Investors' Guide

Februrary-2015

Shimamura Co.,Ltd.

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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	Feb-2014			Feb-2015			Aug-2015 Forecast			Feb-2016 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	501,898	100.0	102.2	511,893	100.0	102.0	266,000	100.0	104.9	544,000	100.0	106.3
Shimamura	407,029	81.1	101.8	414,121	80.9	101.7	213,180	80.2	103.2	433,800	79.7	104.8
Avail	52,831	10.5	98.3	49,960	9.8	94.6	26,263	9.9	105.4	53,500	9.8	107.1
Birthday	26,772	5.3	113.5	31,222	6.1	116.6	17,353	6.5	120.2	38,000	7.0	121.7
Chambre	9,896	2.0	102.5	9,818	1.9	99.2	5,200	2.0	106.5	10,600	2.0	108.0
Divalo	786	0.2	129.4	883	0.2	112.3	504	0.2	112.2	1,100	0.2	124.6
CHINA TAIWAN	4,263	0.8	114.0	5,366	1.0	125.9	2,622	1.0	118.8	5,900	1.1	109.9
CHINA(Shanghai)	317	0.1	—	522	0.1	164.5	474	0.2	283.3	1,100	0.2	210.7
Cost of goods sold	339,735	67.7	102.8	349,459	68.3	102.9	178,472	67.1	103.6	365,030	67.1	104.5
Gross profit	162,162	32.3	100.9	162,433	31.7	100.2	87,528	32.9	107.7	178,970	32.9	110.2
Other operating income	1,003	0.2	99.7	935	0.2	93.2	501	0.2	106.6	990	0.2	105.8
Operating Gross Profit	163,166	32.5	100.9	163,369	31.9	100.1	88,029	33.1	107.7	179,960	33.1	110.2
SG & A expenses	121,297	24.2	104.4	126,545	24.7	104.3	66,434	25.0	106.2	133,960	24.6	105.9
Operating Profit	41,868	8.3	91.9	36,823	7.2	88.0	21,595	8.1	112.7	46,000	8.5	124.9
Non-operating income	2,204	0.5	101.7	1,830	0.3	83.0	679	0.3	60.4	1,430	0.2	78.1
Non-operating expenses	56	0.0	55.8	53	0.0	93.9	14	0.0	54.2	30	0.0	56.2
Ordinary Profit	44,016	8.8	92.4	38,601	7.5	87.7	22,260	8.4	109.9	47,400	8.7	122.8
Extraordinary profit	44	0.0	41.0	7	0.0	17.8	—	—	—	—	—	—
Extraordinary losses	292	0.1	85.3	448	0.0	153.5	200	0.1	95.1	500	0.1	111.4
Pretax profit	43,768	8.7	92.4	38,160	7.5	87.2	22,060	8.3	110.0	46,900	8.6	122.9
Tax	17,185	3.4	86.5	14,871	3.0	86.5	8,165	3.1	103.8	17,350	3.2	116.7
Net Profit	26,583	5.3	96.6	23,288	4.5	87.6	13,895	5.2	114.1	29,550	5.4	126.9

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

Subject	Feb-2014			Feb-2015			Aug-2015 Forecast			Feb-2016 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Wages	47,631	9.5	103.6	49,140	9.6	103.2	25,352	9.5	104.4	51,670	9.5	105.1
Personal expenses	56,314	11.2	103.9	58,237	11.4	103.4	30,061	11.3	104.4	61,240	11.3	105.2
Advertising expenses	13,107	2.6	101.1	13,598	2.7	103.7	6,970	2.6	101.9	13,732	2.5	101.0
Selling expenses	16,766	3.3	102.4	17,829	3.5	106.3	9,127	3.4	103.0	18,107	3.3	101.6
Non-durable goods	1,387	0.3	98.0	1,554	0.3	112.1	777	0.3	98.5	1,535	0.3	98.7
Display total	1,173	0.2	153.2	1,164	0.2	99.2	931	0.4	147.6	1,568	0.3	134.7
Operating expenses	5,421	1.1	109.9	5,670	1.1	104.6	3,568	1.4	122.0	6,543	1.2	115.4
Rental expenses	26,518	5.3	105.1	27,816	5.4	104.9	14,458	5.4	105.5	29,273	5.4	105.2
Depreciation	5,092	1.0	100.9	5,285	1.0	103.8	2,702	1.0	109.3	5,592	1.0	105.8
Facilities cost	39,863	8.0	105.5	42,108	8.2	105.6	22,165	8.3	107.7	45,083	8.3	107.1
General expenses	2,931	0.6	103.3	2,699	0.5	92.1	1,510	0.6	106.6	2,984	0.5	110.6
SG & A expenses	121,297	24.2	104.4	126,545	24.7	104.3	66,434	25.0	106.2	133,960	24.6	105.9

