Investors' Guide

November-2012

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, %)

科　目	Nov-2011			Feb-2012			Nov-2012			Feb-2013 Forecast		
	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY
Net Sales	341,248	100.0	104.1	466,405	100.0	106.0	365,670	100.0	107.2	490,000	100.0	105.1
Shimamura	280,195	82.1	102.6	382,232	81.9	104.5	298,536	81.7	106.5	400,300	81.7	104.7
Avail	36,694	10.8	109.6	50,748	10.9	111.7	39,716	10.9	108.2	53,500	10.9	105.4
Birthday	15,144	4.4	120.5	20,419	4.4	121.1	17,644	4.8	116.5	22,400	4.6	109.7
Chambre	6,770	2.0	108.9	9,242	2.0	108.8	7,086	1.9	104.7	10,000	2.0	108.2
Divalo	396	0.1	110.5	514	0.1	111.8	457	0.1	115.4	600	0.1	116.7
CHINA TAIWAN Shimamura	2,046	0.6	103.1	3,247	0.7	104.8	2,228	0.6	108.9	3,200	0.7	98.5
Cost of goods sold	229,406	67.2	104.4	314,258	67.4	105.9	244,465	66.9	106.6	329,770	67.3	104.9
Gross profit	111,841	32.8	103.7	152,146	32.6	106.2	121,204	33.1	108.4	160,230	32.7	105.3
Other operating income	722	0.2	99.2	957	0.2	100.5	765	0.3	106.0	1,000	0.2	104.5
Operating Gross Profit	112,563	33.0	103.7	153,103	32.8	106.2	121,970	33.4	108.4	161,230	32.9	105.3
SG & A expenses	80,612	23.6	103.3	109,149	23.4	104.6	86,697	23.8	107.5	114,830	23.4	105.2
Operating Profit	31,951	9.4	104.5	43,954	9.4	110.3	35,272	9.6	110.4	46,400	9.5	105.6
Non-operating income	1,057	0.3	109.5	1,589	0.4	111.9	1,340	0.4	126.8	1,500	0.2	94.4
Non-operating expenses	348	0.1	132.6	279	0.1	126.9	66	0.0	19.0	200	0.0	71.5
Ordinary Profit	32,660	9.6	104.4	45,263	9.7	110.3	36,547	10.0	111.9	47,700	9.7	105.4
Extraordinary profit	653	0.2	—	614	0.1	—	104	0.0	16.0	—	—	—
Extraordinary losses	2,284	0.7	—	2,458	0.5	—	291	0.1	12.8	800	0.1	32.5
Pretax profit	31,030	9.1	100.2	43,419	9.3	107.4	36,359	9.9	117.2	46,900	9.6	108.0
Tax	12,959	3.8	100.0	18,205	3.9	107.5	15,238	4.1	117.6	19,700	4.0	108.2
Net Profit	18,070	5.3	100.1	25,213	5.4	107.3	21,121	5.8	116.9	27,200	5.6	107.9

