Investors' Guide

May-2012

Shimamura Co.,Ltd.

Ⅰ. Shimamura Co., Ltd. (Consolidated)

1. Consolidated Financial Summary and Forecast

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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, %)

科　目	May-2011			Feb-2012			May-2012			Feb-2013 Forecast		
	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY
Net Sales	103,682	100.0	100.0	466,405	100.0	106.0	115,729	100.0	111.6	490,000	100.0	105.1
Shimamura	84,743	81.7	98.7	382,232	81.9	104.5	93,436	80.7	110.3	400,300	81.7	104.7
Avail	11,046	10.7	100.2	50,748	10.9	111.7	13,225	11.4	119.7	53,500	10.9	105.4
Birthday	4,903	4.7	119.1	20,419	4.4	121.1	5,838	5.1	119.1	22,400	4.6	109.7
Chambre	2,263	2.2	108.4	9,242	2.0	108.8	2,431	2.1	107.4	10,000	2.0	108.2
Divalo	121	0.1	104.8	514	0.1	111.8	145	0.1	119.6	600	0.1	116.7
CHINA TAIWAN Shimamura	603	0.6	107.5	3,247	0.7	104.8	652	0.6	108.0	3,200	0.7	98.5
Cost of goods sold	70,242	67.7	100.3	314,258	67.4	105.9	77,551	67.0	110.4	329,770	67.3	104.9
Gross pofit	33,439	32.3	99.2	152,146	32.6	106.2	38,177	33.0	114.2	160,230	32.7	105.3
Other operating income	211	0.2	92.2	957	0.2	100.5	233	0.2	110.1	1,000	0.2	104.5
Operating Gross Profit	33,651	32.5	99.1	153,103	32.8	106.2	38,410	33.2	114.1	161,230	32.9	105.3
SG & A expenses	25,922	25.0	100.7	109,149	23.4	104.6	28,055	24.3	108.2	114,830	23.4	105.2
Operating Profit	7,729	7.5	94.1	43,954	9.4	110.3	10,355	8.9	134.0	46,400	9.5	105.6
Non-operating income	244	0.2	106.4	1,589	0.4	111.9	388	0.3	158.8	1,500	0.2	94.4
Non-operating expenses	52	0.1	83.7	279	0.1	126.9	55	0.0	104.6	200	0.0	71.5
Ordinary Profit	7,921	7.6	94.5	45,263	9.7	110.3	10,688	9.2	134.9	47,700	9.7	105.4
Extraordinary profit	652	0.6	—	614	0.1	—	56	0.1	8.6	—	—	—
Extraordinary losses	2,093	2.0	—	2,458	0.5	—	487	0.4	23.3	800	0.1	32.5
Pretax profit	6,479	6.2	79.4	43,419	9.3	107.4	10,257	8.9	158.3	46,900	9.6	108.0
Tax	2,755	2.6	80.1	18,205	3.9	107.5	4,373	3.8	158.7	19,700	4.0	108.2
Net Profit	3,724	3.6	78.9	25,213	5.4	107.3	5,883	5.1	158.0	27,200	5.6	107.9

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

科　目	May-2011			Feb-2012			May-2012			Feb-2013 Forecast		
	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY
Wages	10,544	10.2	102.9	44,219	9.5	105.3	11,150	9.6	105.7	45,595	9.3	103.1
Personal expenses	12,264	11.8	103.0	51,925	11.1	105.6	13,017	11.3	106.1	53,831	11.0	103.7
Advertising expenses	2,791	2.7	92.1	11,719	2.5	104.8	3,168	2.7	113.5	11,967	2.4	102.1
Sellimg enpenses	3,464	3.3	88.8	14,659	3.2	101.5	3,946	3.4	113.9	15,157	3.1	103.4
Non-durable goods	286	0.3	115.6	1,138	0.2	118.9	451	0.4	157.8	1,208	0.3	106.1
Display total	155	0.2	57.2	561	0.1	61.2	154	0.1	99.5	965	0.2	171.9
Operating expenses	1,082	1.0	93.4	4,348	0.9	98.5	1,293	1.1	119.5	5,066	1.0	116.5
Rental expenses	5,739	5.5	105.5	23,628	5.1	106.4	6,142	5.3	107.0	25,292	5.2	107.0
Depreciation	1,197	1.2	104.5	5,011	1.1	106.4	1,209	1.0	101.0	4,893	1.0	97.6
Facilities cost	8,423	8.1	104.4	35,329	7.6	105.2	9,079	7.8	107.8	37,824	7.7	107.1
General expenses	687	0.7	98.2	2,887	0.6	104.9	718	0.6	104.6	2,949	0.6	102.2
SG & A expenses	25,922	25.0	100.7	109,149	23.4	104.6	28,055	24.2	108.2	114,830	23.4	105.2

