63.2	8,148	1.5	66.3	4,743	1.8	97.2	11,195	2.0	137.4
Net Profit	9,930	3.6	59.6	16,289	3.0	55.1	9,933	3.8	100.0	23,800	4.3	146.1

(2) Selling, General and Administrative Expenses

(Units : Millions of yen, %)

	Aug-2018			Feb-2019			Aug-2019			Feb-2020 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Wages	29,048	10.7	104.2	58,061	10.8	102.5	28,898	11.0	99.5	59,870	10.8	103.1
Personal expenses	34,467	12.6	104.3	68,953	12.8	102.6	34,297	13.1	99.5	71,285	12.8	103.4
Advertising expenses	8,368	3.1	101.1	15,859	2.9	101.8	8,374	3.2	100.1	15,290	2.7	96.4
Selling expenses	11,106	4.1	102.1	21,335	4.0	102.2	11,013	4.2	99.2	21,181	3.8	99.3
Non-durable goods	646	0.2	107.3	1,112	0.2	88.0	466	0.2	72.1	1,130	0.2	101.6
Display total	894	0.3	55.6	1,176	0.2	39.1	576	0.2	64.4	1,454	0.3	123.6
Operating expenses	3,712	1.4	91.7	7,106	1.3	84.1	3,471	1.3	93.5	7,542	1.3	106.1
Rental expenses	16,108	5.9	106.0	32,508	6.0	105.4	16,504	6.3	102.5	33,580	6.0	103.3
Depreciation	2,754	1.0	101.3	5,555	1.0	100.5	2,653	1.0	96.4	5,539	1.0	99.7
Facilities cost	22,568	8.3	105.1	45,028	8.4	102.0	22,204	8.5	98.4	45,483	8.2	101.0
General expenses	2,003	0.7	96.5	3,962	0.7	99.7	1,926	0.7	96.2	3,749	0.7	94.6
SG & A expenses	73,857	27.1	103.2	146,387	27.2	101.2	72,914	27.8	98.7	149,240	26.8	101.9

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								
	All stores	96.3								
Customer numbers	All Stores	93.6								
Spending per customers		102.9								

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)

	Aug-2015		Aug-2016		Aug-2017		Aug-2018		Aug-2019	
	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY
Net store sales(Millions of yen)	215,152	104.2	225,315	104.7	225,317	100.0	214,823	95.3	204,124	95.0
Customer of number(Thousands)	82,738	101.9	84,592	102.2	86,430	102.2	85,462	98.9	80,227	93.9
Items purchased customer	3.1	97.8	3.0	98.3	3.0	99.1	3.1	102.1	3.0	96.3
Average spending Per customer(Yen)	2,600	102.3	2,664	102.4	2,607	97.9	2,514	96.4	2,544	101.2
Average price per item sold(Yen)	843	104.6	878	104.2	867	98.8	820	94.4	861	105.1

(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									
	All stores	97.0									
Customer numbers	All Stores	97.7									
Spending per customers		99.3									

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)

	Aug-2015		Aug-2016		Aug-2017		Aug-2018		Aug-2019	
	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY
Net store sales(Millions of yen)	24,755	99.3	25,999	105.0	25,901	99.6	25,506	98.5	25,649	100.6
Customer of number(Thousands)	8,417	94.8	8,271	98.3	8,651	104.6	8,681	100.4	8,655	99.7
Items purchased customer	2.4	95.8	2.3	98.1	2.3	102.5	2.4	101.5	2.4	99.5
Average spending Per customer(Yen)	2,941	104.8	3,143	106.9	2,994	95.3	2,938	98.1	2,963	100.9
Average price per item sold(Yen)	1,243	109.5	1,355	109.0	1,259	93.0	1,218	96.7	1,233	101.3

(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									
	All stores	96.7									
Customer numbers	All Stores	97.0									
Spending per customers		99.7									

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)

	Aug-2015		Aug-2016		Aug-2017		Aug-2018		Aug-2019	
	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY
Net store sales(Millions of yen)	17,254	119.5	22,035	127.7	24,931	113.1	26,806	107.5	26,593	99.2
Customer of number(Thousands)	6,688	115.6	8,169	122.1	9,066	111.0	9,708	107.1	9,832	101.3
Items purchased customer	3.7	98.3	3.7	99.1	3.7	100.3	3.7	101.2	3.7	99.0
Average spending Per customer(Yen)	2,580	103.4	2,697	104.6	2,750	101.9	2,761	100.4	2,705	98.0
Average price per item sold(Yen)	699	105.3	738	105.5	750	101.6	744	99.2	736	99.0

