Investors' Guide

May -2022

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	May-2021			Feb-2022			May-2022			Feb-2023 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	142,539	100.0	133.2	583,618	100.0	107.6	149,319	100.0	104.8	606,608	100.0	103.9
Shimamura	105,484	74.0	134.0	440,118	75.4	106.8	108,773	72.9	103.1	453,100	74.7	102.9
Avail	13,221	9.3	138.5	54,446	9.3	110.0	14,540	9.7	110.0	56,740	9.4	104.2
Birthday	19,162	13.5	127.8	69,505	11.9	110.9	20,834	14.0	108.7	74,450	12.2	107.1
Chambre	3,299	2.3	131.9	13,270	2.3	113.2	3,786	2.5	114.8	15,050	2.5	113.4
Divalo	180	0.1	140.3	649	0.1	97.3	191	0.1	106.5	660	0.1	101.7
CHINA TAIWAN	1,192	0.8	112.3	5,628	1.0	96.5	1,191	0.8	99.9	6,608	1.1	117.4
CHINA(Shanghai)	－	－	－	－	－	－	－	－	－	－	－	－
Cost of goods sold	93,710	65.7	126.2	384,687	65.9	107.3	97,669	65.4	104.2	399,245	65.8	103.8
Gross profit	48,829	34.3	149.3	198,930	34.1	108.1	51,649	34.6	105.8	207,363	34.2	104.2
Other operating income	255	0.1	128.9	1,153	0.2	121.2	336	0.2	131.6	1,314	0.2	113.9
Operating Gross Profit	49,085	34.4	149.1	200,084	34.3	108.1	51,986	34.8	105.9	208,677	34.4	104.3
SG & A expenses	36,065	25.3	105.5	150,663	25.8	102.5	37,371	25.0	103.6	156,619	25.8	104.0
Operating Profit	13,019	9.1	－	49,420	8.5	130.0	14,615	9.8	112.3	52,058	8.6	105.3
Non-operating income	280	0.2	106.3	1,166	0.2	84.2	345	0.2	122.9	1,451	0.2	124.4
Non-operating expenses	1	0.0	1.6	19	0.0	272.5	1	0.0	85.2	511	0.1	－
Ordinary Profit	13,299	9.3	－	50,567	8.7	128.3	14,959	10.0	112.5	52,998	8.7	104.8
Extraordinary profit	0	0.0	－	225	0.0	50.1	1	0.0	190.5	－	0.0	－
Extraordinary losses	275	0.2	78.9	568	0.1	40.4	49	0.0	18.0	1,031	0.1	181.2
Pretax profit	13,024	9.1	－	50,224	8.6	130.6	14,911	10.0	114.5	51,967	8.6	103.5
Tax	4,149	2.9	－	14,795	2.5	120.5	4,699	3.2	113.3	14,770	2.5	99.8
Net Profit	8,875	6.2	－	35,428	6.1	135.4	10,212	6.8	115.1	37,197	6.1	105.0

(2) Selling, General and Administrative Expenses (Units : Millions of yen、%)

Subject	May-2021			Feb-2022			May-2022			Feb-2023 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Wages	14, 860	10. 4	104. 7	63, 499	10. 9	102. 6	15, 550	10. 4	104. 6	65, 507	10. 8	103. 2
Personal expenses	17, 360	12. 2	102. 8	74, 282	12. 7	102. 3	18, 148	12. 2	104. 5	76, 799	12. 7	103. 4
Advertising expenses	3, 014	2. 1	129. 9	11, 620	2. 0	101. 2	2, 880	1. 9	95. 6	13, 128	2. 2	113. 0
Selling expenses	4, 596	3. 2	127. 2	18, 564	3. 2	103. 5	4, 677	3. 1	101. 8	20, 412	3. 4	110. 0
Non-durable goods	312	0. 2	120. 6	1, 295	0. 2	102. 6	298	0. 2	95. 6	1, 348	0. 2	104. 1
Display total	164	0. 1	77. 5	794	0. 1	96. 4	207	0. 1	126. 3	1, 155	0. 2	145. 5
Operating expenses	1, 877	1. 3	106. 1	8, 165	1. 4	106. 9	1, 939	1. 2	103. 3	9, 588	1. 6	117. 4
Rental expenses	8, 226	5. 8	100. 0	32, 797	5. 6	98. 7	8, 170	5. 5	99. 3	32, 686	5. 4	99. 7
Depreciation	1, 478	1. 0	110. 6	5, 911	1. 0	108. 0	1, 453	1. 0	98. 3	5, 833	1. 0	98. 7
Facilities cost	11, 083	7. 8	100. 6	45, 215	7. 7	101. 3	11, 434	7. 7	103. 2	45, 209	7. 4	100. 0
General expenses	1, 147	0. 8	126. 7	4, 436	0. 8	105. 5	1, 171	0. 8	102. 1	4, 608	0. 7	103. 9
SG & A expenses	36, 065	25. 3	105. 5	150, 663	25. 8	102. 5	37, 371	25. 0	103. 6	156, 619	25. 8	104. 0

