Supplementary Information to Financial Results for the First Six Months of the Fiscal Year Ending February 28， 2023
$\left[\begin{array}{r}\text { From March 1，} 2022 \\ \text { to August 31，} 2022\end{array}\right.$ to August 31， 2022
J．Front Retailing Co．，Ltd．
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## 1-2. Consolidated business performance (full year forecast)



Notes: 1. Gross sales are calculated by converting sales from purchase recorded at the time of sale (shoka shiire) of the "Department Store Business",
which are recognized as revenue under IFRS, into gross amount and converting the net amount of sales of the "SC Business (PARCO SC)" into tenant transaction
volume (gross amount basis)
2. Business profit is calculated by subtracting cost of sales and SGA from revenue.
3. Profit attributable to owners of parent, operating profit and business profit after tax are used to calculate ROE, ROA and ROIC, respectively.

## 2. Segment information (results and full year forecast)

<Results>
Six months ended August 31, 2022
(Millions of yen, \%)

|  | Reportable segments |  |  |  |  | Other | Total | Adjustments | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Department Store Business | SC Business | Developer Business | Payment and Finance Business | Total |  |  |  |  |
| Gross sales $\quad \begin{array}{ll} \\ & \\ & \mathrm{YoY} \%\end{array}$ | 305,239 | 119,842 | 25,821 | 6,314 | 457,218 | 27,391 | 484,610 | $(20,480)$ | 464,130 |
|  | 23.2 | 16.4 | (10.7) | 27.5 | 18.9 | (16.2) | 16.1 | - | 16.8 |
| (1) Revenue to external customers <br> (2) Intersegment revenue | 101,381 | 26,115 | 18,815 | 4,029 | 150,341 | 18,787 | 169,129 | - | 169,129 |
|  | 228 | 539 | 7,005 | 2,285 | 10,058 | 7,889 | 17,948 | $(17,948)$ | - |
| Total revenue $\quad \begin{array}{ll} \\ & \\ & \text { YoY \% }\end{array}$ | 101,610 | 26,654 | 25,821 | 6,314 | 160,400 | 26,677 | 187,077 | $(17,948)$ | 169,129 |
|  | 17.5 | (0.4) | 0.3 | 27.5 | 11.4 | (15.2) | 6.7 | - | 7.5 |
| $\begin{array}{ll}\text { Business profit } & \\ & \\ & \text { YoY\% }\end{array}$ | 5,731 | 4,006 | 1,552 | 1,831 | 13,121 | 649 | 13,770 | (140) | 13,629 |
|  | - | 47.2 | (10.1) | 284.6 | 284.1 | 31.8 | 252.3 | - | 272.9 |
| $\begin{array}{ll}\text { Segment profit } & \\ & \\ & \text { YoY\% }\end{array}$ | 3,813 | 4,861 | 1,786 | 1,853 | 12,315 | 769 | 13,085 | 152 | 13,237 |
|  | - | 965.7 | (1.2) | 265.7 | - | 75.0 | - | - | - |

Full year ending February 28, 2023
(Millions of yen, \%)

