# Investors' Guide

November -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 | Nov-2021 | | | Feb-2022 | | | Nov-2022 | | | Feb-2023 Forecast | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Amount | Comp ratio | YOY | Amount | Comp ratio | YOY | Amount | Comp ratio | YOY | Amount | Comp ratio | YOY |
| Net Sales | 436,817 | 100.0 | 108.0 | 583,618 | 100.0 | 107.6 | 463,903 | 100.0 | 106.2 | 606,608 | 100.0 | 103.9 |
| Shimamura | 329,489 | 75.4 | 107.3 | 440,118 | 75.4 | 106.8 | 346,456 | 74.7 | 105.1 | 453,100 | 74.7 | 102.9 |
| Avail | 40,413 | 9.3 | 109.3 | 54,446 | 9.3 | 110.0 | 45,461 | 9.8 | 112.5 | 56,740 | 9.4 | 104.2 |
| Birthday | 53,058 | 12.1 | 111.8 | 69,505 | 11.9 | 110.9 | 56,004 | 12.1 | 105.6 | 74,450 | 12.2 | 107.1 |
| Chambre | 9,533 | 2.2 | 112.0 | 13,270 | 2.3 | 113.2 | 10,781 | 2.3 | 113.1 | 15,050 | 2.5 | 113.4 |
| Divalo | 492 | 0.1 | 95.8 | 649 | 0.1 | 97.3 | 571 | 0.1 | 116.0 | 660 | 0.1 | 101.7 |
| CHINA TAIWAN | 3,829 | 0.9 | 99.3 | 5,628 | 1.0 | 96.5 | 4,627 | 1.0 | 120.8 | 6,608 | 1.1 | 117.4 |
| CHINA(Shanghai) | － | － | － | － | － | － | － | － | － | － | － | － |
| Cost of goods sold | 286,947 | 65.7 | 107.7 | 384,687 | 65.9 | 107.3 | 304,103 | 65.6 | 106.0 | 399,245 | 65.8 | 103.8 |
| Gross profit | 149,870 | 34.3 | 108.6 | 198,930 | 34.1 | 108.1 | 159,800 | 34.4 | 106.6 | 207,363 | 34.2 | 104.2 |
| Other operating income | 827 | 0.2 | 115.4 | 1,153 | 0.2 | 121.2 | 1,055 | 0.3 | 127.7 | 1,314 | 0.2 | 113.9 |
| Operating Gross Profit | 150,697 | 34.5 | 108.7 | 200,084 | 34.3 | 108.1 | 160,855 | 34.7 | 106.7 | 208,677 | 34.4 | 104.3 |
| SG & A expenses | 111,911 | 25.6 | 104.1 | 150,663 | 25.8 | 102.5 | 116,308 | 25.1 | 103.9 | 156,619 | 25.8 | 104.0 |
| Operating Profit | 38,785 | 8.9 | 124.5 | 49,420 | 8.5 | 130.0 | 44,547 | 9.6 | 114.9 | 52,058 | 8.6 | 105.3 |
| Non-operating income | 961 | 0.2 | 110.2 | 1,166 | 0.2 | 84.2 | 985 | 0.2 | 102.5 | 1,451 | 0.2 | 124.4 |
| Non-operating expenses | 17 | 0.0 | 26.7 | 19 | 0.0 | 272.5 | 5 | 0.0 | 31.6 | 511 | 0.1 | － |
| Ordinary Profit | 39,729 | 9.1 | 124.3 | 50,567 | 8.7 | 128.3 | 45,527 | 9.8 | 114.6 | 52,998 | 8.7 | 104.8 |
| Extraordinary profit | 219 | 0.0 | 55.1 | 225 | 0.0 | 50.1 | 1 | 0.0 | 0.8 | － | 0.0 | － |
| Extraordinary losses | 583 | 0.1 | 83.2 | 568 | 0.1 | 40.4 | 471 | 0.1 | 80.8 | 1,031 | 0.1 | 181.2 |
| Pretax profit | 39,365 | 9.0 | 124.3 | 50,224 | 8.6 | 130.6 | 45,057 | 9.7 | 114.5 | 51,967 | 8.6 | 103.5 |
| Tax | 12,438 | 2.8 | 123.0 | 14,795 | 2.5 | 120.5 | 13,345 | 2.9 | 107.3 | 14,770 | 2.5 | 99.8 |
| Net Profit | 26,926 | 6.2 | 124.9 | 35,428 | 6.1 | 135.4 | 31,711 | 6.8 | 117.8 | 37,197 | 6.1 | 105.0 |