(3) Consolidated quarterly Profit and loss statement (Units : Millions of yen、%)

Subject	May-2022			Aug-2022			Nov-2022			Feb-2023		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	149, 319	100. 0	104. 8									
Cost of goods sold	97, 669	65. 4	104. 2									
Gross profit	51, 649	34. 6	105. 8									
Other operatingincome	336	0. 2	131. 6									
OperatingGross Profit	51, 986	34. 8	105. 9									
SG & A expenses	37, 371	25. 0	103. 6									
Operating Profit	14, 615	9. 8	112. 3									
Ordinary Profit	14, 959	10. 0	112. 5									
Net Profit	10, 212	6. 8	115. 1									

(4) Consolidated Balance Sheets (Units : Millions of yen、%)

	May-2021			Feb-2022			May-2022		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Current assets	279,978	61.5	117.0	302,626	63.7	109.5	314,540	64.6	112.3
Noncurrent assets	175,151	38.5	102.4	172,184	36.3	98.2	172,418	35.4	98.4
Total assets	455,130	100.0	110.9	474,811	100.0	105.1	486,959	100.0	107.0
Current liabilities	57,340	12.6	142.0	54,433	11.4	92.8	61,113	12.5	106.6
Noncurrent liabilities	8,868	1.9	104.9	9,382	2.0	106.8	9,506	2.0	107.2
Total liabilities	66,209	14.5	135.6	63,815	13.4	94.7	70,619	14.5	106.7
Total shareholder's equity	385,074	84.6	107.9	407,595	85.9	107.1	413,048	84.7	107.3
Valuation difference	3,846	0.9	86.2	3,399	0.7	90.1	3,290	0.8	85.6
Total net assets	388,920	85.5	107.6	410,995	86.6	106.9	416,339	85.5	107.1
Total assets	455,130	100.0	110.9	474,811	100.0	105.1	486,959	100.0	107.0

(5) Consolidated Major Financial Indicators

	May-2018	May-2019	May-2020	May-2021	May-2022
Capital adequacy ratio	77.2%	86.6%	88.1%	85.5%	85.5%
ROE	1.4%	1.1%	△0.3%	2.3%	2.5%
ROA	1.1%	0.9%	△0.3%	2.0%	2.1%
Ordinary profit to total assets	1.7%	1.4%	△0.3%	2.9%	3.1%
Total assets turnover ratio	0.32times	0.33times	0.26times	0.31times	0.31times
Interest-bearing debt ratio	—	—	—	—	—
Gross profit ratio	32.5%	32.2%	30.6%	34.3%	34.6%
SG & A expenses ratio	27.5%	28.2%	32.0%	25.3%	25.0%
Operating profit ratio	5.2%	4.2%	—%	9.1%	9.8%
Ordinary profit ratio	5.4%	4.3%	—%	9.3%	10.0%
Net assets per share	9,611.42yen	9,789.94yen	9,834.69yen	10,583.19yen	11,328.48yen
EPS	130.12yen	103.21yen	△33.22yen	241.51yen	277.87yen