(7) Sales and Gross profit Breakdown by Product Line

(Units : Millions of yen, %)

	Aug-2018					Feb-2019					Aug-2019				
	Amount	YOY	Comp ratio	Margin	YOY	Amount	YOY	Comp ratio	Margin	YOY	Amount	YOY	Comp ratio	Margin	YOY
Woman's wear	70,867	93.0	33.0	30.5	△2.8	135,855	94.0	32.0	30.0	△2.3	67,646	95.5	33.1	32.0	1.5
Underwear	50,949	95.0	23.7	36.1	△0.6	102,675	94.6	24.2	34.7	△1.8	49,446	97.0	24.2	36.1	0.0
Men's wear	20,892	98.8	9.7	31.0	△0.2	41,809	101.2	9.8	30.3	△0.9	19,075	91.3	9.4	32.7	1.7
Bedclothes	20,127	96.9	9.4	32.1	△1.6	42,366	93.6	10.0	31.5	△2.1	18,051	89.7	8.9	31.3	△0.8
Baby & Kid's	16,039	103.7	7.5	25.8	△2.6	30,921	100.0	7.3	25.6	△2.8	14,741	91.9	7.2	27.8	2.0
Accessories	15,269	98.2	7.1	32.4	△0.5	29,023	96.2	6.8	32.2	△0.4	14,518	95.1	7.1	32.6	0.2
Interior	10,731	97.7	5.0	32.5	△2.3	23,272	92.7	5.5	32.3	△1.8	11,053	103.0	5.4	33.6	1.1
Shoes	9,945	86.0	4.6	32.5	△2.0	18,635	91.8	4.4	30.4	△3.3	9,592	96.4	4.7	34.4	1.9
Shimamura	214,823	95.3	100.0	32.0	△1.7	424,558	95.2	100.0	31.3	△2.0	204,124	95.0	100.0	32.9	0.9
Woman's wear	10,447	97.5	41.0	34.4	△1.1	20,808	99.3	40.9	34.7	△0.8	10,798	103.4	42.1	37.1	2.7
Shoes	6,291	95.8	24.7	32.8	△4.9	12,062	98.2	23.7	32.8	△3.2	6,222	98.9	24.3	36.2	3.4
Men's & Kid's	6,203	101.8	24.3	34.6	3.2	12,797	102.0	25.2	34.8	1.4	6,011	96.9	23.4	35.6	1.0
Underwear	2,563	101.6	10.0	36.7	△2.0	5,212	104.0	10.2	35.6	△2.1	2,616	102.1	10.2	37.3	0.6
Avail	25,506	98.5	100.0	34.3	△1.1	50,880	100.2	100.0	34.4	△0.9	25,649	100.6	100.0	36.5	2.2
Goods·Maternity	13,564	107.0	50.6	31.4	△0.2	25,757	104.7	47.8	30.7	△0.4	13,342	98.4	50.2	31.1	△0.3
Kid's wear	7,496	109.8	28.0	32.5	△1.2	15,561	106.6	28.8	32.8	△1.3	7,464	99.6	28.1	31.0	△1.5
Baby's wear	5,744	105.8	21.4	34.6	△0.1	12,626	103.8	23.4	35.1	△0.7	5,786	100.7	21.7	34.4	△0.2
Birthday	26,806	107.5	100.0	32.4	△0.4	53,945	105.0	100.0	32.3	△0.8	26,593	99.2	100.0	31.8	△0.6
Chambre	4,948	102.8	-	37.1	1.2	9,763	100.8	-	37.0	0.4	4,969	100.4	-	38.3	1.2
Divalo	362	137.6	-	30.1	△3.5	686	127.6	-	32.3	△0.4	398	109.9	-	34.8	4.7
Total	272,446	96.9	-	32.3	△1.5	539,834	96.7	-	31.8	△1.7	261,734	96.1	-	33.3	1.0

(8) New store sales trend (Shimamura)