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

Subject	May-2014			Aug-2014			Nov-2014			Feb-2015		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	125,946	100.0	104.8	127,591	100.0	97.4	130,286	100.0	104.1	128,068	100.0	101.9
Cost of goods sold	85,938	68.2	106.3	86,331	67.7	97.4	87,626	67.3	105.1	89,563	69.9	103.1
Gross profit	40,007	31.8	101.7	41,260	32.3	97.5	42,660	32.7	102.1	38,504	30.1	99.4
Other operatingincome	230	0.1	96.0	239	0.2	88.1	235	0.2	93.4	229	0.1	96.0
OperatingGross Profit	40,238	31.9	101.7	41,500	32.5	97.5	42,896	32.9	102.0	38,734	30.2	99.4
SG & A expenses	31,616	25.1	105.5	30,959	24.2	102.8	32,332	24.8	103.8	31,993	24.9	106.5
Operating Profit	8,621	6.8	89.8	10,541	8.3	84.7	10,563	8.1	97.1	6,740	5.3	75.4
Ordinary Profit	8,864	7.0	87.4	11,396	8.9	87.7	11,199	8.6	99.3	7,140	5.6	74.3
Net Profit	5,244	4.2	86.6	6,937	5.4	87.9	6,732	5.2	99.6	4,373	3.4	74.5

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

	Feb-2014			Aug-2014			Feb-2015		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Current assets	158,799	51.0	109.2	175,999	53.0	110.2	172,954	52.2	108.9
Noncurrent assets	152,367	49.0	100.7	155,858	47.0	102.9	158,653	47.8	104.1
Total assets	311,166	100.0	104.9	331,857	100.0	106.7	331,608	100.0	106.6
Current liabilities	33,474	10.7	86.7	44,823	13.5	107.4	37,586	11.3	112.3
Noncurrent liabilities	8,323	2.7	84.3	8,478	2.6	84.7	6,983	2.1	83.9
Total liabilities	41,798	13.4	86.2	53,301	16.1	103.0	44,570	13.4	106.6
Total shareholder's equity	268,106	86.2	108.2	276,590	83.3	107.1	284,379	85.8	106.1
Valuation difference	1,261	0.4	259.1	1,965	0.6	187.3	2,659	0.8	210.8
Total net assets	269,368	86.6	108.5	278,556	83.9	107.4	287,038	86.6	106.6
Total assets	311,166	100.0	104.9	331,857	100.0	106.7	331,608	100.0	106.6

(5) Consolidated Major Financial Indicators

	Feb-2011	Feb-2012	Feb-2013	Feb-2014	Feb-2015
Capital adequacy ratio	79.4%	81.3%	83.7%	86.6%	86.6%
ROE	12.0%	11.7%	11.6%	10.3%	8.4%
ROA	9.4%	9.4%	9.6%	8.7%	7.2%
Ordinary profit to total assets	16.3%	16.9%	16.6%	14.5%	12.0%
Total assets turnover ratio	1.75times	1.74times	1.71times	1.65times	1.59times
Interest-bearing debt ratio	5.7%	4.2%	2.6%	1.9%	1.2%
Gross profit ratio	32.6%	32.6%	32.7%	32.3%	31.7%
SG & A expenses ratio	23.7%	23.4%	23.6%	24.2%	24.7%
Operating profit ratio	9.1%	9.4%	9.3%	8.3%	7.2%
Ordinary profit ratio	9.3%	9.7%	9.7%	8.8%	7.5%
Net assets per share	5,575.87yen	6,134.55yen	6,750.58yen	7,327.03yen	7808.33yen
EPS	639.09yen	685.55yen	748.46yen	723.04yen	633.48yen

2. Number of Stores by Region

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End
Hokkaido	62			62	20			20	12	1		13	9			9		1		1	103	2		105
Aomori	23			23	6			6	2			2	4			4					35			35
Iwate	19			19	6			6	2			2	1			1					28			28
Miyagi	34			34	11		1	10	7			7	4			4					56		1	55
Akita	17			17	7			7	2			2									26			26
Yamagata	16			16	6			6	3			3	2			2					27			27
Fukushima	39	1		40	9			9	2	1		3	3	1		4					53	3		56
Hokkaido Tohoku Area	210	1		211	65		1	64	30	2		32	23	1		24	0	1		1	328	5	1	332
Ibaraki	54			54	14			14	10			10	3	1		4		1		1	81	2		83
Tochigi	34	1		35	9			9	8	2		10	6	1		7					57	4		61
Gunma	37	1		38	12			12	5			5	4			4					58	1		59
Saitama	102		1	101	25	1	1	25	10	1		11	5	1		6	1			1	143	3	2	144
Chiba	71	2		73	16	1		17	14	2		16	3			3	2			2	106	5		111
Tokyo	50	5		55	3	2		5	4	1		5	1			1	3			3	61	8		69
Kanagawa	48	6		54	9			9	3	1		4					3			3	63	7		70
Yamanashi	14			14	5			5	2			2	1			1					22			22
Nagano	40			40	9			9	4		1	3	3			3					56		1	55
Kanto Koshin Area	450	15	1	464	102	4	1	105	60	7	1	66	26	3		29	9	1		10	647	30	3	674
Niigata	36			36	11			11	5			5	2			2					54			54
Toyama	22			22	3			3	2			2									27			27
Ishikawa	18			18	2			2	2			2									22			22
Fukui	12			12	2			2	2			2		1		1					16	1		17
Hokuriku Area	88			88	18			18	11			11	2	1		3	0			0	119	1		120
Gifu	26			26		1		1	1	1		2									27	2		29
Shizuoka	40			40	6			6	2	2		4	3			3					51	2		53
Aichi	59			59	7			7	3			3									69			69
Mie	21			21	6	1		7	1			1	1			1					29	1		30
Tokai Area	146			146	19	2		21	7	3		10	4			4	0			0	176	5		181