2. Number of Stores by Region

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End
Hokkaido	69			69	21			21	19			19	7			7	1			1	117			117
Aomori	23			23	7			7	5			5	4			4					39			39
Iwate	20			20	7			7	5			5	2			2					34			34
Miyagi	35			35	10			10	9			9	3			3					57			57
Akita	17			17	7			7	4			4	2			2					30			30
Yamagata	16			16	6			6	6			6	4			4					32			32
Fukushima	39			39	8			8	6			6	5			5					58			58
Hokkaido Tohoku Area	219			219	66			66	54			54	27			27	1			1	367			367
Ibaraki	56			56	14			14	11			11	5			5	1			1	87			87
Tochigi	36			36	10			10	11			11	6			6					63			63
Gunma	38			38	9			9	8			8	5			5					60			60
Saitama	105			105	21			21	21			21	6			6	1			1	154			154
Chiba	77			77	16			16	18			18	4			4					115			115
Tokyo	67			67	5			5	11			11	2			2	1			1	86			86
Kanagawa	64			64	9			9	10			10	1			1	2			2	86			86
Yamanashi	14			14	5		1	4	2			2	1			1					22		1	21
Nagano	39			39	11			11	6			6	4			4					60			60
Kanto Koshin Area	496			496	100		1	99	98			98	34			34	5			5	733		1	732
Niigata	37			37	10			10	7			7	2			2					56			56
Toyama	22			22	3			3	4			4	1			1					30			30
Ishikawa	18			18	2			2	3			3		1		1					23	1		24
Fukui	11			11	2			2	2			2	2			2					17			17
Hokuriku Area	88			88	17			17	16			16	5	1		6	0			0	126	1		127
Gifu	27			27	3			3	4			4		1		1					34	1		35
Shizuoka	42			42	7			7	14			14	2			2					65			65
Aichi	65			65	8			8	7			7					1			1	81			81
Mie	22			22	7			7	3	1		4									32	1		33
Tokai Area	156			156	25			25	28	1		29	2	1		3	1			1	212	2		214

Store Type / Prefecture	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End	2021 End	Open	Close	May-22 End
Shiga	19			19	4			4	4			4	1			1	1			1	29			29
Kyoto	22			22	3	1		4	6			6	1			1	1			1	33	1		34
Oosaka	55			55	16		1	15	16			16	1			1					88		1	87
Hyougo	49			49	12			12	9			9	3			3	1			1	74			74
Nara	16			16	6			6	5			5	2			2					29			29
Wakayama	14			14	2			2	2			2	1			1					19			19
Kinki Area	175			175	43	1	1	43	42			42	9			9	3			3	272	1	1	272
Tottori	7			7	2			2	3		1	2	2			2					14		1	13
Shimane	9			9	2			2	3			3	2			2	1			1	17			17
Okayama	23			23	4			4	5			5									32			32
Hiroshima	22			22	4			4	3			3	1			1	2			2	32			32
Yamaguchi	21			21	4			4	5			5									30			30
Chugoku Area	82			82	16			16	19		1	18	5			5	3			3	125		1	124
Tokushima	10			10	2			2	2			2									14			14
Kagawa	13			13	2			2	3			3	2			2					20			20
Ehime	17			17	4			4	5			5	2			2	1			1	29			29
Kochi	12			12	2			2	1			1									15			15
Shikoku Area	52			52	10			10	11			11	4			4	1			1	78			78
Fukuoka	45			45	16			16	16			16	4			4	1			1	82			82
Saga	12			12	3			3	2			2	1			1					18			18
Nagasaki	14			14	3			3	4			4	3			3					24			24
Kumamoto	21			21	3			3	4			4	2			2					30			30
Ooita	15			15	2			2	3			3	1			1					21			21
Miyazaki	16			16	2			2	2			2	1	1		2					21	1		22
Kagoshima	19			19	4			4	6			6	3			3					32			32
Okinawa	11			11	4			4	5			5	1			1					21			21
Kyusyu Okinawa Area	153			153	37			37	42			42	16	1		17	1			1	249	1		250
Japan Total	1,421			1,421	314	1	2	313	310	1	1	310	102	3		105	15			15	2,162	5	3	2,164
CHINA TAIWAN																					42			42
CHAINA(Shanghai)																								
Total	1,421			1,421	314	1	2	313	310	1	1	310	102	3		105	15			15	2,204	5	3	2,206