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

| Subject | Nov-2021 | | | Feb-2022 | | | Nov-2022 | | | Feb-2023 Forecast | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Amount | Comp ratio | YOY | Amount | Comp ratio | YOY | Amount | Comp ratio | YOY | Amount | Comp ratio | YOY |
| Wages | 46, 506 | 10. 6 | 104. 4 | 63, 499 | 10. 9 | 102. 6 | 48, 910 | 10. 5 | 105. 2 | 65, 507 | 10. 8 | 103. 2 |
| Personal expenses | 54, 322 | 12. 4 | 103. 8 | 74, 282 | 12. 7 | 102. 3 | 57, 433 | 12. 4 | 105. 7 | 76, 799 | 12. 7 | 103. 4 |
| Advertising expenses | 8, 712 | 2. 0 | 110. 6 | 11, 620 | 2. 0 | 101. 2 | 8, 604 | 1. 9 | 98. 8 | 13, 128 | 2. 2 | 113. 0 |
| Selling expenses | 13, 766 | 3. 2 | 109. 5 | 18, 564 | 3. 2 | 103. 5 | 14, 131 | 3. 0 | 102. 7 | 20, 412 | 3. 4 | 110. 0 |
| Non-durable goods | 1, 005 | 0. 2 | 113. 1 | 1, 295 | 0. 2 | 102. 6 | 897 | 0. 2 | 89. 3 | 1, 348 | 0. 2 | 104. 1 |
| Display total | 685 | 0. 2 | 90. 1 | 794 | 0. 1 | 96. 4 | 726 | 0. 2 | 106. 0 | 1, 155 | 0. 2 | 145. 5 |
| Operating expenses | 6, 256 | 1. 4 | 105. 1 | 8, 165 | 1. 4 | 106. 9 | 6, 358 | 1. 4 | 101. 6 | 9, 588 | 1. 6 | 117. 4 |
| Rental expenses | 24, 612 | 5. 6 | 98. 8 | 32, 797 | 5. 6 | 98. 7 | 24, 535 | 5. 3 | 99. 7 | 32, 686 | 5. 4 | 99. 7 |
| Depreciation | 4, 434 | 1. 0 | 108. 9 | 5, 911 | 1. 0 | 108. 0 | 4, 416 | 1. 0 | 99. 6 | 5, 833 | 1. 0 | 98. 7 |
| Facilities cost | 34, 104 | 7. 8 | 101. 8 | 45, 215 | 7. 7 | 101. 3 | 34, 840 | 7. 5 | 102. 2 | 45, 209 | 7. 4 | 100. 0 |
| General expenses | 3, 461 | 0. 8 | 109. 7 | 4, 436 | 0. 8 | 105. 5 | 3, 545 | 0. 8 | 102. 4 | 4, 608 | 0. 7 | 103. 9 |
| SG & A expenses | 111, 911 | 25. 6 | 104. 1 | 150, 663 | 25. 8 | 102. 5 | 116, 308 | 25. 1 | 103. 9 | 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 | 152, 028 | 100. 0 | 107. 0 | 162, 555 | 100. 0 | 106. 8 | | | |
| Cost of goods sold | 97, 669 | 65. 4 | 104. 2 | 99, 944 | 65. 7 | 107. 2 | 106, 489 | 65. 5 | 106. 5 | | | |
| Gross profit | 51, 649 | 34. 6 | 105. 8 | 52, 083 | 34. 3 | 106. 6 | 56, 066 | 34. 5 | 107. 4 | | | |
| Other operatingincome | 336 | 0. 2 | 131. 6 | 365 | 0. 2 | 128. 2 | 353 | 0. 2 | 123. 7 | | | |
| OperatingGross Profit | 51, 986 | 34. 8 | 105. 9 | 52, 449 | 34. 5 | 106. 8 | 56, 420 | 34. 7 | 107. 5 | | | |
| SG & A expenses | 37, 371 | 25. 0 | 103. 6 | 38, 145 | 25. 1 | 103. 6 | 40, 791 | 25. 1 | 104. 5 | | | |
| Operating Profit | 14, 615 | 9. 8 | 112. 3 | 14, 304 | 9. 4 | 116. 1 | 15, 628 | 9. 6 | 116. 2 | | | |
| Ordinary Profit | 14, 959 | 10. 0 | 112. 5 | 14, 721 | 9. 7 | 117. 4 | 15, 846 | 9. 7 | 114. 1 | | | |
| Net Profit | 10, 212 | 6. 8 | 115. 1 | 10, 408 | 6. 8 | 121. 7 | 11, 090 | 6. 8 | 116. 8 | | | |