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End	2014 End	Open	Close	2015 End
Shiga	19			19	2			2	3			3	1			1					25			25
Kyoto	13	2		15	2			2	1			1									16	2		18
Oosaka	35			35	10			10	4	1		5	1			1	2			2	52	1		53
Hyougo	34	3		37	7	3		10	2	1		3	1	1		2	1			1	45	8		53
Nara	14	1		15	6			6	1	2		3	3			3					24	3		27
Wakayama	14			14	1			1		1		1		1		1					15	2		17
Kinki Area	129	6		135	28	3		31	11	5		16	6	2		8	3			3	177	16		193
Tottori	7			7	2			2	2			2	2			2					13			13
Shimane	8			8	2			2		1		1	1			1					11	1		12
Okayama	22			22	4			4	2			2									28			28
Hiroshima	23			23	3			3	3			3	1			1	1			1	31			31
Yamaguchi	20			20	4			4		2		2					1			1	25	2		27
Chugoku Area	80			80	15			15	7	3		10	4			4	2			2	108	3		111
Tokushima	9			9	2			2					1			1					12			12
Kagawa	14		1	13	2			2	2			2	1			1					19		1	18
Ehime	16			16	4			4	1	1		2	2			2	1			1	24	1		25
Kochi	11	1		12	1			1													12	1		13
Shikoku Area	50	1	1	50	9			9	3	1		4	4			4	1			1	67	2	1	68
Fukuoka	43			43	10	1		11	9	1		10	1			1	1			1	64	2		66
Saga	12			12					1			1									13			13
Nagasaki	11			11	2	1		3	2	1		3	2	1		3					17	3		20
Kumamoto	21			21	1	1		2	2	1		3	1			1					25	2		27
Ooita	16			16	2			2	1			1	1			1					20			20
Miyazaki	17			17	2			2	1			1									20			20
Kagoshima	17			17	4			4	2			2	2			2					25			25
Okinawa	9	1		10	2			2	3	1		4									14	2		16
Kyusyu Okinawa Area	146	1		147	23	3		26	21	4		25	7	1		8	1			1	198	9		207
Japan Total	1,299	24	2	1,321	279	12	2	289	150	25	1	174	76	8		84	16	2		18	1,820	71	5	1,886
CHINA TAIWAN																					36	1		37
CHAINA(Shanghai)																					4	4		8
Total	1,299	24	2	1,321	279	12	2	289	150	25	1	174	76	8		84	16	2		18	1,860	76	5	1,931

3. Store operation

(1) Store openings

		Feb-2012	Feb-2013	Feb-2014	Feb-2015	Feb-2016 Forecast
Shimamura	New store openings	42	39	26	24	25
	Closures	5	2	1	2	3
	Renovation	8	11	66	99	93
	Scrap & rebuild	7	7	1	3	6
	Year-end total	1,237	1,274	1,299	1,321	1,343
Avail	New store openings	16	12	9	12	15
	Closures	0	1	1	2	6
	Scrap & rebuild	2	0	0	0	0
	Year-end total	260	271	279	289	298
Birthday	New store openings	8	13	11	25	30
	Closures	2	1	0	1	0
	Scrap & rebuild	0	0	0	0	0
	Year-end total	127	139	150	174	204
Chambre	New store openings	2	5	2	8	5
	Closures	1	0	1	0	2
	Scrap & rebuild	0	0	0	0	0
	Year-end total	70	75	76	84	87
Divalo	New store openings	1	1	2	2	5
	Closures	1	0	0	0	0
	Scrap & rebuild	0	0	0	0	0
	Year-end total	13	14	16	18	23
CHINA TAIWAN Shimamura	New store openings	4	2	1	1	2
	Closures	0	2	0	0	0
	Scrap & rebuild	0	0	0	1	0
	Year-end total	35	35	36	37	39
CHINA(Shanghai) Shimamura	New store openings	—	—	2	4	8
	Closures	—	—	0	0	1
	Scrap & rebuild	—	—	0	0	0
	Year-end total	—	—	4	8	15
Shimamura Group	New store openings	73	72	53	76	90
	Closures	9	6	3	5	12
	Scrap & rebuild	9	7	0	4	6
	Year-end total	1,742	1,808	1,860	1,931	2,009

(2) Retail Floor Space (Units : ㎡)

Store Type	Feb-2012	Feb-2013	Feb-2014	Feb-2015	Feb-2016 Forecast
Shimamura	1,283,920	1,324,273	1,351,404	1,375,537	1,399,930
Avail	256,827	268,585	276,420	286,981	297,300
Birthday	121,050	131,645	140,871	162,343	190,330
Chambre	67,350	72,225	73,466	81,381	85,230
Divalo	3,403	3,828	4,918	5,658	7,230
CHINA TAIWAN Shimamura	34,373	34,433	35,269	36,224	38,180
CHINA (Shanghai) Shimamura	—	—	3,492	6,881	13,760
Shimamura Group	1,766,923	1,834,989	1,885,840	1,955,005	2,031,960