3. Store operation

(1) Store openings

		Feb-2021	May-2021	Feb-2022	May-2022	Feb-2023 Forecast
Shimamura	New store openings	2	2	4	0	8
	Closures	4	5	13	0	6
	Renovation	10	9	10	0	0
	Year-end total	1,430	1,427	1,421	1,421	1,423
Avail	New store openings	4	2	4	1	4
	Closures	8	2	5	2	5
	Renovation	0	0	0	0	0
	Year-end total	315	315	314	313	313
Birthday	New store openings	7	2	13	1	9
	Closures	6	0	1	1	2
	Renovation	0	0	0	0	0
	Year-end total	298	300	310	310	317
Chambre	New store openings	5	1	7	3	13
	Closures	3	0	0	0	2
	Renovation	0	0	0	0	0
	Year-end total	95	96	102	105	113
Divalo	New store openings	0	0	0	0	1
	Closures	1	1	1	0	0
	Renovation	0	0	0	0	0
	Year-end total	16	15	15	15	16
CHINA TAIWAN Shimamura	New store openings	0	0	0	0	0
	Closures	3	0	3	0	1
	Renovation	0	0	2	0	1
	Year-end total	45	45	42	42	41
CHINA(Shanghai) Shimamura	New store openings	0	0	0	0	0
	Closures	8	0	0	0	0
	Renovation	0	0	0	0	0
	Year-end total	0	0	0	0	0
Shimamura Group	New store openings	18	7	28	5	35
	Closures	33	8	23	3	16
	Renovation	10	9	12	0	1
	Year-end total	2,199	2,198	2,204	2,206	2,223

(2) Retail Floor Space (Units : ㎡)

Store Type	Feb-2021	May-2021	Feb-2022	May-2022	Feb-2023 Forecast
Shimamura	1,491,457	1,491,145	1,484,029	1,484,029	1,487,000
Avail	311,919	311,871	310,855	309,867	309,000
Birthday	277,598	279,312	288,771	288,969	296,000
Chambre	89,153	89,995	95,044	97,621	106,000
Divalo	6,484	6,032	6,032	6,032	7,000
CHINA TAIWAN Shimamura	43,153	43,153	40,390	40,390	40,000
CHINA (Shanghai) Shimamura	0	0	0	0	0
Shimamura Group	2,219,764	2,221,508	2,225,121	2,226,908	2,245,000

4. Number of Employees

(Units : person、%)

		May-2021		Feb-2022		May-2022		Feb-2023 Forecast	
		Person	YOY	Person	YOY	Person	YOY	Person	YOY
Shimamura Non-consolidated	Full-time	2,755	101.0	2,694	100.6	2,729	99.1	2,750	102.1
	Part-time	11,659	103.1	12,005	101.0	11,586	99.4	12,130	101.0
	Total	14,414	102.7	14,699	100.9	14,315	99.3	14,880	101.2
Subsidiary	Full-time	425	90.6	392	90.1	395	92.9	380	96.9
	Part-time	0	—	0	—	0	—	0	—
	Total	425	84.0	392	85.2	395	92.9	380	96.9
Shimamura Group Total	Full-time	3,180	99.5	3,086	99.1	3,124	98.2	3,130	101.4
	Part-time	11,659	102.8	12,005	100.8	11,586	99.4	12,130	101.0
	Total	14,839	102.1	15,091	100.4	14,710	99.1	15,260	101.1

5. Capital Expenditures

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

(Until : Millions of yen, %)

	May-2021	YOY	Feb-2022	YOY	May-2022	YOY	Feb-2023 Forecast	YOY
Buildings	1,747	160.1	4,364	31.7	735	42.1	4,740	108.6
Structures	139	170.6	576	91.0	117	84.1	590	102.4
Machine	0	0.1	457	133.5	52	—	102	22.4
Equipment	70	—	195	76.5	42	59.9	220	112.6
Land	20	—	22	45.8	—	—	10,000	—
Construction in progress	1,673	—	276	52.3	5	0.3	310	112.3
Tangible fixed assets	3,651	—	5,891	37.8	953	26.1	15,962	271.0
Deposits for rent	281	208.5	583	86.4	191	68.0	460	78.9
Lease deposits	2	257.1	65	258.5	25	—	80	122.3
Total capital expenditures	3,935	298.7	6,539	40.2	1,169	29.7	16,502	252.3
Depreciation	1,441	110.0	5,762	108.3	1,415	98.1	5,750	99.8

(2) Subsidiary

(Units : Millions of yen, %)

	May-2021	YOY	Feb-2022	YOY	May-2022	YOY	Feb-2023 Forecast	YOY
Total capital expenditures	11	—	66	172.4	17	158.5	40	60.2
Depreciation	36	98.4	148	99.5	38	106.2	130	87.3

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

(Units : Millions of yen, %)

	May-2021	YOY	Feb-2022	YOY	May-2022	YOY	Feb-2023 Forecast	YOY
Total capital expenditures	3,946	299.3	6,606	40.5	1,187	30.1	16,542	250.4
Depreciation	1,478	110.6	5,911	108.0	1,453	98.3	5,880	99.5