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

| | Nov-2021 | | | Feb-2022 | | | Nov-2022 | | |
|---|---|---|---|---|---|---|---|---|---|
| | Amount | Comp ratio | YOY | Amount | Comp ratio | YOY | Amount | Comp ratio | YOY |
| Current assets | 308, 041 | 64. 0 | 107. 7 | 302, 626 | 63. 7 | 109. 5 | 344, 442 | 66. 8 | 111. 8 |
| Noncurrent assets | 173, 074 | 36. 0 | 100. 9 | 172, 184 | 36. 3 | 98. 2 | 171, 482 | 33. 2 | 99. 1 |
| Total assets | 481, 115 | 100. 0 | 105. 1 | 474, 811 | 100. 0 | 105. 1 | 515, 925 | 100. 0 | 107. 2 |
| Current liabilities | 69, 188 | 14. 4 | 100. 7 | 54, 433 | 11. 4 | 92. 8 | 72, 507 | 14. 0 | 104. 8 |
| Noncurrent liabilities | 9, 244 | 1. 9 | 105. 9 | 9, 382 | 2. 0 | 106. 8 | 9, 764 | 1. 9 | 105. 6 |
| Total liabilities | 78, 433 | 16. 3 | 101. 3 | 63, 815 | 13. 4 | 94. 7 | 82, 272 | 15. 9 | 104. 9 |
| Total shareholder's equity | 399, 098 | 83. 0 | 106. 1 | 407, 595 | 85. 9 | 107. 1 | 430, 129 | 83. 4 | 107. 8 |
| Valuation difference | 3, 584 | 0. 7 | 85. 7 | 3, 399 | 0. 7 | 90. 1 | 3, 523 | 0. 7 | 98. 3 |
| Total net assets | 402, 682 | 83. 7 | 105. 9 | 410, 995 | 86. 6 | 106. 9 | 433, 652 | 84. 1 | 107. 7 |
| Total assets | 481, 115 | 100. 0 | 105. 1 | 474, 811 | 100. 0 | 105. 1 | 515, 925 | 100. 0 | 107. 2 |

(5) Consolidated Major Financial Indicators

| | Nov-2018 | Nov-2019 | Nov-2020 | Nov-2021 | Nov-2022 |
|---|---|---|---|---|---|
| Capital adequacy ratio | 86. 4% | 84. 9% | 83. 1% | 83. 7% | 84. 1% |
| ROE | 3. 9% | 3. 5% | 5. 8% | 6. 8% | 7. 5% |
| ROA | 3. 4% | 3. 1% | 5. 0% | 5. 8% | 6. 4% |
| Ordinary profit to total assets | 5. 2% | 4. 7% | 7. 4% | 8. 5% | 9. 2% |
| Total assets turnover ratio | 1. 01times | 0. 95times | 0. 93times | 0. 94times | 0. 94times |
| Gross profit ratio | 32. 4% | 33. 0% | 34. 1% | 34. 3% | 34. 4% |
| SG & A expenses ratio | 27. 5% | 28. 4% | 26. 6% | 25. 6% | 25. 1% |
| Operating profit ratio | 5. 0% | 4. 8% | 7. 7% | 8. 9% | 9. 6% |
| Ordinary profit ratio | 5. 2% | 4. 9% | 7. 9% | 9. 1% | 9. 8% |
| Net assets per share | 9, 727. 57yen | 9, 933. 62yen | 10, 345. 37yen | 10, 957. 25yen | 11, 799. 79yen |
| EPS | 373. 93yen | 344. 01yen | 586. 44yen | 732. 70yen | 862. 86yen |