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

科　目	May-2012			Aug-2012			Nov-2012			Feb-2013		
	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY
Net Sales	115,729	100.0	111.6									
Cost of goods sold	77,551	67.0	110.4									
Gross profit	38,177	33.0	114.2									
Other operatingincome	233	0.2	110.1									
OperatingGross Profit	38,410	33.2	114.1									
SG & A expenses	28,055	24.2	108.2									
Operating Profit	10,355	9.0	134.0									
Ordinary Profit	10,688	9.2	134.9									
Net Profit	5,883	5.1	158.0									

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

	May-2011			Feb-2012			May-2012		
	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY
Current assets	115,906	43.1	116.0	126,368	45.5	119.3	168,045	52.7	145.0
Noncurrent assets	152,782	56.9	99.2	151,279	54.5	99.2	150,701	47.3	98.6
Total assets	268,689	100.0	105.8	277,647	100.0	107.5	318,747	100.0	118.6
Current liabilities	53,109	19.7	107.1	40,405	14.5	99.3	80,165	25.2	150.9
Noncurrent liabilities	9,326	3.5	60.4	11,630	4.2	92.4	9,680	3.0	103.8
Total liabilities	62,436	23.2	96.0	52,035	18.7	97.7	89,845	28.2	143.9
Total shareholder's equity	206,304	76.8	109.4	225,416	81.2	109.9	228,634	71.7	110.8
Valuation difference	△51	0.0	－	195	0.1	－	267	0.1	－
Total net assets	206,252	76.8	109.1	225,611	81.3	110.0	228,901	71.8	110.0
Total assets	268,689	100.0	105.8	277,647	100.0	107.5	318,747	100.0	118.6

(5) Consolidated Major Financial Indicators

	May-2008	May-2009	May-2010	May-2011	May-2012
Capital adequacy ratio	71.2%	71.8%	74.4%	76.8%	71.8%
ROE	2.8%	2.2%	2.5%	1.8%	2.6%
ROA	2.0%	1.6%	1.9%	1.4%	2.0%
Ordinary profit to total assets	3.6%	3.1%	3.4%	3.0%	3.6%
Total assets turnover ratio	0.45 回	0.45 回	0.42 回	0.39 回	0.39 回
Interest-bearing debt ratio	9.1%	8.4%	7.0%	5.5%	2.4%
Gross profit ratio	32.0%	30.6%	32.5%	32.3%	33.0%
SG & A expenses ratio	24.3%	24.2%	24.8%	25.0%	24.3%
Operating profit ratio	7.8%	6.7%	7.9%	7.5%	8.9%
Ordinary profit ratio	8.0%	7.0%	8.1%	7.6%	9.2%
Net assets per share	4,288.29 円	4,656.07 円	5,137.47 円	5,607.70 円	6,224.35 円
EPS	120.54 円	104.10 円	128.34 円	101.25 円	159.99 円

2. Number of Stores by Region

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End
Hokkaido	60	1		61	18			18	12			12	7			7					97	1		98
Aomori	23			23	6			6	2			2	4			4					35			35
Iwate	18			18	6			6	2			2	1			1					27			27
Miyagi	33			33	9			9	5			5	3			3					50			50
Akita	17			17	7			7	2			2									26			26
Yamagata	16			16	6			6	3			3	2			2					27			27
Fukushima	39			39	9			9	2			2	2			2					52			52
Hokkaido Tohoku Area	206	1		207	61			61	28			28	19			19	0			0	314	1		315
Ibaraki	55			55	14			14	10			10	3			3					82			82
Tochigi	34			34	9			9	6			6	6			6					55			55
Gunma	38			38	13			13	5			5	3			3					59			59
Saitama	96	4		100	26			26	9			9	5			5	1			1	137	4		141
Chiba	66			66	15			15	13			13	3			3	2			2	99			99
Tokyo	40	1		41	3			3	3			3	1			1	3			3	50	1		51
Kanagawa	41	3		44	7	1		8	2			2					3			3	53	4		57
Yamanashi	14			14	5			5	3		1	2	1			1					23		1	22
Nagano	40			40	9			9	4			4	3			3					56			56
Kanto Koshin Area	424	8		432	101	1		102	55		1	54	25			25	9			9	614	9	1	622
Niigata	36			36	10			10	4			4	2			2					52			52
Toyama	22			22	2			2	2			2									26			26
Ishikawa	18			18	2			2	2			2									22			22
Fukui	11			11	2			2	1			1									14			14
Hokuriku Area	87			87	16			16	9			9	2			2	0			0	114			114
Gifu	25	1		26																	25	1		26
Shizuoka	38			38	6			6	1			1	3			3					48			48
Aichi	54	1		55	6			6	1			1									61	1		62
Mie	21			21	6			6	1			1	1			1					29			29
Tokai Area	138	2		140	18			18	3			3	4			4	0			0	163	2		165

