Investors' Guide

May -2023

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-2022			Feb-2023			May-2023			Feb-2024 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	149,319	100.0	104.8	616,125	100.0	105.6	157,105	100.0	105.2	635,088	100.0	103.1
Shimamura	108,773	72.9	103.1	461,655	74.9	104.9	114,601	73.0	105.4	471,500	74.2	102.1
Avail	14,540	9.7	110.0	60,005	9.7	110.2	15,577	9.9	107.1	62,300	9.8	103.8
Birthday	20,834	14.0	108.7	72,313	11.7	104.0	21,085	13.4	101.2	77,200	12.2	106.8
Chambre	3,786	2.5	114.8	14,649	2.5	110.4	4,088	2.6	108.0	16,200	2.6	110.6
Divalo	191	0.1	106.5	751	0.1	115.8	221	0.1	115.6	800	0.1	106.4
CHINA TAIWAN	1,191	0.8	99.9	6,749	1.1	119.9	1,530	1.0	128.4	7,088	1.1	105.0
Cost of goods sold	97,669	65.4	104.2	406,129	65.9	105.6	103,414	65.8	105.9	417,188	65.7	102.7
Gross profit	51,649	34.6	105.8	209,996	34.1	105.6	53,691	34.2	104.0	217,900	34.3	103.8
Other operating income	336	0.2	131.6	1,394	0.2	120.9	339	0.2	100.8	1,447	0.2	103.8
Operating Gross Profit	51,986	34.8	105.9	211,391	34.3	105.7	54,030	34.4	103.9	219,347	34.5	103.8
SG & A expenses	37,371	25.0	103.6	158,088	25.6	104.9	39,497	25.1	105.7	164,776	25.9	104.2
Operating Profit	14,615	9.8	112.3	53,302	8.7	107.9	14,533	9.3	99.4	54,571	8.6	102.4
Non-operating income	345	0.2	122.9	1,088	0.1	93.3	209	0.1	60.7	1,468	0.2	134.8
Non-operating expenses	1	0.0	85.2	7	0.0	38.0	1	0.0	172.1	517	0.1	—
Ordinary Profit	14,959	10.0	112.5	54,383	8.8	107.5	14,741	9.4	98.5	55,522	8.7	102.1
Extraordinary profit	1	0.0	190.5	45	0.0	20.0	7	0.0	—	—	—	—
Extraordinary losses	49	0.0	18.0	790	0.1	138.9	133	0.1	268.3	1,000	0.1	126.5
Pretax profit	14,911	10.0	114.5	53,638	8.7	106.8	14,615	9.3	98.0	54,522	8.6	101.6
Tax	4,699	3.2	113.3	15,617	2.5	105.6	4,585	2.9	97.6	15,000	2.4	96.0
Net Profit	10,212	6.8	115.1	38,021	6.2	107.3	10,029	6.4	98.2	39,522	6.2	103.9

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

Subject	May-2022			Feb-2023			May-2023			Feb-2024 Forecast		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Wages	15,550	10.4	104.6	66,904	10.9	105.4	16,907	10.8	108.7	69,278	10.9	103.5
Personal expenses	18,148	12.2	104.5	78,580	12.8	105.8	19,762	12.6	108.9	81,519	12.8	103.7
Advertising expenses	2,880	1.9	95.6	11,626	1.9	100.0	2,985	1.9	103.6	12,440	2.0	107.0
Selling expenses	4,677	3.1	101.8	19,235	3.1	103.6	4,936	3.1	105.5	20,280	3.2	105.4
Non-durable goods	298	0.2	95.6	1,185	0.2	91.5	300	0.2	100.6	1,334	0.2	112.6
Display total	207	0.1	126.3	871	0.1	109.7	172	0.1	83.0	1,337	0.2	153.4
Operating expenses	1,939	1.2	103.3	8,603	1.3	105.4	2,028	1.3	104.6	9,538	1.5	110.9
Rental expenses	8,170	5.5	99.3	32,678	5.3	99.6	8,133	5.2	99.5	32,565	5.1	99.7
Depreciation	1,453	1.0	98.3	5,891	1.0	99.7	1,448	0.9	99.7	5,733	0.9	97.3
Facilities cost	11,434	7.7	103.2	46,939	7.6	103.8	11,549	7.3	101.0	48,777	7.7	103.9
General expenses	1,171	0.8	102.1	4,730	0.8	106.6	1,219	0.8	104.1	4,660	0.7	98.5
SG & A expenses	37,371	25.0	103.6	158,088	25.6	104.9	39,497	25.1	105.7	164,776	25.9	104.2