## 2. Number of Stores by Region

| Store Type | Shimamura | | | | Avail | | | | Birthday | | | | Chambre | | | | Divalo | | | | Shimamura Group | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Prefecture | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-22 End |
| Hokkaido | 69 | | | 69 | 21 | | | 21 | 19 | | | 19 | 7 | 1 | | 8 | 1 | | | 1 | 117 | 1 | | 118 |
| 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 | 1 | | 3 | | | | | 30 | 1 | | 31 |
| Yamagata | 16 | | | 16 | 6 | | | 6 | 6 | | | 6 | 4 | | | 4 | | | | | 32 | | | 32 |
| Fukushima | 39 | | | 39 | 8 | 1 | | 9 | 6 | | | 6 | 5 | | | 5 | | | | | 58 | 1 | | 59 |
| Hokkaido Tohoku Area | 219 | 0 | 0 | 219 | 66 | 1 | 0 | 67 | 54 | 0 | 0 | 54 | 27 | 2 | 0 | 29 | 1 | 0 | 0 | 1 | 367 | 3 | 0 | 370 |
| 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 | 1 | | 9 | 5 | 1 | | 6 | | 1 | | 1 | 60 | 3 | | 63 |
| 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 | 1 | | 5 | | | | | 60 | 1 | | 61 |
| Kanto Koshin Area | 496 | 0 | 0 | 496 | 100 | 0 | 1 | 99 | 98 | 1 | 0 | 99 | 34 | 2 | 0 | 36 | 5 | 1 | 0 | 6 | 733 | 4 | 1 | 736 |
| 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 | 1 | | 3 | | | | | 17 | 1 | | 18 |
| Hokuriku Area | 88 | 0 | 0 | 88 | 17 | 0 | 0 | 17 | 16 | 0 | 0 | 16 | 5 | 2 | 0 | 7 | 0 | 0 | 0 | 0 | 126 | 2 | 0 | 128 |
| 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 | 1 | 1 | 22 | 7 | | | 7 | 3 | 1 | | 4 | | 1 | | 1 | | | | | 32 | 3 | 1 | 34 |
| Tokai Area | 156 | 1 | 1 | 156 | 25 | 0 | 0 | 25 | 28 | 1 | 0 | 29 | 2 | 2 | 0 | 4 | 1 | 0 | 0 | 1 | 212 | 4 | 1 | 215 |

| Store Type | Shimamura | | | | Avail | | | | Birthday | | | | Chambre | | | | Divalo | | | | Shimamura Group | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Prefecture | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-22 End | 2021 End | Open | Close | Nov-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 | 1 | 1 | 49 | 12 | | | 12 | 9 | | | 9 | 3 | | | 3 | 1 | | | 1 | 74 | 1 | 1 | 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 | 1 | 1 | 175 | 43 | 1 | 1 | 43 | 42 | 0 | 0 | 42 | 9 | 0 | 0 | 9 | 3 | 0 | 0 | 3 | 272 | 2 | 2 | 272 |
| Tottori | 7 | | | 7 | 2 | | | 2 | 3 | 1 | 1 | 3 | 2 | 1 | | 3 | | | | | 14 | 2 | 1 | 15 |
| Shimane | 9 | | | 9 | 2 | | | 2 | 3 | | | 3 | 2 | | | 2 | 1 | | | 1 | 17 | | | 17 |
| Okayama | 23 | | | 23 | 4 | | | 4 | 5 | | | 5 | | 1 | | 1 | | | | | 32 | 1 | | 33 |
| 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 | 0 | 0 | 82 | 16 | 0 | 0 | 16 | 19 | 1 | 1 | 19 | 5 | 2 | 0 | 7 | 3 | 0 | 0 | 3 | 125 | 3 | 1 | 127 |
| Tokushima | 10 | | | 10 | 2 | | | 2 | 2 | 1 | | 3 | | | | | | | | | 14 | 1 | | 15 |
| 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 | 0 | 0 | 52 | 10 | 0 | 0 | 10 | 11 | 1 | 0 | 12 | 4 | 0 | 0 | 4 | 1 | 0 | 0 | 1 | 78 | 1 | 0 | 79 |
| Fukuoka | 45 | | 1 | 44 | 16 | | 1 | 15 | 16 | | 1 | 15 | 4 | 1 | | 5 | 1 | | | 1 | 82 | 1 | 3 | 80 |
| Saga | 12 | | | 12 | 3 | | | 3 | 2 | | | 2 | 1 | | | 1 | | | | | 18 | | | 18 |
| Nagasaki | 14 | | | 14 | 3 | | | 3 | 4 | | | 4 | 3 | | | 3 | | | | | 24 | | | 24 |
| Kumamoto | 21 | 1 | | 22 | 3 | | | 3 | 4 | | | 4 | 2 | | | 2 | | | | | 30 | 1 | | 31 |
| Ooita | 15 | | | 15 | 2 | | | 2 | 3 | 1 | | 4 | 1 | | | 1 | | | | | 21 | 1 | | 22 |
| 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 | 1 | 1 | 153 | 37 | 0 | 1 | 36 | 42 | 1 | 1 | 42 | 16 | 2 | 0 | 18 | 1 | 0 | 0 | 1 | 249 | 4 | 3 | 250 |
| Japan Total | 1,421 | 3 | 3 | 1,421 | 314 | 2 | 3 | 313 | 310 | 5 | 2 | 313 | 102 | 12 | 0 | 114 | 15 | 1 | 0 | 16 | 2,162 | 23 | 8 | 2,177 |
| CHINA TAIWAN | | | | | | | | | | | | | | | | | | | | | 42 | 0 | 1 | 41 |
| CHAINA(Shanghai) | | | | | | | | | | | | | | | | | | | | | | | | |
| Total | 1,421 | 3 | 3 | 1,421 | 314 | 2 | 3 | 313 | 310 | 5 | 2 | 313 | 102 | 12 | 0 | 114 | 15 | 1 | 0 | 16 | 2,204 | 23 | 9 | 2,218 |