|  | Reportable segments |  |  |  |  | Other | Total | Adjustments | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Department Store Business | SC Business | Developer Business | Payment and Finance Business | Total |  |  |  |  |
| $\begin{array}{ll}\text { Gross sales } & \\ & \\ & \text { YoY\% }\end{array}$ | 643,700 | 249,932 | 56,524 | 12,799 | 962,956 | 53,270 | 1,016,227 | $(41,227)$ | 975,000 |
|  | 15.8 | 14.0 | 5.1 | 16.0 | 14.7 | (18.5) | 12.3 | - | 12.6 |
| (1) Revenue to external customers <br> (2) Intersegment revenue | 209,000 | 54,063 | 40,024 | 8,099 | 311,187 | 34,812 | 346,000 | - | 346,000 |
|  | 600 | 1,200 | 16,500 | 4,700 | 23,000 | 16,934 | 39,934 | $(39,934)$ | - |
| Total revenue $\begin{array}{ll} \\ & \\ & \text { YoY \% }\end{array}$ | 209,600 | 55,263 | 56,524 | 12,799 | 334,187 | 51,747 | 385,934 | $(39,934)$ | 346,000 |
|  | 9.9 | 5.2 | 11.6 | 16.0 | 9.6 | (16.2) | 5.2 | - | 4.4 |
| Business profit  <br>   <br>  YoY\% | 11,900 | 5,616 | 2,586 | 3,271 | 23,373 | 769 | 24,143 | (143) | 24,000 |
|  | 561.7 | 46.1 | (17.5) | 71.6 | 118.8 | (38.6) | 102.3 | - | 104.8 |
| $\begin{array}{ll}\text { Segment profit } & \\ & \text { YoY\% }\end{array}$ | 9,100 | 6,193 | 3,609 | 3,301 | 22,204 | 866 | 23,071 | 428 | 23,500 |
|  | - | 201.3 | (23.4) | 67.6 | 436.0 | (27.7) | 331.9 | - | 150.5 |

Note: Daimaru Matsuzakaya Department Stores Co. Ltd. absorbed and merged Daimaru Matsuzakaya Sales Associates Co. Ltd. on September 1, 2021. Accordingly, YoY
percentage changes in the "Department Store Business" and "Other" are calculated by retrospectively adjusting comparative figures for the previous year as if
the merger had occurred at the beginning of current year.

## 3. Performance by consolidated company (results and full year forecast)

| Company name |  |  |  |  |  |  |  |  |  |  | (Millions of yen, \%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six months ended August 31, 2022 |  |  |  | Full year ending February 28, 2023 |  |  |  | Capital | Ownership percentage (\%) | Business |
|  | Revenue | $\begin{gathered} \text { Business } \\ \text { profit } \end{gathered}$ | Operating profit | Profit | Revenue | Business profit | Operating profit | Profit |  |  |  |
| 1. J. Front Retailing Co., Ltd. | 8,324 | 5,405 | 5,340 | 5,184 | 15,238 | 9,138 | 9,066 | 8,627 | 31,974 |  |  |
| 2. Daimaru Matsuzakaya Department Stores Co. Ltd. | 93,460 | 6,159 | 4,574 | 3,490 | 191,800 | 11,700 | 9,300 | 6,700 | 10,000 | 100.0 | Department tsore |
| 3. The Hakata Daimaru, Inc. | 6,539 | (318) | (467) | (383) | 14,300 | 200 | 0 | (130) | 3,037 | 69.9 | Department store |
| 4. Kochi Daimaru Co., Ltd. | 1,620 | (110) | (110) | (91) | 3,500 | 0 | 0 | (5) | 300 | 100.0 | Department store |
| 5. PARCO Co., Ltd. | 30,143 | 4,801 | 5,897 | 3,386 | 62,072 | 6,330 | 7,969 | 3,979 | 34,367 | 100.0 | Shopping center Developer |
| 6. PARCO (SINGAPORE) PTE LTD | 43 | 4 | 7 | 6 | 130 | 5 | 12 | 11 | SGD 4M | 100.0 | Shopping center |
| 7. PARCO SPACE SYSTEMS Co., Ltd. | 8,814 | 113 | 114 | 79 | 20,016 | 615 | 584 | 383 | 100 | 100.0 | Space engineering \& management |
| 8. J. Front Design \& Construction Co., Ltd. | 13,223 | 639 | 627 | 436 | 29,223 | 1,222 | 1,207 | 809 | 100 | 100.0 | Design \& construction contracting |
| 9. PARCO Digital Marketing Co., Ltd. | 527 | (0) | 1 | 0 | 1,257 | 74 | 76 | 47 | 10 | 100.0 | Interne-trelated business |
| 10. JAPAN RETAIL ADVISORS Co., Ltd. | - | (0) | (0) | (0) | - | (46) | (46) | (46) | 10 | 100.0 | Real estate management Consulting |
| 11. JFR Card Co., Ltd. | 6,314 | 1,831 | 1,853 | 1,232 | 12,799 | 3,271 | 3,301 | 2,032 | 100 | 100.0 | Payment and finance |
| 12. Daimaru Kogyo, Ltd. | 16,988 | 319 | 349 | 240 | 33,989 | 462 | 378 | 254 | 1,800 | 100.0 | Wholesale |
| 13. Daimaru Kogyo International Trading (Shanghai) Co., Ltd. | 5,359 | 45 | 92 | 70 | 10,200 | 89 | 136 | 103 | USD 2M | 100.0 | Wholesale |
| 14. Daimaru Kogyo (Thailand) Co., Ltd. | 193 | (20) | (20) | (20) | 467 | (32) | (32) | (31) | THB 202M | 99.9 | Wholesale |
| 15. Taiwan Daimaru Kogyo, Ltd. | 96 | (7) | (8) | (8) | 209 | (18) | (19) | (19) | NTD 60M | 100.0 | Wholesale |
| 16. Consumer Product End-Use Research Institute Co., Ltd. | 529 | 44 | 39 | 26 | 1,094 | 110 | 105 | 66 | 100 | 100.0 | Merchandise test Quality control |
| 17. Angel Park Co., Ltd. | 531 | 259 | 258 | 188 | 1,079 | 442 | 441 | 328 | 400 | 50.2 | Parking |
| 18. JFR Service Co. Ltd. | 3,374 | (120) | (129) | (71) | 6,539 | (265) | (274) | (159) | 100 | 100.0 | Commissioned back-ofice senive Leasing Parking |
| 19. JFR Information Center Co., Ltd. | 4,918 | 386 | 387 | 266 | 9,008 | 576 | 577 | 357 | 10 | 100.0 | Information serice |
| 20. Daimaru Matsuzakaya Tomonokai Co., Ltd. | 13 | (251) | (265) | 40 | 86 | (589) | (620) | (41) | 100 | 100.0 | Specified prepaid transaction service |