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

Subject	May-2023			Aug-2023			Nov-2023			Feb-2024		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Net Sales	157,105	100.0	105.2									
Cost of goods sold	103,414	65.8	105.9									
Gross profit	53,691	34.2	104.0									
Other operatingincome	339	0.2	100.8									
OperatingGross Profit	54,030	34.4	103.9									
SG & A expenses	39,497	25.1	105.7									
Operating Profit	14,533	9.3	99.4									
Ordinary Profit	14,741	9.4	98.5									
Net Profit	10,029	6.4	98.2									

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

	May-2022			Feb-2023			May-2023		
	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY	Amount	Comp ratio	YOY
Current assets	314,540	64.6	112.3	332,416	66.1	109.8	343,873	66.3	109.3
Noncurrent assets	172,418	35.4	98.4	170,135	33.9	98.8	174,454	33.7	101.2
Total assets	486,959	100.0	107.0	502,552	100.0	105.8	518,327	100.0	106.4
Current liabilities	61,113	12.5	106.6	52,498	10.4	96.4	62,851	12.1	102.8
Noncurrent liabilities	9,506	2.0	107.2	10,005	2.0	106.6	10,103	2.0	106.3
Total liabilities	70,619	14.5	106.7	62,503	12.4	97.9	72,954	14.1	103.3
Total shareholder's equity	413,048	84.7	107.3	436,434	86.9	107.1	441,340	85.1	106.8
Valuation difference	3,290	0.8	85.6	3,614	0.7	106.3	4,032	0.8	122.6
Total net assets	416,339	85.5	107.1	440,048	87.6	107.1	445,373	85.9	107.0
Total assets	486,959	100.0	107.0	502,552	100.0	105.8	518,327	100.0	106.4

(5) Consolidated Major Financial Indicators

	May-2019	May-2020	May-2021	May-2022	May-2023
Capital adequacy ratio	86.6%	88.1%	85.5%	85.5%	85.9%
ROE	1.1%	△0.3%	2.3%	2.5%	2.3%
ROA	0.9%	△0.3%	2.0%	2.1%	2.0%
Ordinary profit to total assets	1.4%	△0.3%	2.9%	3.1%	2.9%
Total assets turnover ratio	0.33times	0.26times	0.31times	0.31times	0.31times
Gross profit ratio	32.2%	30.6%	34.3%	34.6%	34.2%
SG & A expenses ratio	28.2%	32.0%	25.3%	25.0%	25.1%
Operating profit ratio	4.2%	－%	9.1%	9.8%	9.3%
Ordinary profit ratio	4.3%	－%	9.3%	10.0%	9.4%
Net assets per share	9,789.94yen	9,834.69yen	10,583.19yen	11,328.48yen	12,118.33yen
EPS	103.21yen	△33.22yen	241.51yen	277.87yen	272.90yen