## 3. Store operation

(1) Store openings

| | | Feb-2021 | Nov-2021 | Feb-2022 | Nov-2022 | Feb-2023 Forecast |
|---|---|---|---|---|---|---|
| Shimamura | New store openings | 2 | 4 | 4 | 3 | 3 |
| | Closures | 4 | 10 | 13 | 3 | 6 |
| | Renovation | 10 | 10 | 10 | 1 | 1 |
| | Year-end total | 1, 430 | 1, 424 | 1, 421 | 1, 421 | 1, 418 |
| Avail | New store openings | 4 | 3 | 4 | 2 | 2 |
| | Closures | 8 | 5 | 5 | 3 | 3 |
| | Renovation | 0 | 0 | 0 | 0 | 0 |
| | Year-end total | 315 | 313 | 314 | 313 | 313 |
| Birthday | New store openings | 7 | 10 | 13 | 5 | 5 |
| | Closures | 6 | 0 | 1 | 2 | 2 |
| | Renovation | 0 | 0 | 0 | 0 | 0 |
| | Year-end total | 298 | 308 | 310 | 313 | 313 |
| Chambre | New store openings | 5 | 4 | 7 | 12 | 12 |
| | Closures | 3 | 0 | 0 | 0 | 1 |
| | Renovation | 0 | 0 | 0 | 0 | 0 |
| | Year-end total | 95 | 99 | 102 | 114 | 113 |
| Divalo | New store openings | 0 | 0 | 0 | 1 | 1 |
| | Closures | 1 | 1 | 1 | 0 | 0 |
| | Renovation | 0 | 0 | 0 | 1 | 1 |
| | Year-end total | 16 | 15 | 15 | 16 | 16 |
| CHINA TAIWAN Shimamura | New store openings | 0 | 0 | 0 | 0 | 0 |
| | Closures | 3 | 3 | 3 | 1 | 2 |
| | Renovation | 0 | 2 | 2 | 1 | 1 |
| | Year-end total | 45 | 42 | 42 | 41 | 40 |
| 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 | 21 | 28 | 23 | 23 |
| | Closures | 33 | 19 | 23 | 9 | 14 |
| | Renovation | 10 | 12 | 12 | 3 | 3 |
| | Year-end total | 2, 199 | 2, 201 | 2, 204 | 2, 218 | 2, 213 |

(2) Retail Floor Space (Units : ㎡)

| Store Type | Feb-2021 | Nov-2021 | Feb-2022 | Nov-2022 | Feb-2023 Forecast |
|---|---|---|---|---|---|
| Shimamura | 1,491,457 | 1,486,429 | 1,484,029 | 1,484,471 | 1,481,600 |
| Avail | 311,919 | 309,900 | 310,855 | 309,476 | 309,500 |
| Birthday | 277,598 | 286,615 | 288,771 | 292,153 | 292,200 |
| Chambre | 89,153 | 92,563 | 95,044 | 105,268 | 104,800 |
| Divalo | 6,484 | 6,032 | 6,032 | 6,768 | 6,800 |
| CHINA TAIWAN Shimamura | 43,153 | 40,390 | 40,390 | 39,273 | 38,300 |
| CHINA (Shanghai) Shimamura | 0 | 0 | 0 | 0 | 0 |
| Shimamura Group | 2,219,764 | 2,221,929 | 2,225,121 | 2,237,409 | 2,233,200 |

