Investors' Guide

May-2013

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-202			Feb-2013			May-2013			Feb-2014 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	115,729	100.0	111.6	491,091	100.0	105.3	120,170	100.0	103.8	520,000	100.0	105.9
Shimamura	93,436	80.7	110.3	399,775	81.4	104.6	96,506	80.3	103.3	419,000	80.6	104.8
Avail	13,225	11.4	119.7	53,730	10.9	105.9	13,201	11.0	99.8	58,150	11.2	108.2
Birthday	5,838	5.1	119.1	23,582	4.8	115.5	6,779	5.6	116.1	27,500	5.3	116.6
Chambre	2,431	2.1	107.4	9,655	2.0	104.5	2,639	2.2	108.6	10,800	2.1	111.9
Divalo	145	0.1	119.6	607	0.1	118.2	180	0.2	124.4	750	0.1	123.4
CHINA TAIWAN	652	0.6	108.0	3,739	0.8	115.2	824	0.7	126.5	3,800	0.7	101.5
CHINA(Shanghai)	—	—	—	—	—	—	37	0.0	—	—	—	—
Cost of goods sold	77,551	67.0	110.4	330,404	67.3	105.1	80,832	67.3	104.2	348,349	67.0	105.4
Gross profit	38,177	33.0	114.2	160,686	32.7	105.6	39,337	32.7	103.0	171,650	33.0	106.8
Other operating income	233	0.2	110.1	1,006	0.2	105.2	240	0.2	102.8	1,070	0.2	106.3
Operating Gross Profit	38,410	33.2	114.1	161,693	32.9	105.6	39,577	32.9	103.0	172,720	33.2	106.8
SG & A expenses	28,055	24.3	108.2	116,138	23.6	106.4	29,974	24.9	106.8	121,720	23.4	104.8
Operating Profit	10,355	8.9	134.0	45,555	9.3	103.6	9,602	8.0	92.7	51,000	9.8	112.0
Non-operating income	388	0.3	158.8	2,167	0.4	136.4	550	0.4	141.9	1,640	0.3	75.9
Non-operating expenses	55	0.0	104.6	101	0.0	36.4	16	0.0	29.6	140	0.0	137.5
Ordinary Profit	10,688	9.2	134.9	47,620	9.7	105.2	10,137	8.4	94.8	52,500	10.1	110.2
Extraordinary profit	56	0.1	8.6	109	0.0	17.8	1	0.0	2.1	—	—	—
Extraordinary losses	487	0.4	23.3	342	0.1	13.9	100	0.0	20.6	700	0.1	204.1
Pretax profit	10,257	8.9	158.3	47,386	9.6	109.1	10,037	8.4	97.9	51,800	10.0	109.3
Tax	4,373	3.8	158.7	19,863	4.0	109.1	3,984	3.4	91.1	20,500	3.9	103.2
Net Profit	5,883	5.1	158.0	27,523	5.6	109.2	6,053	5.0	102.9	31,300	6.0	113.7

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

Subject	May-2012			Feb-2013			May-2013			Feb-2014 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Wages	11,150	9.6	105.7	45,983	9.4	104.0	11,767	9.8	105.5	48,024	9.2	104.4
Personal expenses	13,017	11.3	106.1	54,181	11.0	104.3	13,767	11.4	105.8	56,757	10.9	104.8
Advertising expenses	3,168	2.7	113.5	12,967	2.6	110.6	3,450	2.9	108.9	12,655	2.4	97.6
Selling expenses	3,946	3.4	113.9	16,370	3.3	111.7	4,326	3.6	109.6	16,215	3.1	99.1
Non-durable goods	451	0.4	157.8	1,415	0.3	124.4	467	0.4	103.6	1,483	0.3	104.8
Display total	154	0.1	99.5	766	0.2	136.5	333	0.3	215.3	1,018	0.2	132.9
Operating expenses	1,293	1.1	119.5	4,935	1.0	113.5	1,545	1.3	119.5	5,508	1.1	111.6
Rental expenses	6,142	5.3	107.0	25,242	5.1	106.8	6,496	5.4	105.8	26,901	5.2	106.6
Depreciation	1,209	1.0	101.0	5,047	1.0	100.7	1,228	1.0	101.6	4,846	0.9	96.0
Facilities cost	9,079	7.8	107.8	37,778	7.7	106.9	9,600	8.0	105.7	40,311	7.7	106.7
General expenses	718	0.6	104.6	2,836	0.6	98.3	735	0.6	102.2	2,928	0.6	103.2
SG & A expenses	28,055	24.3	108.2	116,138	23.6	106.4	29,974	24.9	106.8	121,720	23.4	104.8

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

Subject	May-2013			Aug-2013			Nov-2013			Feb-2014		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	120,170	100.0	103.8									
Cost of goods sold	80,832	67.3	104.2									
Gross profit	39,337	32.7	103.0									
Other operatingincome	240	0.2	102.8									
OperatingGross Profit	39,577	32.9	103.0									
SG & A expenses	29,974	24.9	106.8									
Operating Profit	9,602	8.0	92.7									
Ordinary Profit	10,137	8.4	94.8									
Net Profit	6,053	5.0	102.9									