4. Number of Employees

(Units : person、%)

		Feb-2013		Feb-2014		Feb-2015		Feb-2016 Forecast	
		Person	YOY	Person	YOY	Person	YOY	Person	YOY
Shimamura Non-consolidated	Full-time	2,211	102.9	2,265	102.4	2,371	104.7	2,445	103.1
	Part-time	11,167	104.8	11,427	102.3	11,521	100.8	11,935	103.6
	Total	13,378	104.5	13,692	102.3	13,892	101.5	14,380	103.5
Subsidiary	Full-time	72	102.9	93	129.2	104	111.8	115	110.6
	Part-time	233	103.1	291	124.9	314	107.9	375	119.4
	Total	305	103.0	384	125.9	418	108.9	490	117.2
Shimamura Group Total	Full-time	2,283	102.9	2,358	103.3	2,475	105.0	2,560	103.4
	Part-time	11,400	104.7	11,718	102.8	11,835	101.0	12,310	104.0
	Total	13,683	104.4	14,076	102.9	14,310	101.7	14,870	103.9

5. Capital Expenditures

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

(Until : Millions of yen, %)

	Feb-2013	YOY	Feb-2014	YOY	Feb-2015	YOY	Feb-2016 Forecast	YOY
Buildings	5,164	94.5	4,275	82.8	9,122	213.4	8,415	92.2
Structures	651	130.1	516	79.2	995	192.8	540	54.2
Machine	51	2.2	4	8.0	2,165	—	220	10.2
Equipment	304	108.3	221	72.7	208	94.3	465	222.8
Land	586	117.1	2,706	—	136	5.1	10,580	—
Construction in progress	△93	4.4	830	—	△835	—	1,800	—
Tangible fixed assets	6,665	95.9	8,553	128.3	11,793	137.9	22,020	186.7
Deposits for rent	1,452	84.3	1,512	104.2	2,352	155.5	1,400	59.5
Lease deposits	41	103.6	29	71.6	52	176.0	55	104.7
Total capital expenditures	8,159	93.6	10,096	123.7	14,199	140.6	23,475	165.3
Depreciation	4,968	100.5	4,974	100.1	5,137	103.3	5,463	106.3

(2) Subsidiary

(Units : Millions of yen, %)

	Feb-2013	YOY	Feb-2014	YOY	Feb-2015	YOY	Feb-2016 Forecast	YOY
Total capital expenditures	127	112.0	204	160.3	344	168.2	600	174.2
Depreciation	79	118.1	117	148.2	148	126.5	129	87.1

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

(Units : Millions of yen, %)

	Feb-2013	YOY	Feb-2014	YOY	Feb-2015	YOY	Feb-2016 Forecast	YOY
Total capital expenditures	8,286	93.9	10,301	124.3	14,543	141.2	24,075	165.5
Depreciation	5,047	100.7	5,092	100.9	5,285	103.8	5,592	105.8

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

1. Non-consolidated Financial Summary and Forecast

(1) Non-consolidated profit and loss statement

(Units : Millions of yen, %)

科　目	Feb-2014			Feb-2015			Aug-2015 Forecast			Feb-2016 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	497,317	100.0	102.0	506,007	100.0	101.7	262,500	100.0	104.5	537,000	100.0	106.1
Cost of goods sold	336,820	67.7	102.7	345,778	68.3	102.7	176,124	67.1	103.1	360,660	67.2	104.3
Gross profit	160,496	32.3	100.7	160,228	31.7	99.8	86,376	32.9	107.5	176,340	32.8	110.1
Other operating income	1,000	0.2	99.7	932	0.1	93.3	501	0.2	106.9	990	0.2	106.2
Operating Gross Profit	161,496	32.5	100.7	161,161	31.8	99.8	86,877	33.1	107.5	177,330	33.0	110.0
SG & A expenses	119,345	24.0	103.9	124,079	24.5	104.0	64,967	24.8	105.5	130,980	24.4	105.6
Operating Profit	42,150	8.5	92.6	37,081	7.3	88.0	21,910	8.3	113.7	46,350	8.6	125.0
Non-operating income	2,094	0.4	96.8	2,047	0.4	97.7	679	0.3	64.6	1,400	0.3	68.4
Non-operating expenses	51	0.0	55.0	43	0.0	83.9	14	0.0	63.5	26	0.0	59.9
Ordinary Profit	44,193	8.9	92.9	39,085	7.7	88.4	22,575	8.6	111.3	47,724	8.9	122.1
Extraordinary profit	44	0.0	64.4	—	—	—	—	—	—	—	—	—
Extraordinary losses	292	0.1	85.4	1,088	0.2	—	200	0.1	95.1	500	0.1	45.9
Pretax profit	43,946	8.8	92.9	37,996	7.5	86.5	22,375	8.5	111.4	47,224	8.8	124.3
Tax	17,208	3.4	86.6	14,724	2.9	85.6	8,280	3.1	105.2	17,474	3.3	118.7
Net Profit	26,737	5.4	97.4	23,272	4.6	87.0	14,095	5.4	115.4	29,750	5.5	127.8