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

科　目	Nov-2011			Feb-2012			Nov-2012			Feb-2013 Forecast		
	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY
Wages	32,458	9.5	103.4	44,219	9.5	105.3	34,311	9.4	105.7	45,595	9.3	103.1
Personal expenses	38,019	11.1	103.6	51,925	11.1	105.6	40,307	11.0	106.0	53,831	11.0	103.7
Advertising expenses	8,876	2.6	107.1	11,719	2.5	104.8	9,900	2.7	111.5	11,967	2.4	102.1
Selling expenses	10,978	3.2	102.1	14,659	3.2	101.5	12,324	3.4	112.3	15,157	3.1	103.4
Non-durable goods	888	0.3	123.9	1,138	0.2	118.9	1,110	0.3	125.1	1,208	0.3	106.1
Display total	465	0.1	58.3	561	0.1	61.2	612	0.2	131.5	965	0.2	171.9
Operating expenses	3,362	1.0	98.5	4,348	0.9	98.5	3,802	1.1	113.1	5,066	1.0	116.5
Rental expenses	17,541	5.1	106.1	23,628	5.1	106.4	18,769	5.1	107.0	25,292	5.2	107.0
Depreciation	3,687	1.1	105.2	5,011	1.1	106.4	3,720	1.0	100.9	4,893	1.0	97.6
Facilities cost	26,148	7.7	104.3	35,329	7.6	105.2	28,090	7.7	107.4	37,824	7.7	107.1
General expenses	2,101	0.6	101.0	2,887	0.6	104.9	2,146	0.6	102.1	2,949	0.6	102.2
SG & A expenses	80,612	23.6	103.3	109,149	23.4	104.6	86,697	23.8	107.5	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	125,726	100.0	104.5	124,214	100.0	106.0			
Cost of goods sold	77,551	67.0	110.4	85,471	68.0	104.5	81,442	65.6	105.3			
Gross profit	38,177	33.0	114.2	40,254	32.0	104.4	42,772	34.4	107.3			
Other operatingincome	233	0.2	110.1	270	0.2	104.7	261	0.2	103.9			
OperatingGross Profit	38,410	33.2	114.1	40,525	32.2	104.4	43,034	34.6	107.3			
SG & A expenses	28,055	24.3	108.2	29,314	23.3	108.0	29,327	23.6	106.5			
Operating Profit	10,355	8.9	134.0	11,210	8.9	96.1	13,706	11.0	109.1			
Ordinary Profit	10,688	9.2	134.9	11,888	9.5	98.9	13,969	11.2	109.9			
Net Profit	5,883	5.1	158.0	7,153	5.7	102.4	8,083	6.5	109.9			

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

	Nov-2011			Feb-2012			Nov-2012		
	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY
Current assets	160,572	51.3	113.5	126,368	45.5	119.3	156,764	50.8	97.6
Noncurrent assets	152,485	48.7	100.0	151,279	54.5	99.2	151,541	49.2	99.4
Total assets	313,057	100.0	106.5	277,647	100.0	107.5	308,306	100.0	98.5
Current liabilities	83,271	26.6	101.7	40,405	14.5	99.3	57,014	18.5	68.5
Noncurrent liabilities	11,414	3.6	91.0	11,630	4.2	92.4	9,823	3.2	86.1
Total liabilities	94,686	30.2	100.3	52,035	18.7	97.7	66,837	21.7	70.6
Total shareholder's equity	218,280	69.7	109.4	225,416	81.2	109.9	241,349	78.3	110.6
Valuation difference	90	0.0	△128.5	195	0.1	—	119	0.0	131.3
Total net assets	218,370	69.8	109.5	225,611	81.3	110.0	241,468	78.3	110.6
Total assets	313,057	100.0	106.5	277,647	100.0	107.5	308,306	100.0	98.5

(5) Consolidated Major Financial Indicators

	Nov-2008	Nov-2009	Nov-2010	Nov-2011	Nov-2012
Capital adequacy ratio	69.9%	71.4%	67.9%	69.8%	78.3%
ROE	9.1%	9.4%	9.5%	8.5%	9.0%
ROA	6.5%	6.9%	6.6%	6.3%	7.2%
Ordinary profit to total assets	11.5%	12.2%	11.4%	11.4%	12.5%
Total assets turnover ratio	1.38times	1.34times	1.20times	1.19times	1.25times
Interest-bearing debt ratio	9.0%	8.3%	5.4%	4.1%	2.5%
Gross profit ratio	31.8%	32.0%	32.9%	32.8%	33.1%
SG & A expenses ratio	23.8%	23.4%	23.8%	23.6%	23.8%
Operating profit ratio	8.3%	8.9%	9.3%	9.4%	9.6%
Ordinary profit ratio	8.4%	9.1%	9.5%	9.6%	10.0%
Net assets per share	4,480.10yen	4,929.89yen	5,424.13yen	5,937.51yen	6,566.51yen
EPS	394.15yen	449.67yen	490.68yen	491.31yen	574.35yen