(4) Consolidated Balance Sheets （単位：百万円、%）

	May-2012			Feb-2013			May-2013		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Current assets	168,045	52.7	145.0	145,367	49.0	115.0	156,600	50.8	93.2
Noncurrent assets	150,701	47.3	98.6	151,363	51.0	100.1	151,530	49.2	100.5
Total assets	318,747	100.0	118.6	296,730	100.0	106.9	308,130	100.0	96.7
Current liabilities	80,165	25.2	150.9	38,625	13.0	95.6	46,432	15.1	57.9
Noncurrent liabilities	9,680	3.0	103.8	9,873	3.3	84.9	9,964	3.2	102.9
Total liabilities	89,845	28.2	143.9	48,499	16.3	93.2	56,397	18.3	62.8
Total shareholder's equity	228,634	71.7	110.8	247,744	83.5	109.9	250,479	81.3	109.6
Valuation difference	267	0.1	—	486	0.2	249.5	1,253	0.4	—
Total net assets	228,901	71.8	110.0	248,231	83.7	110.0	251,733	81.7	110.0
Total assets	318,747	100.0	118.6	296,730	100.0	106.9	308,130	100.0	96.7

(5) Consolidated Major Financial Indicators

	May-2009	May-2010	May-2011	May-2012	May-2013
Capital adequacy ratio	71.8%	74.4%	76.8%	71.8%	81.7%
ROE	2.2%	2.5%	1.8%	2.6%	2.4%
ROA	1.6%	1.9%	1.4%	2.0%	2.0%
Ordinary profit to total assets	3.1%	3.4%	3.0%	3.6%	3.4%
Total assets turnover ratio	0.45 回	0.42 回	0.39 回	0.39 回	0.40 回
Interest-bearing debt ratio	8.4%	7.0%	5.5%	2.4%	1.9%
Gross profit ratio	30.6%	32.5%	32.3%	33.0%	32.7%
SG & A expenses ratio	24.2%	24.8%	25.0%	24.3%	24.9%
Operating profit ratio	6.7%	7.9%	7.5%	8.9%	8.0%
Ordinary profit ratio	7.0%	8.1%	7.6%	9.2%	8.4%
Net assets per share	4,656.07yen	5,137.47yen	5,607.70yen	6,224.35yen	6,846.17yen
EPS	104.10yen	128.34yen	101.25yen	159.99yen	164.62yen

2. Number of Stores by Region

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2013 End	Open	Close	May-13 End	2013 End	Open	Close	May-13 End	2013 End	Open	Close	May-13 End	2013 End	Open	Close	May-13 End	2013 End	Open	Close	May-13 End	2013 End	Open	Close	May-13 End
Hokkaido	61			61	18			18	12			12	7			7					98			98
Aomori	23			23	6			6	2			2	4			4					35			35
Iwate	18			18	6			6	2			2	1			1					27			27
Miyagi	34			34	11			11	7			7	4			4					56			56
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	3			3					53			53
Hokkaido Tohoku Area	208			208	63			63	30			30	21			21	0			0	322			322
Ibaraki	55		1	54	14			14	10			10	3			3					82		1	81
Tochigi	34			34	9			9	7			7	6			6					56			56
Gunma	37			37	12			12	5			5	4			4					58			58
Saitama	101			101	26			26	10			10	5			5	1			1	143			143
Chiba	68	1		69	16			16	13	1		14	3			3	2			2	102	2		104
Tokyo	45	2		47	3			3	3	1		4	1			1	3			3	55	3		58
Kanagawa	45	1		46	8			8	2			2					3			3	58	1		59
Yamanashi	14			14	5			5	2			2	1			1					22			22
Nagano	40			40	9			9	4			4	3			3					56			56
Kanto Koshin Area	439	4	1	442	102			102	56	2		58	26			26	9			9	632	6	1	637
Niigata	36			36	11			11	5			5	2			2					54			54
Toyama	22			22	2	1		3	2			2									26	1		27
Ishikawa	18			18	2			2	2			2									22			22
Fukui	12			12	2			2	1			1									15			15
Hokuriku Area	88			88	17	1		18	10			10	2			2	0			0	117	1		118
Gifu	26			26						1		1									26	1		27
Shizuoka	39			39	6			6	1			1	3			3					49			49
Aichi	58			58	6			6	3			3									67			67
Mie	21			21	6			6	1			1	1			1					29			29
Tokai Area	144			144	18			18	5	1		6	4			4	0			0	171	1		172