(2) Selling, General and Administrative Expenses

(Units : Millions of yen, %)

	Feb-2014			Feb-2015			Aug-2015 Forecast			Feb-2016 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Wages	47,027	9.5	103.3	48,431	9.6	103.0	24,965	9.5	104.1	50,831	9.5	105.0
Personal expenses	55,607	11.2	103.6	57,399	11.3	103.2	29,597	11.3	104.1	60,230	11.2	104.9
Advertising expenses	12,979	2.6	100.5	13,432	2.7	103.5	6,848	2.6	100.9	13,500	2.5	100.5
Selling expenses	16,522	3.3	101.6	17,486	3.5	105.8	8,903	3.4	101.8	17,653	3.3	101.0
Non-durable goods	1,374	0.3	97.4	1,542	0.3	112.2	765	0.3	97.5	1,512	0.3	98.0
Display total	1,140	0.2	151.8	1,108	0.2	97.3	875	0.3	142.8	1,480	0.3	133.5
Operating expenses	5,329	1.1	109.1	5,549	1.1	104.1	3,460	1.3	120.1	6,345	1.2	114.3
Rental expenses	25,949	5.2	104.5	27,130	5.4	104.5	14,081	5.4	105.1	28,500	5.3	105.0
Depreciation	4,974	1.0	100.1	5,137	1.0	103.3	2,638	1.0	109.6	5,463	1.0	106.3
Facilities cost	39,006	7.8	104.9	41,065	8.1	105.3	21,611	8.2	107.5	43,942	8.2	107.0
General expenses	2,879	0.6	102.2	2,578	0.5	89.6	1,392	0.5	100.4	2,810	0.5	109.0
SG & A expenses	119,345	24.0	103.9	124,079	24.5	104.0	64,967	24.7	105.5	130,980	24.4	105.6

2．Sales and Gross profit

(1) Monthly sales, customer numbers and per customer spending （Shimamura） (Units：%)

Feb-2015 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	93.6	111.7	101.7	103.0	96.9	94.5	95.3	95.6	99.1
	All stores	95.2	113.6	104.0	105.0	98.6	96.3	97.1	97.3	101.0
Customer numbers	All Stores	92.7	109.5	101.6	101.9	97.1	95.9	94.9	96.0	98.8
Spending per customers		102.6	103.8	102.4	103.1	101.5	100.4	102.3	101.4	102.2

Feb-2015 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	110.4	101.5	97.8	102.1	105.4	92.5	102.5	99.7	100.9	100.0
	All stores	112.2	102.9	99.2	103.6	107.0	94.2	104.4	101.5	102.5	101.7
Customer numbers	All Stores	109.1	101.5	98.0	102.2	103.6	92.8	104.1	99.6	101.0	99.8
Spending per customers		102.8	101.4	101.2	101.3	103.3	101.6	100.3	101.8	101.6	101.9

Feb-2014 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	106.8	101.8	94.9	100.4	109.3	98.8	96.2	101.3	100.8
	All stores	110.3	105.0	97.2	103.3	112.4	101.0	98.0	103.6	103.4
Customer numbers	All Stores	107.9	104.1	97.8	102.7	108.8	99.1	96.8	101.3	101.9
Spending per customers		102.2	100.9	99.4	100.6	103.3	101.9	101.2	102.2	101.5

Feb-2014 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	102.2	95.6	98.2	98.2	96.0	101.3	96.9	98.2	98.2	99.5
	All stores	104.4	97.4	100.3	100.2	98.1	103.3	98.9	100.2	100.2	101.8
Customer numbers	All Stores	100.3	95.9	98.2	97.9	96.6	101.3	96.4	98.3	98.1	100.0
Spending per customers		104.1	101.6	102.1	102.3	101.5	102.0	102.5	102.0	102.2	101.8

(2) Net sales, Customer numbers, Items purchased customer, Average spending per customer, Average price per item sold （Shimamura）

	Feb-2011		Feb-2012		Feb-2013		Feb-2014		Feb-2015	
	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY
Net store sales(Millions of yen)	365,747	101.4	382,232	104.5	399,775	104.6	407,029	101.8	414,121	101.7
Customer of number(Thousands)	155,941	101.2	157,015	100.7	160,827	102.4	160,885	100.0	160,615	99.8
Items purchased customer	3.1	99.4	3.1	100.1	3.1	100.7	3.1	98.9	3.1	98.6
Average spending Per customer(Yen)	2,345	100.2	2,434	103.8	2,486	102.1	2,530	101.8	2,578	101.9
Average price per item sold(Yen)	752	100.8	780	103.6	791	101.4	814	102.9	841	103.4

(3) Monthly sales, customer numbers and per customer spending (Avail) (Units : %)

Feb-2015 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	85.6	101.8	93.3	94.1	88.1	86.6	86.1	86.9	90.4
	All stores	87.3	105.0	96.3	96.7	90.5	88.9	89.2	89.5	93.1
Customer numbers	All Stores	86.8	102.9	96.0	95.7	91.3	90.2	90.6	90.7	93.1
Spending per customers		100.5	102.1	100.3	101.1	99.1	98.7	98.5	98.7	100.0