2. Number of Stores by Region

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-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	1		10	5	1		6	3			3					50	2		52
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	1		3					52	1		53
Hokkaido Tohoku Area	206	1		207	61	1		62	28	1		29	19	1		20	0			0	314	4		318
Ibaraki	55			55	14			14	10			10	3			3					82			82
Tochigi	34			34	9			9	6	1		7	6			6					55	1		56
Gunma	38		1	37	13			13	5			5	3	1		4					59	1	1	59
Saitama	96	4		100	26			26	9			9	5			5	1			1	137	4		141
Chiba	66	2		68	15	1		16	13			13	3			3	2			2	99	3		102
Tokyo	40	3		43	3			3	3			3	1			1	3			3	50	3		53
Kanagawa	41	5	1	45	7	1		8	2			2					3			3	53	6	1	58
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	14	2	436	101	2		103	55	1	1	55	25	1		26	9			9	614	18	3	629
Niigata	36			36	10			10	4	1		5	2			2					52	1		53
Toyama	22			22	2			2	2			2									26			26
Ishikawa	18			18	2			2	2			2									22			22
Fukui	11	1		12	2			2	1			1									14	1		15
Hokuriku Area	87	1		88	16			16	9	1		10	2			2	0			0	114	2		116
Gifu	25	1		26																	25	1		26
Shizuoka	38	1		39	6			6	1			1	3			3					48	1		49
Aichi	54	4		58	6			6	1	2		3									61	6		67
Mie	21			21	6			6	1			1	1			1					29			29
Tokai Area	138	6		144	18			18	3	2		5	4			4	0			0	163	8		171

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-12 End	2012 End	Open	Close	Nov-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	4		30	8	1		9	2			2	2			2	1			1	39	5		44
Hyougo	32	2		34	6	1		7	1			1	1			1	1			1	41	3		44
Nara	14			14	6			6	1			1	3			3					24			24
Wakayama	13	1		14	1			1													14	1		15
Kinki Area	114	8		122	23	3		26	6			6	6			6	2			2	151	11		162
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	1		41	7	1		8	7	1		8	1			1					55	3		58
Saga	12			12						1		1									12	1		13
Nagasaki	11			11	2			2	2			2	2			2					17			17
Kumamoto	21			21	1			1	1	1		2	1			1					24	1		25
Ooita	15	1		16	1	1		2	1			1		1		1					17	3		20
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	2		142	18	2		20	16	3		19	6	1		7	0			0	180	8		188
Japan Total	1,237	33	2	1,268	260	8		268	127	8	1	134	70	3	0	73	13			13	1,707	52	3	1,756
CHINA TAIWAN																					35	2	2	35
Total	1,237	33	2	1,268	260	8		268	127	8	1	134	70	3	0	73	13			13	1,742	54	5	1,791

3. Store operation

(1) Store openings

		Feb-2011	Nov-2011	Feb-2012	Nov-2012	Feb-2013 Forecast
Shimamura	New store openings	39	36	42	33	55
	Closures	1	2	5	2	2
	Renovation	24	8	8	11	10
	Scrap & rebuild	17	5	7	6	8
	Year-end total	1,200	1,234	1,237	1,268	1,290
Avail	New store openings	10	15	16	8	20
	Closures	0	0	0	0	0
	Scrap & rebuild	0	1	2	0	0
	Year-end total	244	259	260	268	280
Birthday	New store openings	9	6	8	8	15
	Closures	0	2	2	1	1
	Year-end total	121	125	127	134	141
Chambre	New store openings	1	2	2	3	7
	Closures	1	1	1	0	0
	Year-end total	69	70	70	73	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	4	4	2	5
	Closures	2	0	0	2	2
	Year-end total	31	35	35	35	38
Shimamura Group	New store openings	65	64	73	54	105
	Closures	4	6	9	5	5
	Year-end total	1,678	1,736	1,742	1,791	1,842

(2) Retail Floor Space

(Units : ㎡)

Store Type	Feb-2011	Nov-2011	Feb-2012	Nov-2012	Feb-2013 Forecast
Shimamura	1,244,483	1,282,687	1,283,920	1,318,578	1,339,200
Avail	241,729	256,202	256,827	264,884	276,600
Birthday	114,966	119,255	121,050	127,033	134,300
Chambre	66,307	67,350	67,350	70,172	74,100
Divalo	3,643	3,403	3,403	3,403	4,200
CHINA TAIWAN Shimamura	30,917	34,373	34,373	34,433	37,300
Shimamura Group	1,702,045	1,763,270	1,766,923	1,818,503	1,865,700