## 4. Consolidated capital expenditures (results and full year plan)

(Millions of yen)

| Component | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { August } 31,2022 \end{gathered}$ | Full year ending February 28, 2023 | Remarks |
| :---: | :---: | :---: | :---: |
| Daimaru Matsuzakaya Department Stores | 4,366 | 8,600 | Sales floor renovation (Kobe store, Shizuoka store and others) and others |
| The Hakata Daimaru | 240 | 400 | Sales floor renovation and others |
| Kochi Daimaru | 336 | 400 | " |
| PARCO | 2,000 | 10,700 |  |
| [SC Business] | [724] | [3,800] | Sales floor renovation (Nagoya PARCO and others) and others |
| [Developer Business] | [1,275] | [6,900] | Naka-ku, Yokohama Rental Apartment and others |
| Other | 869 | 2,700 |  |
| Intercompany eliminations | (568) | $(1,100)$ |  |
| Total consolidated | 7,244 | 21,700 |  |
| Right-of-use assets | 4,260 | 6,600 |  |
| Total investment | 11,504 | 28,300 |  |

## 5. Components of SGA (results and full year forecast)

(Millions of yen, \%)

| Component | Six months ended August 31, 2022 |  |  | Full year ending February 28, 2023 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Amount | YoY \% | Ratio to sales | Amount | YoY \% | Ratio to sales |
| Personnel expenses | 23,266 | $(8.8)$ | 13.8 | 47,300 | $(5.3)$ | 13.7 |
| Advertising expenses | 5,065 | 10.9 | 3.0 | 10,000 | 8.8 | 2.9 |
| Packing and transportation costs | 1,273 | $(1.6)$ | 0.8 | 2,600 | $(8.7)$ | 0.8 |
| Rent expenses | 283 | $(50.8)$ | 0.2 | 550 | $(44.8)$ | 0.2 |
| Depreciation | 13,492 | 6.8 | 8.0 | 27,000 | 4.0 | 7.8 |
| Operational costs | 4,587 | 40.9 | 2.7 | 9,000 | 34.8 | 2.6 |
| Other | 21,263 | 16.8 | 12.6 | 47,550 | 17.4 | 13.7 |
| Total | 69,232 | 4.8 | 40.9 | 144,000 | 5.8 | 41.6 |