Feb-2015 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	98.1	94.7	91.5	94.3	99.3	86.3	92.4	92.2	93.2	91.8
	All stores	101.1	97.7	93.5	96.9	102.6	89.3	95.4	95.3	96.1	94.6
Customer numbers	All Stores	101.0	96.5	92.9	96.5	102.3	88.9	94.8	94.9	95.7	94.3
Spending per customers		100.1	101.3	100.7	100.4	100.2	100.5	100.6	100.4	100.4	100.2

Feb-2014 1st half		Mar	Apr	May	1st quarter	Jun	Jul	Aug	2nd quarter	1st half
Net sales	Existing stores	102.7	99.8	90.5	97.2	101.4	100.1	96.5	99.2	98.2
	All stores	105.7	102.2	93.2	99.8	104.8	103.2	99.5	102.3	101.1
Customer numbers	All Stores	107.4	105.6	95.7	102.5	104.9	102.3	97.6	101.3	101.9
Spending per customers		98.4	96.8	97.4	97.4	99.9	100.9	101.9	101.0	99.2

Feb-2014 2nd half		Sep	Oct	Nov	3rd quarter	Dec	Jan	Feb	4th quarter	2nd half	Year total
Net sales	Existing stores	99.3	91.2	90.5	92.8	90.4	96.0	91.9	93.1	93.0	95.6
	All stores	102.7	93.8	94.3	96.1	92.6	98.0	94.1	95.2	95.7	98.3
Customer numbers	All Stores	97.6	93.0	92.3	94.0	90.4	96.0	92.2	93.1	93.6	97.8
Spending per customers		105.3	100.9	102.2	102.2	102.4	102.1	102.0	102.2	102.2	100.6

(4) Net sales, Customer numbers, Items purchased customer, Average spending per customer, Average price per item sold (Avail)

	Feb-2011		Feb-2012		Feb-2013		Feb-2014		Feb-2015	
	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY	Amount	YOY
Net store sales(Millions of yen)	45,437	104.2	50,748	111.7	53,730	105.9	52,831	98.3	49,960	94.6
Customer of number(Thousands)	15,936	108.6	17,598	110.4	18,584	105.6	18,167	97.8	17,139	94.3
Items purchased customer	2.3	102.2	2.4	102.4	2.4	102.1	2.4	100.3	2.4	98.1
Average spending Per customer(Yen)	2,851	95.9	2,884	101.1	2,891	100.3	2,908	100.6	2,915	100.2
Average price per item sold(Yen)	1,230	93.8	1,214	98.7	1,192	98.2	1,196	100.3	1,222	102.2

(5) Sales and Gross profit Breakdown by Product Line (Units : Millions of yen, %)

	Feb-2013					Feb-2014					Feb-2015				
	Amount	YOY	Comp ratio	Margin	YOY	Amount	YOY	Comp ratio	Margin	YOY	Amount	YOY	Comp ratio	Margin	YOY
Woman's wear	125,953	105.2	31.5	30.6	△0.2	125,726	99.8	30.9	29.9	△0.7	129,861	103.3	31.4	29.9	0.0
Underwear	104,648	102.8	26.2	35.6	△0.2	106,291	101.6	26.1	35.4	△0.2	107,756	101.4	26.0	34.4	△1.0
Bedclothes	43,287	103.7	10.8	30.4	0.6	45,175	104.4	11.1	30.8	0.4	46,005	101.8	11.1	30.6	△0.2
Men's wear	30,965	104.7	7.8	29.4	1.5	32,312	104.4	7.9	29.4	0.0	33,124	102.5	8.0	29.2	△0.2
Baby & Kid's	29,330	107.4	7.3	28.3	0.2	28,773	98.1	7.1	27.1	△1.2	27,893	96.9	6.7	26.6	△0.5
Accessories	25,537	104.0	6.4	31.0	△0.3	26,498	103.8	6.5	30.3	△0.7	27,559	104.0	6.7	30.8	0.5
Interior	22,156	105.7	5.5	31.1	0.1	23,494	106.0	5.8	31.4	0.3	23,352	99.4	5.6	30.2	△1.2
Shoes	17,895	108.2	4.5	32.6	0.2	18,756	104.8	4.6	32.1	△0.5	18,569	99.0	4.5	32.2	0.1
Shimamura	399,775	104.6	100.0	31.7	0.0	407,029	101.8	100.0	31.4	△0.3	414,121	101.7	100.0	31.0	△0.4
Woman's wear	19,694	104.9	36.7	38.5	△0.2	19,936	101.2	37.7	37.8	△0.7	18,754	94.1	37.5	35.7	△2.1
Men's wear	14,409	104.9	26.8	38.2	1.4	13,728	95.3	26.0	36.7	△1.5	13,067	95.2	26.2	34.6	△2.1
Shoes	12,419	109.6	23.1	40.5	△0.6	12,244	98.6	23.2	40.3	△0.2	11,784	96.2	23.6	39.0	△1.3
Underwear	6,068	106.9	11.3	37.5	0.5	5,887	97.0	11.1	36.8	△0.7	5,489	93.2	11.0	35.0	△1.8
Kid's wear	1,138	91.6	2.1	34.7	△2.6	1,033	90.8	2.0	33.2	△1.5	865	83.7	1.7	29.4	△3.8
Avail	53,730	105.9	100.0	38.7	0.2	52,831	98.3	100.0	37.9	△0.8	49,960	94.6	100.0	36.0	△1.9
Birthday	23,582	115.5	-	31.9	0.7	26,772	113.5	-	31.5	△0.4	31,222	116.6	-	31.7	0.2
Chambre	9,655	104.5	-	40.9	0.7	9,896	102.5	-	40.0	△0.9	9,818	99.2	-	36.5	△3.5
Divalo	607	118.2	-	34.4	0.9	786	129.4	-	30.0	△4.4	883	112.3	-	29.5	△0.5
Total	487,351	105.2	-	32.7	0.1	497,317	102.0	-	32.3	△0.4	506,007	101.7	-	31.7	△0.6