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End	2012 End	Open	Close	May-12 End
Shiga	17			17	1			1	1			1									19			19
Kyoto	12	1		13	1	1		2	1			1									14	2		16
Oosaka	26			26	8	1		9	2			2	2			2	1			1	39	1		40
Hyougo	32			32	6			6	1			1	1			1	1			1	41			41
Nara	14			14	6			6	1			1	3			3					24			24
Wakayama	13			13	1			1													14			14
Kinki Area	114	1		115	23	2		25	6			6	6			6	2			2	151	3		154
Tottori	7			7	2			2	2			2	2			2					13			13
Shimane	7	1		8	2			2					1			1					10	1		11
Okayama	22			22	4			4	2			2									28			28
Hiroshima	23			23	3			3	3			3	1			1	1			1	31			31
Yamaguchi	19			19	3			3													22			22
Chugoku Area	78	1		79	14			14	7			7	4			4	1			1	104	1		105
Tokushima	9			9	2			2					1			1					12			12
Kagawa	14			14	2			2	2			2	1			1					19			19
Ehime	16			16	4			4	1			1	2			2	1			1	24			24
Kochi	11			11	1			1													12			12
Shikoku Area	50			50	9			9	3			3	4			4	1			1	67			67
Fukuoka	40			40	7			7	7			7	1			1					55			55
Saga	12			12																	12			12
Nagasaki	11			11	2			2	2			2	2			2					17			17
Kumamoto	21			21	1			1	1			1	1			1					24			24
Ooita	15			15	1			1	1			1									17			17
Miyazaki	16			16	2			2	1			1									19			19
Kagoshima	16			16	4			4	2			2	2			2					24			24
Okinawa	9			9	1			1	2			2									12			12
Kyusyu Okinawa Area	140			140	18			18	16			16	6			6	0			0	180			180
Japan Total	1,237	13		1,250	260	3		263	127		1	126	70			70	13			13	1,707	16	1	1,722
CHINA TAIWAN																					35		2	33
Total	1,237	13		1,250	260	3		263	127		1	126	70			70	13			13	1,742	16	3	1,755

3. Store operation

(1) Store openings

		Feb-2011	May-2011	Feb-2012	May-2012	Feb-2013 Forecast
Shimamura	New store openings	39	11	42	13	55
	Closures	1	1	5	0	2
	Renovation	24	7	8	7	10
	Scrap & rebuild	17	3	7	2	8
	Year-end total	1,200	1,210	1,237	1,250	1,290
Avail	New store openings	10	3	16	3	20
	Closures	0	0	0	0	0
	Scrap & rebuild	0	1	2	0	0
	Year-end total	244	247	260	263	280
Birthday	New store openings	9	2	8	0	15
	Closures	0	2	2	1	1
	Year-end total	121	121	127	126	141
Chambre	New store openings	1	0	2	0	7
	Closures	1	0	1	0	0
	Year-end total	69	69	70	70	77
Divalo	New store openings	2	1	1	0	3
	Closures	0	1	1	0	0
	Year-end total	13	13	13	13	16
思夢樂	New store openings	4	1	4	0	5
	Closures	2	0	0	2	2
	Year-end total	31	32	35	33	38
Shimamura Group	New store openings	65	18	73	16	105
	Closures	4	4	9	3	5
	Year-end total	1,678	1,692	1,742	1,755	1,842

(2) Retail Floor Space

(Units : ㎡)

Store Type	Feb-2011	May-2011	Feb-2012	May-2012	Feb-2013 Forecast
Shimamura	1,244,483	1,256,348	1,283,920	1,298,634	1,339,200
Avail	241,729	244,513	256,827	259,617	276,600
Birthday	114,966	115,579	121,050	120,051	134,300
Chambre	66,307	66,307	67,350	67,350	74,100
Divalo	3,643	3,403	3,403	3,403	4,200
CHINA TAIWAN Shimamura	30,917	31,819	34,373	32,453	37,300
Shimamura Group	1,702,045	1,717,969	1,766,923	1,781,508	1,865,700