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2013 End	Open	Close	May-13 End	2013 End	Open	Close	May-1 End	2013 End	Open	Close	May-1 End	2013 End	Open	Close	May-1 End	2013 End	Open	Close	May-1 End	2013 End	Open	Close	May-13 End
Shiga	18			18	2			2	2			2	1			1					23			23
Kyoto	13			13	2			2	1			1									16			16
Oosaka	30	1		31	9			9	2			2	2		1	1	1			1	44	1	1	44
Hyougo	34			34	7			7	2			2	1			1	1			1	45			45
Nara	14			14	6			6	1			1	3			3					24			24
Wakayama	14			14	1			1													15			15
Kinki Area	123	1		124	27			27	8			8	7		1	6	2			2	167	1	1	167
Tottori	7			7	2			2	2			2	2			2					13			13
Shimane	8			8	2			2					1			1					11			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									1			1	23			23
Chugoku Area	79			79	14			14	7			7	4			4	2			2	106			106
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	42			42	9			9	8			8	1			1					60			60
Saga	12			12					1			1									13			13
Nagasaki	11			11	2			2	2			2	2			2					17			17
Kumamoto	21			21	1			1	2			2	1			1					25			25
Ooita	16			16	2			2	1			1	1			1					20			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	3			3									13			13
Kyusyu Okinawa Area	143			143	21			21	20			20	7			7	0			0	191			191
Japan Total	1,274	5	1	1,278	271	1		272	139	3		142	75		1	74	14			14	1,773	9	2	1,780
CHINA TAIWAN																					35	1		36
CHINA(Shanghai)																								2
Total	1,274	5	1	1,278	271	1		272	139	3		142	75		1	74	14			14	1,808	10	2	1,818

3. Store operation

(1) Store openings

		Feb-2012	May-2012	Feb-2013	May-2013	Feb-2014 Forecast
Shimamura	New store openings	42	13	39	5	30
	Closures	5	0	2	1	1
	Renovation	8	7	11	14	19
	Scrap & rebuild	7	2	7	0	1
	Year-end total	1,237	1,250	1,274	1,278	1,303
Avail	New store openings	16	3	12	1	17
	Closures	0	0	1	0	0
	Scrap & rebuild	2	0	0	0	0
	Year-end total	260	263	271	272	288
Birthday	New store openings	8	0	13	3	15
	Closures	2	1	1	0	0
	Scrap & rebuild			0	0	0
	Year-end total	127	126	139	142	154
Chambre	New store openings	2	0	5	0	5
	Closures	1	0	0	1	1
	Scrap & rebuild			0	0	0
	Year-end total	70	70	75	74	79
Divalo	New store openings	1	0	1	0	3
	Closures	1	0	0	0	0
	Scrap & rebuild			0	0	0
	Year-end total	13	13	14	14	17
CHINA TAIWAN Shimamura	New store openings	4	0	2	1	2
	Closures	0	2	2	0	0
	Scrap & rebuild			0	0	0
	Year-end total	35	33	35	36	37
CHINA(Shanghai) Shimamura	New store openings	—	—	—	0	—
	Closures	—	—	—	0	—
	Scrap & rebuild	—	—	—	0	—
	Year-end total	—	—	—	2	—
Shimamura Group	New store openings	73	16	72	10	72
	Closures	9	3	6	2	2
	Scrap & rebuild			7	0	1
	Year-end total	1,742	1,755	1,808	1,818	1,878

(2) Retail Floor Space (Units : ㎡)

Store Type	Feb-2012	May-2012	Feb-2013	May-2013	Feb-2014 Forecast
Shimamura	1,283,920	1,298,634	1,324,273	1,329,669	1,354,400
Avail	256,827	259,617	268,585	269,510	285,400
Birthday	121,050	120,051	131,645	134,195	145,900
Chambre	67,350	67,350	72,225	71,572	76,300
Divalo	3,403	3,403	3,828	4,205	4,600
CHINA TAIWAN Shimamura	34,373	32,453	34,433	35,322	36,400
CHINA (Shanghai) Shimamura	—	—	—	1,634	—
Shimamura Group	1,766,923	1,781,508	1,834,989	1,846,107	1,903,000

4. Number of Employees

(Units : person、%)

		May-2012		Feb-2013		May-2013		Feb-2014 Forecast	
		Person	YOY	Person	YOY	Person	YOY	Person	YOY
Shimamura Non-consolidated	Full-time	2,238	103.6	2,211	102.9	2,294	102.5	2,280	103.1
	Part-time	10,827	106.8	11,167	104.8	11,203	103.5	11,590	103.8
	Total	13,065	106.2	13,378	104.5	13,497	103.3	13,870	103.7
Subsidiary	Full-time	68	106.3	72	102.9	90	132.4	75	104.2
	Part-time	223	114.9	233	103.1	259	116.1	245	105.2
	Total	291	112.8	305	103.0	349	119.9	320	104.9
Shimamura Group Total	Full-time	2,306	103.7	2,283	102.9	2,384	103.4	2,355	103.2
	Part-time	11,050	107.0	11,400	104.7	11,462	103.7	11,835	103.8
	Total	13,356	106.4	13,683	104.4	13,846	103.7	14,190	103.7