(6) New store sales trend (Shimamura)

	Feb-2011	YOY	Feb-2012	YOY	Feb-2013	YOY	Feb-2014	YOY	Feb-2015	YOY
New store sales	8,071,156	119.5	9,711,621	120.3	8,637,274	88.9	5,332,119	61.7	4,179,749	78.4
Month in operation	258	109.3	303	117.4	293	96.7	178	60.8	155	87.1
New store sales per month	31,284	109.3	32,052	102.5	29,479	92.0	29,956	101.6	26,966	90.0
New store openings	39	100.0	42	107.7	39	92.9	26	66.7	24	92.3

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

(Units: Millions of yen, ㎡, %)

Prefecture	Net sales	YOY (%)	Retail Space	YOY (%)	Number stores	Market Share
Hokkaido	19,207	102.9	68,706	100.0	62	7.1
Aomori	6,830	100.1	23,811	100.0	23	15.1
Iwate	6,135	99.1	19,363	100.0	19	13.1
Miyagi	9,663	98.1	36,282	100.0	34	9.0
Akita	5,117	100.6	17,322	100.0	17	15.2
Yamagata	5,184	99.3	17,017	100.0	16	12.8
Fukushima	11,931	100.2	40,930	102.5	40	15.9
Hokkaido Tohoku area	64,071	100.5	223,431	100.4	211	10.3
Ibaraki	14,923	100.7	56,999	100.0	54	10.0
Tochigi	10,166	101.7	35,247	103.2	35	10.2
Gunma	10,563	102.9	39,677	102.5	38	11.7
Saitama	33,034	101.4	106,095	99.2	101	7.8
Chiba	22,112	103.6	77,720	102.8	73	7.5
Tokyo	19,967	110.0	48,385	110.1	55	2.1
Kanagawa	19,920	108.2	58,525	111.8	54	3.3
Yamanashi	4,209	102.9	14,357	100.0	14	10.5
Nagano	11,407	101.0	41,390	100.0	40	13.1
Kanto Koshin Area	146,304	103.8	478,395	103.0	464	5.3
Niigata	10,023	99.0	38,398	100.0	36	11.2
Toyama	5,270	99.1	21,657	100.0	22	10.5
Ishikawa	4,351	100.3	18,578	100.0	18	6.7
Fukui	3,278	100.3	11,600	100.0	12	10.7
Hokuriku area	22,923	99.5	90,233	100.0	88	9.7
Gifu	7,099	98.6	25,879	100.0	26	8.7
Shizuoka	15,336	102.1	42,210	100.8	40	8.2
Aichi	21,158	100.9	59,494	100.2	59	4.7
Mie	5,968	99.2	21,831	100.0	21	6.5
Tokai Area	49,562	100.7	149,414	100.3	146	6.1
Shiga	5,321	99.9	19,152	100.0	19	7.7
Kyoto	5,343	104.2	16,031	114.3	15	3.5

Prefecture	Net sales	YOY (%)	Retail Space	YOY (%)	Number stores	Market Share
Oosaka	15,149	104.6	38,247	100.0	35	2.6
Hyougo	12,434	104.0	39,402	110.1	37	4.1
Nara	4,152	102.8	14,747	106.4	15	5.1
Wakayama	4,182	99.6	13,906	101.0	14	8.0
Kinki area	46,583	103.2	141,485	104.9	135	3.8
Tottori	2,782	97.3	8,063	99.8	7	10.6
Shimane	2,278	100.0	8,294	100.0	8	6.6
Okayama	7,083	98.5	23,091	100.0	22	6.4
Hiroshima	7,259	99.3	24,372	100.0	23	4.5
Yamaguchi	5,551	99.5	20,796	100.0	20	8.1
Chugoku area	24,956	99.0	84,616	100.0	80	6.2
Tokushima	2,651	101.1	9,212	100.0	9	4.8
Kagawa	3,257	99.6	13,426	94.9	13	5.0
Ehime	4,800	101.7	16,702	99.7	16	6.4
Kochi	3,382	101.8	12,328	108.3	12	8.9
Shikoku Area	14,092	101.1	51,668	100.3	50	6.0
Fukuoka	13,553	100.8	47,852	99.9	43	4.8
Saga	3,381	100.0	12,025	100.4	12	9.7
Nagasaki	4,082	98.0	12,055	102.4	11	6.0
Kumamoto	6,663	98.1	20,438	100.0	21	7.3
Ooita	4,755	99.3	18,200	99.9	16	6.7
Miyazaki	4,949	99.2	17,992	100.8	17	9.8
Kagoshima	5,305	100.8	17,334	103.7	17	5.2
Okinawa	2,934	99.3	10,399	110.1	10	7.2
Kyusyu Okinawa Area	45,627	99.6	156,295	101.3	147	6.1
Shimamura	414,121	101.7	1,375,537	101.8	1,321	5.9
Avail	49,960	94.6	286,981	103.8	289	-
Birthday	31,222	116.6	162,343	115.2	174	-
Chamble	9,818	99.2	81,381	110.8	84	-
Divalo	883	112.3	5,658	115.0	18	-