	Aug-2015	YOY	Aug-2016	YOY	Aug-2017	YOY	Aug-2018	YOY	Aug-2019	YOY
New store sales	1,065,578	83.8	911,280	85.5	1,245,249	136.6	1,544,958	124.1	637,601	41.3
Month in operation	32	74.4	32	100.0	45	140.6	63	140.0	24	38.1
New store sales per month	33,299	112.6	28,477	85.5	27,672	97.2	24,523	88.6	26,567	108.3
New store openings	9	75.0	10	111.1	13	130.0	18	138.5	7	38.9

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

(Units: Millions of yen, m², %)

Prefecture	Net sales	YOY (%)	Retail Space	YOY (%)	Number stores
Hokkaido	10,036	100.1	75,800	101.4	69
Aomori	3,212	95.7	23,811	100.0	23
Iwate	2,868	94.1	20,302	100.0	20
Miyagi	4,461	92.7	37,773	102.5	36
Akita	2,303	95.0	17,460	100.0	17
Yamagata	2,439	94.3	17,248	100.0	16
Fukushima	5,297	92.3	40,123	98.1	39
Hokkaido Tohoku area	30,620	95.7	232,517	100.5	220
Ibaraki	7,165	92.6	59,022	100.4	56
Tochigi	4,749	95.0	36,235	100.0	36
Gunma	4,801	92.4	40,667	99.8	39
Saitama	15,603	94.5	110,879	101.0	105
Chiba	10,906	93.6	82,507	100.0	77
Tokyo	11,343	98.1	61,847	106.7	68
Kanagawa	10,795	94.7	69,807	100.2	64
Yamanashi	1,870	94.4	14,350	100.0	14
Nagano	4,989	92.7	42,404	100.0	41
Kanto Koshin Area	72,223	94.5	517,718	101.0	500
Niigata	4,728	94.4	38,762	100.0	36
Toyama	2,429	94.0	21,657	100.0	22
Ishikawa	2,044	95.2	18,569	100.0	18
Fukui	1,530	93.7	11,596	100.0	12
Hokuriku area	10,732	94.4	90,584	100.0	88
Gifu	3,442	95.4	27,937	100.0	28
Shizuoka	7,359	93.5	45,172	100.0	43
Aichi	10,440	94.5	67,967	100.0	66
Mie	2,807	92.8	23,211	100.0	22
Tokai Area	24,049	94.1	164,287	100.0	159
Shiga	2,372	93.0	19,504	101.0	19
Kyoto	3,180	97.3	22,432	104.1	21

Prefecture	Net sales	YOY (%)	Retail Space	YOY (%)	Number stores
Oosaka	9,210	98.4	61,262	105.2	57
Hyougo	6,874	98.3	50,810	107.1	49
Nara	1,987	94.7	16,520	100.0	17
Wakayama	1,891	93.3	13,895	100.0	14
Kinki area	25,516	97.0	184,423	104.2	177
Tottori	1,285	95.0	8,051	99.9	7
Shimane	1,097	94.5	9,239	100.0	9
Okayama	3,428	97.3	24,052	104.3	23
Hiroshima	3,344	96.3	23,031	100.0	22
Yamaguchi	2,490	95.4	21,205	100.0	20
Chugoku area	11,646	96.1	85,578	101.2	81
Tokushima	1,260	95.8	9,202	100.0	9
Kagawa	1,579	95.9	13,426	100.0	13
Ehime	2,405	95.3	18,233	100.0	17
Kochi	1,589	94.2	12,213	100.0	12
Shikoku Area	6,835	95.3	53,074	100.0	51
Fukuoka	6,946	94.7	52,221	99.9	47
Saga	1,583	95.3	12,013	99.9	12
Nagasaki	2,069	93.6	15,709	100.0	14
Kumamoto	3,057	92.4	20,552	100.0	21
Ooita	2,184	93.4	16,729	92.0	15
Miyazaki	2,402	94.8	17,980	100.0	17
Kagoshima	2,737	95.9	19,136	100.0	19
Okinawa	1,519	94.0	11,312	100.0	11
Kyusyu Okinawa Area	22,500	94.3	165,652	99.1	156
Shimamura	204,124	95.0	1,493,833	100.9	1,432
Avail	25,649	100.6	316,850	100.7	320
Birthday	26,593	99.2	267,146	105.4	289
Chamble	4,969	100.4	88,125	94.6	93
Divalo	398	109.9	7,119	111.6	17