2. Number of Stores by Region

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End
Hokkaido	69			69	21		1	20	19			19	8		1	7	1			1	118		2	116
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	3			3					31			31
Yamagata	16			16	6			6	6			6	4			4					32			32
Fukushima	39			39	9			9	6			6	5			5					59			59
Hokkaido Tohoku Area	219	0	0	219	67	0	1	66	54	0	0	54	29	0	1	28	1	0	0	1	370	0	2	368
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	9			9	6			6	1			1	63			63
Saitama	104			104	21			21	21			21	6			6	1			1	153			153
Chiba	77		1	76	16			16	18			18	4			4					115		1	114
Tokyo	67	1		68	5			5	11	1		12	2			2	1			1	86	2		88
Kanagawa	64			64	9			9	10			10	1			1	2			2	86			86
Yamanashi	14			14	4			4	2			2	1			1					21			21
Nagano	39			39	11			11	6			6	5			5					61			61
Kanto Koshin Area	495	1	1	495	99	0	0	99	99	1	0	100	36	0	0	36	6	0	0	6	735	2	1	736
Niigata	37			37	10			10	7			7	2	1		3					56	1		57
Toyama	22			22	3			3	4			4	1			1					30			30
Ishikawa	18			18	2			2	3			3	1			1					24			24
Fukui	11	1		12	2			2	2			2	3			3					18	1		19
Hokuriku Area	88	1	0	89	17	0	0	17	16	0	0	16	7	1	0	8	0	0	0	0	128	2	0	130
Gifu	27			27	3			3	4			4	1			1					35			35
Shizuoka	42			42	7			7	14			14	2			2					65			65
Aichi	64	1		65	8			8	7			7	0			0	1			1	80	1		81
Mie	22			22	7			7	4			4	1			1					34			34
Tokai Area	155	1	0	156	25	0	0	25	29	0	0	29	4	0	0	4	1	0	0	1	214	1	0	215

Store Type	Shimamura				Avail				Birthday				Chambre				Divalo				Shimamura Group			
Prefecture	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End	2022 End	Open	Close	May-23 End
Shiga	19			19	4			4	4			4	1			1	1			1	29			29
Kyoto	22			22	4			4	6			6	1			1	1			1	34			34
Oosaka	55			55	15			15	16			16	1			1					87			87
Hyougo	49			49	12			12	9			9	3		1	2	1			1	74		1	73
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	0	0	175	43	0	0	43	42	0	0	42	9	0	1	8	3	0	0	3	272	0	1	271
Tottori	7			7	2			2	3			3	3			3					15			15
Shimane	9			9	2			2	3			3	2			2	1			1	17			17
Okayama	23			23	4			4	5			5	1			1					33			33
Hiroshima	22			22	4			4	3			3	1			1	2			2	32			32
Yamaguchi	21			21	4			4	5			5	0			0					30			30
Chugoku Area	82	0	0	82	16	0	0	16	19	0	0	19	7	0	0	7	3	0	0	3	127	0	0	127
Tokushima	10			10	2			2	3			3	0			0					15			15
Kagawa	13			13	2			2	3	1		4	2			2					20	1		21
Ehime	16			16	4			4	5			5	2			2	1			1	28			28
Kochi	12			12	2			2	1			1	0			0					15			15
Shikoku Area	51	0	0	51	10	0	0	10	12	1	0	13	4	0	0	4	1	0	0	1	78	1	0	79
Fukuoka	44			44	15			15	15	1		16	4			4	1			1	79	1		80
Saga	12			12	3			3	2			2	1			1					18			18
Nagasaki	14			14	3			3	4			4	3			3					24			24
Kumamoto	22			22	3			3	4			4	2			2					31			31
Ooita	15	1	2	14	2			2	4			4	1	1		2					22	2	2	22
Miyazaki	16			16	2			2	2			2	2			2					22			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	2	152	36	0	0	36	42	1	0	43	17	1	0	18	1	0	0	1	249	3	2	250
Japan Total	1,418	4	3	1,419	313	0	1	312	313	3	0	316	113	2	2	113	16	0	0	16	2,173	9	6	2,176
CHINA TAIWAN																					40	0	1	39
Total	1,418	4	3	1,419	313	0	1	312	313	3	0	316	113	2	2	113	16	0	0	16	2,213	9	7	2,215