Ⅲ. CHINA TAIWAN Shimamura

1. Financial Summary and Forecast

(1) Profit and loss statement

(Units : Millions of yen、%)

科目	Feb-2014			Feb-2015			Aug-2015 Forecast			Feb-2016 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	4,263	100.0	114.0	5,363	100.0	125.8	2,622	100.0	118.8	5,900	100.0	110.0
Cost of goods sold	2,703	63.4	112.1	3,334	62.2	123.3	1,651	63.0	121.3	3,689	62.5	110.7
Operating Gross Profit	1,564	36.7	117.5	2,032	37.9	129.9	970	37.0	114.6	2,210	37.5	108.7
SG & A expenses	1,456	34.2	112.6	1,729	32.2	118.7	930	35.5	120.0	1,900	32.2	109.9
Operating Profit	108	2.5	286.0	303	5.7	280.4	40	1.5	56.1	310	5.3	102.2
Ordinary Profit	98	2.3	—	294	5.5	299.7	29	1.1	46.0	288	4.9	98.0
Net Profit	98	2.3	149.4	300	5.6	—	29	1.1	46.0	288	4.9	95.8

Exchange rates (1NT$)	3.38yen	3.75yen	3.80yen	3.80yen

(2) Profit and loss statement

(Units : Millions of NT$、%)

科目	Feb-2014			Feb-2015			Aug-2015 Forecast			Feb-2016 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	1,261	100.0	106.9	1,430	100.0	113.4	690	100.0	107.5	1,552	100.0	108.5
Cost of goods sold	799	63.4	105.1	889	62.2	111.2	434	63.0	109.8	971	62.5	109.2
Operating Gross Profit	462	36.7	110.2	541	37.9	117.1	255	37.0	103.8	581	37.5	107.3
SG & A expenses	430	34.2	105.6	461	32.2	107.0	244	35.5	108.7	500	32.2	108.4
Operating Profit	31	2.5	268.3	80	5.7	252.8	10	1.5	50.8	81	5.3	100.9
Ordinary Profit	29	2.3	—	78	5.5	270.1	7	1.1	41.6	75	4.9	96.7
Net Profit	29	2.3	140.2	80	5.6	276.2	7	1.1	41.6	75	4.9	94.5

Ⅳ. CHINA （Shanghai）Shimamura

1．Financial Summary and Forecast

(1) Profit and loss statement

(Units：Millions of yen、%)

科目	Dec-2013			Dec-2014			Jun-2015 Forecast			Dec-2015 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	317	100.0	－	522	100.0	164.5	474	100.0	283.3	1,100	100.0	210.7
Cost of goods sold	211	66.7	－	346	66.3	163.6	293	61.8	274.6	680	61.8	196.4
Operating Gross Profit	105	33.3	－	175	33.7	166.5	181	38.2	298.6	420	38.2	238.6
SG & A expenses	495	156.2	－	733	140.4	147.9	536	113.1	230.6	1,080	98.2	147.3
Operating Profit	△390	－	－	△557	－	142.8	△355	－	206.6	△660	－	118.5
Ordinary Profit	△383	－	－	△518	－	135.2	△338	－	216.9	△626	－	120.6
Net Profit	△363	－	－	△546	－	150.3	△338	－	216.9	△626	－	114.6

Exchange rates (RMB)	17.65yen	19.64yen	20.00yen	20.00yen

(2) Profit and loss statement

(Units：Millions of RMB、%)

科目	Dec-2013			Dec-2014			Jun-2015 Forecast			Dec-2015 Forecast		
	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY	Sales	Comp ratio	YOY
Net Sales	17	100.0	－	26	100.0	147.9	23	100.0	235.3	55	100.0	206.9
Cost of goods sold	11	66.7	－	17	66.3	147.0	14	61.8	228.0	34	61.8	192.9
Operating Gross Profit	5	33.3	－	8	33.7	149.6	9	38.2	248.0	21	38.2	234.3
SG & A expenses	28	156.2	－	37	140.4	132.9	26	113.1	191.5	54	98.2	144.7
Operating Profit	△22	－	－	△28	－	128.4	△17	－	171.6	△33	－	116.3
Ordinary Profit	△21	－	－	△26	－	121.5	△16	－	180.2	△31	－	118.5
Net Profit	△20	－	－	△27	－	135.1	△16	－	180.2	△31	－	112.6