Note: Depreciation is included in cost of sales and other operating expenses as well as SGA.
Cost of sales: Current period: 11,034 million yen / Previous period: 10,665 million yen / Full year ending February 28, 2023: 21,398 million yen Other operating expenses: Current period: - million yen / Previous period: 1,692million yen / Full year ending February 28, 2023: - million yen
6. Components of other operating income and other operating expenses (results and full year forecast)

| Component | Six months <br> ended <br> August 31, 2022 | Full year <br> ending <br> February 28, 2023 | Remarks |
| :--- | ---: | ---: | :--- |
| Other operating income | 2,320 | 3,800 |  |
| Subsidies for | 2 | 2 |  |
| employment adjustment | 734 | 734 | PARCO 721 |
| Other subsidies | 156 | 156 | Daimaru Kogyo 154 |
| Foreign exchange gain | 112 | 1,180 | PARCO Developer 109, <br> Full year forecast: PARCO Developer 1,068 |
| Gain on sales of fixed assets | 1,315 | 1,726 |  |
| Other | 2,712 | 4,300 |  |
| Other operating expenses | 1,100 | 2,229 | Mainly Daimaru Matsuzakaya Department Stores 784, <br> PARCO 164 |
| Loss on disposal of fixed assets | 1,293 | 1,293 | Daimaru Matsuzakaya Department Stores 1,287 |
| Impairment losses | 318 | 776 |  |

7. Components of finance income and finance costs and share of profit (loss) of investments accounted for using equity method (results and full year forecast)

| Component | Six months ended <br> Aug 31, 2022 | YoY | Full year ending <br> Feb 28, 2023 | YoY |
| :---: | :---: | :---: | :---: | :---: |
| Finance income | 486 | (446) | 1,000 | (335) |
| Interest and dividend income | 486 | (446) | 1,000 | (335) |
| Finance costs | 2,701 | (305) | 5,600 | (290) |
| Interest expenses on borrowings and bonds <br> Other | $\begin{array}{r} 2,457 \\ 244 \end{array}$ | $\begin{array}{r} (211) \\ (93) \end{array}$ | $\begin{array}{r} 5,115 \\ 485 \end{array}$ | $\begin{array}{r} (99) \\ (191) \end{array}$ |
| Share of profit (loss) of investments accounted for using equity method | 1,200 | 609 | 1,600 | 235 |

## 8. Main changes in consolidated statements of financial position

| (Millions of yen) |  |  |  |  |
| :--- | ---: | ---: | ---: | :--- |
| Item | Aug 31, 2022 | Feb 28, 2022 | Change | Remarks |
| Current assets |  |  |  |  |
| Cash and cash equivalents | 64,929 | 93,278 | $(28,349)$ | Mainly J. Front Retailing |
| Notes and accounts receivable - trade | 64,759 | 55,246 | 9,513 | Mainly JFR Card and <br> Daimaru Matsuzakaya Department Stores |
| Non-current assets |  |  |  |  |
| Buildings and structures | 182,907 | 187,500 | $(4,593)$ | Mainly Daimaru Matsuzakaya Department Stores and PARCO |
| Right-of-use assets | 134,121 | 140,470 | $(6,349)$ | $\prime \prime$ |
| Investment property | 187,969 | 189,688 | $(1,719)$ | $\prime \prime$ |
| Current liabilities |  |  |  |  |
| Commercial papers | 9,999 | 15,002 | $(5,003)$ | J. Front Retailing |
| Current portion of bonds | - | 20,000 | $(20,000)$ | $\prime \prime$ |
| Short-term borrowings | 82,555 | 73,150 | 9,405 | $\prime \prime$ |
| Notes and accounts payable - trade | 77,163 | 65,291 | 11,872 | Mainly Daimaru Matsuzakaya Department Stores and PARCO |
| Non-current liabilities |  |  |  |  |
| Long-term borrowings | 116,545 | 129,810 | $(13,265)$ | J. Front Retailing |
| Bonds | 79,786 | 79,752 | 34 | $\prime \prime$ |
| Long-term lease liabilities | 146,555 | 155,839 | $(9,284)$ | Mainly Daimaru Matsuzakaya Department Stores and PARCO |