## 4. Number of Employees

(Units : person、%)

| | | Nov-2021 | | Feb-2022 | | Nov-2022 | | Feb-2023 Forecast | |
|---|---|---|---|---|---|---|---|---|---|
| | | Person | YOY | Person | YOY | Person | YOY | Person | YOY |
| Shimamura Non-consolidated | Full-time | 2,716 | 100.4 | 2,694 | 100.6 | 2,729 | 100.5 | 2,720 | 101.0 |
| | Part-time | 11,956 | 101.1 | 12,005 | 101.0 | 11,933 | 99.8 | 12,050 | 100.4 |
| | Total | 14,672 | 101.0 | 14,699 | 100.9 | 14,662 | 99.9 | 14,770 | 100.5 |
| Subsidiary | Full-time | 402 | 90.5 | 392 | 90.1 | 399 | 99.3 | 380 | 96.9 |
| | Part-time | 0 | — | 0 | — | 0 | — | 0 | — |
| | Total | 402 | 86.6 | 392 | 85.2 | 399 | 99.3 | 380 | 96.9 |
| Shimamura Group Total | Full-time | 3,118 | 99.0 | 3,086 | 99.1 | 3,128 | 100.3 | 3,100 | 100.5 |
| | Part-time | 11,956 | 100.9 | 12,005 | 100.8 | 11,933 | 99.8 | 12,050 | 100.4 |
| | Total | 15,074 | 100.5 | 15,091 | 100.4 | 15,061 | 99.9 | 15,150 | 100.4 |

## 5. Capital Expenditures

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

(Until : Millions of yen, %)

| | Nov-2021 | YOY | Feb-2022 | YOY | Nov-2022 | YOY | Feb-2023 Forecast | YOY |
|---|---|---|---|---|---|---|---|---|
| Buildings | 3,522 | 116.7 | 4,364 | 31.7 | 2,804 | 79.6 | 2,850 | 65.3 |
| Structures | 421 | 99.1 | 576 | 91.0 | 418 | 99.4 | 420 | 72.9 |
| Machine | 156 | 45.9 | 457 | 133.5 | 101 | 64.7 | 102 | 22.4 |
| Equipment | 158 | 176.7 | 195 | 76.5 | 266 | 168.8 | 470 | 240.5 |
| Land | 22 | 45.8 | 22 | 45.8 | — | — | 6,000 | — |
| Construction in progress | 86 | 4.9 | 276 | 52.3 | 217 | 251.3 | 380 | 137.7 |
| Tangible fixed assets | 4,367 | 76.6 | 5,891 | 37.8 | 3,808 | 87.2 | 10,222 | 173.5 |
| Deposits for rent | 410 | 100.9 | 583 | 86.4 | 744 | 181.2 | 770 | 132.0 |
| Lease deposits | 46 | 184.4 | 65 | 258.5 | 56 | 121.7 | 80 | 122.3 |
| Total capital expenditures | 4,824 | 78.6 | 6,539 | 40.2 | 4,609 | 95.5 | 11,072 | 169.3 |
| Depreciation | 4,320 | 109.0 | 5,762 | 108.3 | 4,302 | 99.6 | 5,750 | 99.8 |

(2) Subsidiary

(Units : Millions of yen, %)

| | Nov-2021 | YOY | Feb-2022 | YOY | Nov-2022 | YOY | Feb-2023 Forecast | YOY |
|---|---|---|---|---|---|---|---|---|
| Total capital expenditures | 58 | — | 66 | 172.4 | 104 | 177.4 | 230 | — |
| Depreciation | 114 | 104.8 | 148 | 99.5 | 114 | 100.5 | 130 | 87.3 |

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

(Units : Millions of yen, %)

| | Nov-2021 | YOY | Feb-2022 | YOY | Nov-2022 | YOY | Feb-2023 Forecast | YOY |
|---|---|---|---|---|---|---|---|---|
| Total capital expenditures | 4,883 | 79.5 | 6,606 | 40.5 | 4,714 | 96.5 | 11,302 | 171.1 |
| Depreciation | 4,434 | 108.9 | 5,911 | 108.0 | 4,416 | 99.6 | 5,880 | 99.5 |