3．Store operation

(1) Store openings

		Feb-2022	May-2022	Feb-2023	May-2023	Feb-2024 Forecast
Shimamura	New store openings	4	0	3	4	16
	Closures	13	0	6	3	14
	Renovation	10	0	1	2	4
	Year-end total	1,421	1,421	1,418	1,419	1,420
Avail	New store openings	4	1	2	0	5
	Closures	5	2	3	1	5
	Renovation	0	0	0	0	0
	Year-end total	314	313	313	312	313
Birthday	New store openings	13	1	5	3	18
	Closures	1	1	2	0	2
	Renovation	0	0	0	0	0
	Year-end total	310	310	313	316	329
Chambre	New store openings	7	3	12	2	9
	Closures	0	0	1	2	3
	Renovation	0	0	0	0	0
	Year-end total	102	105	113	113	119
Divalo	New store openings	0	0	1	0	1
	Closures	1	0	0	0	1
	Renovation	0	0	1	0	0
	Year-end total	15	15	16	16	16
CHINA TAIWAN Shimamura	New store openings	0	0	0	0	1
	Closures	3	0	2	1	1
	Renovation	2	0	1	0	0
	Year-end total	42	42	40	39	40
Shimamura Group	New store openings	28	5	23	9	50
	Closures	23	3	14	7	26
	Renovation	12	0	3	2	4
	Year-end total	2,204	2,206	2,213	2,215	2,237

(2) Retail Floor Space (Units : ㎡)

Store Type	Feb-2022	May-2022	Feb-2023	May-2023	Feb-2024 Forecast
Shimamura	1,484,029	1,484,029	1,481,994	1,483,714	1,485,400
Avail	310,855	309,867	309,476	308,588	309,500
Birthday	288,771	288,969	292,153	295,130	307,700
Chambre	95,044	97,621	104,780	104,752	110,200
Divalo	6,032	6,032	6,768	6,768	7,200
CHINA TAIWAN Shimamura	40,390	40,390	38,104	37,268	38,200
Shimamura Group	2,225,121	2,226,908	2,233,275	2,236,220	2,258,200

4. Number of Employees

(Units : person、%)

		May-2022		Feb-2023		May-2023		Feb-2024 Forecast	
		Person	YOY	Person	YOY	Person	YOY	Person	YOY
Shimamura Non-consolidated	Full-time	2,729	99.1	2,714	100.7	2,793	102.3	2,745	101.1
	Part-time	11,586	99.4	11,942	99.5	11,707	101.0	12,080	101.2
	Total	14,315	99.3	14,656	99.7	14,500	101.3	14,825	101.2
Subsidiary	Full-time	395	92.9	384	98.0	384	97.2	384	100.0
	Part-time	0	—	0	—	0	—	0	—
	Total	395	92.9	384	98.0	384	97.2	384	100.0
Shimamura Group Total	Full-time	3,124	98.2	3,098	100.4	3,177	101.7	3,129	101.0
	Part-time	11,586	99.4	11,942	99.5	11,707	101.0	12,080	101.2
	Total	14,710	99.1	15,040	99.7	14,884	101.2	15,209	101.1

5. Capital Expenditures

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

(Until : Millions of yen, %)

	May-2022	YOY	Feb-2023	YOY	May-2023	YOY	Feb-2024 Forecast	YOY
Buildings	735	42.1	3,018	69.2	901	122.5	7,520	249.1
Structures	117	84.1	445	77.3	101	86.3	1,110	249.3
Machine	52	—	101	22.3	1	3.6	—	—
Equipment	42	59.9	461	236.2	125	299.5	491	106.4
Land	—	—	—	—	1	—	6,000	—
Construction in progress	5	0.3	453	164.2	136	—	482	106.3
Tangible fixed assets	953	26.1	4,480	76.1	1,268	133.1	15,603	—
Deposits for rent	191	68.0	926	158.9	276	144.6	657	70.9
Lease deposits	25	—	60	91.8	6	26.2	85	141.7
Total capital expenditures	1,169	29.7	5,466	83.6	1,551	132.6	16,345	299.0
Depreciation	1,415	98.1	5,751	99.8	1,414	99.9	5,585	97.1

(2) Subsidiary

(Units : Millions of yen, %)

	May-2022	YOY	Feb-2023	YOY	May-2023	YOY	Feb-2024 Forecast	YOY
Total capital expenditures	17	158.5	143	216.1	108	—	230	160.1
Depreciation	38	106.2	140	94.3	34	88.5	148	105.5

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

(Units : Millions of yen, %)

	May-2022	YOY	Feb-2023	YOY	May-2023	YOY	Feb-2024 Forecast	YOY
Total capital expenditures	1,187	30.1	5,610	84.9	1,659	139.8	16,575	295.4
Depreciation	1,453	98.3	5,891	99.7	1,448	99.7	5,733	97.3