## 9. Number of employees of consolidated companies (results and year-end forecast)

| Component | August 31, 2022 |  |  |  | February 28, 2023 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Regular | Dedicated | Fixed-term | Total | Regular | Dedicated | Fixed-term | Total |
| J. Front Retailing | 147 | 3 | 16 | 166 | 155 | 3 | 16 | 174 |
| Department Store Business | 2,900 | 1,114 | 273 | 4,287 | 2,915 | 1,116 | 270 | 4,301 |
| [Of which: Daimaru Matsuzakaya Department Stores] | [2,630] | $[1,059]$ | [224] | [3,913] | [2,653] | $[1,061]$ | [224] | [3,938] |
| SC Business | 511 | - | 108 | 619 | 502 | - | 116 | 618 |
| Developer Business | 858 | 3 | 368 | 1,229 | 856 | 3 | 384 | 1,243 |
| Payment and Finance Business | 208 | 21 | 10 | 239 | 228 | 22 | 8 | 258 |
| Other | 527 | 69 | 151 | 747 | 546 | 67 | 146 | 759 |
| Total | 5,151 | 1,210 | 926 | 7,287 | 5,202 | 1,211 | 940 | 7,353 |

1-1. Business performance (results)


Notes: 1. Gross sales are calculated by converting sales from shoka shire , which are recognized as revenue under IFRS, into gross amount.
2. Business profit is calculated by subtracting cost of sales and SGA from revenue.
3. Profit, operating profit and business profit after tax are used to calculate ROE, ROA and ROIC, respectively
4. Results for the previous year in Items 10 to 13 are figures at the end of the previous business year (February 28, 2022).


Notes: 1. Gross sales are calculated by converting sales from shoka shire, which are recognized as revenue under IFRS, into gross amoun
2. Business profit is calculated by subtracting cost of sales and SGA from revenue.
3. Profit, operating profit and business profit after tax are used to calculate ROE, ROA and ROIC, respectively.

## 2. Summary of gross sales

(1) Sales by store
(Millions of yen, \%)


Notes: 1. The Matsuzakaya Toyota store closed on September 30, 2021.
2. Total comparable stores does not include the values of the Matsuzakaya Toyota store.
(2) YoY percentage changes in monthly sales

| Month | March 2022 | April | May | June | July | August | Six months <br> ended <br> August 31, <br> 2022 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total | 6.3 | 23.2 | 83.3 | 18.7 | 12.1 | 27.6 | 24.0 |
| Total comparable stores | 7.5 | 24.6 | 86.0 | 20.1 | 13.7 | 30.1 | 25.7 |

(3) Sales classification
(i) Share of cash/credit sales

| (Millions of yen, \%) |  |  |  |
| :---: | ---: | ---: | ---: |
| Category | Amount | YoY \% | Share |
| Cash sales | 198,415 | 25.5 | 71.0 |
| Credit sales | 81,053 | 20.6 | 29.0 |
| Total | 279,469 | 24.0 | 100.0 |

(ii) Share of sales to corporate/individual customers (credit sales)

| Category | Six months <br> ended <br> Aug 31, 2022 | Six months <br> ended <br> Aug 31, 2021 | Sales <br> YoY |
| :---: | ---: | ---: | ---: |
| Corporate | 6.8 | 10.8 | $(24.5)$ |
| Individual | 93.2 | 89.2 | 26.0 |
| Total | 100.0 | 100.0 | 20.6 |