III. CHINA TAIWAN Shimamura

1. Financial Summary and Forecast

(1) Profit and loss statement

(Units : Millions of yen, %)

	Aug-2018			Feb-2019			Aug-2019			Feb-2020 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	2,876	100.0	110.0	5,621	100.0	93.9	2,464	100.0	85.7	5,920	100.0	105.3
Cost of goods sold	1,885	65.6	114.0	3,612	64.3	94.4	1,551	62.9	82.3	3,668	62.0	101.5
Operating Gross Profit	1,001	34.8	104.0	2,018	35.9	93.1	916	37.2	91.5	2,255	38.1	111.7
SG & A expenses	1,125	39.1	113.7	2,218	39.5	103.1	1,008	40.9	89.6	2,109	35.6	95.1
Operating Profit	△123	—	—	△200	—	—	△92	—	74.3	146	2.5	—
Ordinary Profit	△133	—	—	△240	—	—	△116	—	87.1	136	2.3	—
Net Profit	△138	—	—	△336	—	—	△117	—	85.0	106	1.8	—

Exchange rates (1NT\$)	3.61yen	3.60yen	3.41yen	3.40yen
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(2) Profit and loss statement

(Units : Millions of NT\$, %)

	Aug-2018			Feb-2019			Aug-2019			Feb-2020 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	796	100.0	109.7	1,561	100.0	96.0	722	100.0	90.7	1,741	100.0	111.5
Cost of goods sold	522	65.6	113.7	1,003	64.3	96.5	454	62.9	87.1	1,078	62.0	107.5
Operating Gross Profit	277	34.8	103.7	560	35.9	95.2	268	37.2	96.8	663	38.1	118.3
SG & A expenses	311	39.1	113.4	616	39.5	105.3	295	40.9	94.8	620	35.6	100.6
Operating Profit	△34	—	—	△55	—	—	△26	—	78.6	42	2.5	—
Ordinary Profit	△36	—	—	△66	—	—	△34	—	92.3	40	2.3	—
Net Profit	△38	—	—	△93	—	—	△34	—	90.0	31	1.8	—

IV. CHINA (Shanghai) Shimamura

1. Financial Summary and Forecast

(1) Profit and loss statement

(Units : Millions of yen, %)

	Jun-2018			Dec-2018			Jun-2019			Dec-2019 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	296	100.0	114.5	549	100.0	91.5	195	100.0	65.9	580	100.0	105.5
Cost of goods sold	215	72.9	123.7	383	69.7	94.8	133	68.6	62.0	348	60.0	90.8
Operating Gross Profit	80	27.1	95.3	166	30.3	83.3	61	31.4	76.4	232	40.0	139.2
SG & A expenses	344	116.4	112.6	657	119.5	90.7	244	125.4	71.1	653	112.6	99.4
Operating Profit	△264	—	119.1	△490	—	93.5	△183	—	69.5	△421	—	85.8
Ordinary Profit	△280	—	130.3	△510	—	99.4	△214	—	76.4	△421	—	82.5
Net Profit	△280	—	130.3	△571	—	89.7	△215	—	76.8	△426	—	74.5

Exchange rates (RMB)	16.96yen	16.44yen	15.98yen	16.60yen
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(2) Profit and loss statement

(Units : Millions of RMB, %)

	Jun-2018			Dec-2018			Jun-2019			Dec-2019 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	17	100.0	113.3	33	100.0	98.0	12	100.0	70.0	34	100.0	104.4
Cost of goods sold	12	72.9	122.5	23	69.7	101.5	8	68.6	65.8	20	60.0	89.9
Operating Gross Profit	4	27.1	94.3	10	30.3	89.2	3	31.4	81.1	13	40.0	137.9
SG & A expenses	20	116.4	111.4	39	119.5	97.1	15	125.4	75.5	39	112.6	98.4
Operating Profit	△15	—	117.9	△29	—	100.1	△11	—	73.7	△25	—	85.0
Ordinary Profit	△16	—	129.0	△31	—	106.4	△13	—	81.1	△25	—	81.7
Net Profit	△16	—	129.0	△34	—	96.0	△13	—	81.5	△25	—	73.8