(iii) Number of the Company-issued cards, number of active cardholders and sales

| Category | Number of cards issued | Number of active cardholders | Sales | YoY \% | $\%$ of total sales to individual customers |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Otokuisama Gold Card | 310 | 203 | 76,821 | 26.5 | 29.2 |
| Daimaru Matsuzakaya Card <Gold> | 98 | 58 | 8,354 | 9.3 | 3.2 |
| Daimaru Matsuzakaya Card | 1,055 | 604 | 41,425 | 6.7 | 15.7 |
| Total | 1,464 | 866 | 126,602 | 18.1 | 48.1 |
| Point card for cash purchases | 2,205 | 871 | 39,218 | 37.9 | 14.9 |
| Other | 407 | 181 | 8,764 | 7.8 | 3.3 |
| Total | 4,077 | 1,744 | 170,195 | 21.4 | 64.7 |

Notes: 1. "Point card for cash purchases" includes sales from Daimaru Matsuzakaya app users (excluding when the company-issued credit cards are used, etc.) as well as Daimaru Matsuzakaya Point Card, Daimaru D Card, Matsuzakaya M Card, etc. "Other" includes the cards of membership organizations such as Tomonokai and Bridal Circle.
2. The total number of active cardholders and total sales differ from the total of these cards because some hold more than one card.
3. "Daimaru Matsuzakaya Card <Gold>" includes Daimaru Card Gold and Matsuzakaya Card Gold.
"Daimaru Matsuzakaya Card" includes Daimaru Card and Matsuzakaya Card.
(iv) Number of the company app users and purchase amount
(Thousand people, millions of yen, \%)

| Category | Number of <br> effective users | Number of <br> active users | Annual purchase <br> amount |
| :---: | :---: | :---: | :---: |
| Daimaru Matsuzakaya app | 1,538 | 975 | 202,652 |

Notes: 1. The number of active users is the number of the effective users as of August 31, 2022 who made purchases during the one-year period preceding such date.
2. Purchase amount is the total amount of purchases paid by effective app users with the company-issued credit cards, point cards for cash purchases, or by having the barcode on the app's screen scanned.
(4) Sales and gross margin ratio by merchandise category

| Merchandise category | Sales | YoY \% | Share | Share PY | Gross margin ratio | YoY RD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Clothing | 122,614 | 35.3 | 45.6 | 41.9 | 21.78 | (0.80) |
| Accessories | 14,218 | 29.9 | 5.3 | 5.0 | 26.96 | (0.32) |
| General goods | 49,982 | 21.7 | 18.6 | 19.0 | 23.38 | (0.67) |
| Household goods | 8,543 | 1.1 | 3.2 | 3.9 | 23.88 | 0.16 |
| Foods | 57,313 | 8.2 | 21.3 | 24.5 | 15.76 | (0.20) |
| Other | 16,295 | 32.4 | 6.0 | 5.7 | 18.34 | 2.30 |
| Total | 268,968 | 24.3 | 100.0 | 100.0 | 20.93 | (0.22) |

(5) Number of business days and total number of customers by store

|  |  | Number of business days |  |  | Total number of customers |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Six months ended August 31,2022 | Six months ended August 31,2021 | Change | Six months ended August 31,2022 | YoY |
| Daimaru |  | Days | Days | Days | Thousand people | \% |
|  | Osaka Shinsaibashi | 184 | 184 | 0 | 5,421 | 42.6 |
|  | Osaka Umeda | 184 | 184 | 0 | 11,501 | 31.8 |
|  | Tokyo | 184 | 184 | 0 | 11,966 | 60.1 |
|  | Kyoto | 184 | 184 | 0 | 5,446 | 24.0 |
|  | Kobe | 184 | 184 | 0 | 4,284 | 25.5 |
|  | Suma | 184 | 184 | 0 | 2,879 | 10.7 |
|  | Ashiya | 182 | 183 | (1) | 2,443 | 7.8 |
|  | Sapporo | 184 | 184 | 0 | 8,550 | 33.8 |
|  | Shimonoseki | 184 | 184 | 0 | 1,468 | (1.3) |
| Matsuzakaya | Nagoya | 184 | 184 | 0 | 6,900 | 10.6 |
|  | Ueno | 184 | 184 | 0 | 3,588 | 33.2 |
|  | Shizuoka | 184 | 184 | 0 | 2,571 | 25.3 |
|  | Takatsuki | 184 | 184 | 0 | 3,206 | 32.3 |
|  | Toyota | - | 184 | - | - | - |
| Total |  |  |  | (1) | 70,230 | 30.1 |

Note: YoY percentage changes in total exclude the Matsuzakaya Toyota store, which closed on September 30, 2021.
(6) Duty-free sales

| (Millions of yen, \%) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Six months ended August 31,2022 | YoY \% | Sales share |
| Daimaru | Osaka Shinsaibashi | 3,304 | 239.4 | 10.3 |
|  | Osaka Umeda | 103 | (1.1) | 0.5 |
|  | Tokyo | 219 | 269.7 | 0.8 |
|  | Kyoto | 282 | 228.1 | 1.0 |
|  | Kobe | 834 | 293.2 | 2.1 |
|  | Sapporo | 125 | 469.8 | 0.4 |
|  | Shimonoseki | 0 | 201.1 | 0.0 |
| Matsuzakaya | Nagoya | 443 | 64.7 | 0.8 |
|  | Ueno | 26 | 855.0 | 0.2 |
| Total |  | 5,341 | 208.2 | 1.9 |

Note: Sales share is the duty-free sales percentage of total sales of each store.
(7) Average spend per customer / conversion rate

|  | Six months <br> ended <br> August 31, 2022 | Six months <br> ended <br> August 31, 2021 | YoY (\%) |
| :---: | ---: | ---: | ---: | | Note: |
| ---: |
| Average spend |
| per customer |$=$| Number of receipts issued |
| :--- |
| Average spend per customer (Yen) |

## 3. Components of SGA (results and full year forecast)

(Millions of yen, \%)

| Component | Six months ended August 31, 2022 |  |  | Full year ending February 28, 2023 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Amount | YoY \% | Ratio to sales | Amount | YoY \% | Ratio to sales |
| Personnel expenses | 14,138 | 31.2 | 15.1 | 28,800 | 19.0 | 15.0 |
| Advertising expenses | 4,280 | 13.9 | 4.6 | 8,600 | 13.6 | 4.5 |
| Packing and transportation costs | 1,081 | 2.7 | 1.2 | 2,400 | 0.2 | 1.3 |
| Rent expenses | 106 | $(14.2)$ | 0.1 | 200 | $(33.2)$ | 0.1 |
| Depreciation | 10,871 | 10.0 | 11.6 | 21,300 | 3.0 | 11.1 |
| Operational costs | 5,687 | 14.0 | 6.1 | 11,400 | 9.8 | 5.9 |
| Other | 16,503 | $(7.0)$ | 17.7 | 36,200 | $(1.1)$ | 18.9 |
| Total | 52,669 | 9.0 | 56.4 | 108,900 | 6.6 | 56.8 |

Notes: 1. Depreciation is included in cost of sales and other operating expenses as well as SGA.
Cost of sales: Current period: 2,651 million yen / Previous period: 2,358 million yen / Full year ending February 28, 2023: 5,400 million yen Other operating expenses: Current period: - million yen / Previous period: 1,258 million yen / Full year ending February 28, 2023: - million yen
2. Daimaru Matsuzakaya Department Stores Co. Ltd. absorbed and merged Daimaru Matsuzakaya Sales Associates Co. Ltd. on September 1, 2021. Accordingly, compared to the previous period, the results for "Personnel expenses" increased and those for "Other" decreased due to a decrease in sales outsourcing expenses.
4. Components of other operating income and other operating expenses (results and full year forecast)
(Millions of yen)

| Component | Six months <br> ended <br> Aug 31, 2022 | Full year <br> ending <br> Feb 28, 2023 | Remarks |
| :--- | ---: | ---: | :--- |
| Other operating income | 645 | 700 |  |
| Other | 645 | 700 |  |
| Other operating expenses | 2,230 | 3,100 |  |
| Loss on disposal of fixed assets | 784 | 1,420 |  |
| Impairment losses | 1,287 | 1,287 | Daimaru Shimonoseki |
| Other | 159 | 393 |  |

## 5. Components of finance income and finance costs (results and full year forecast)

| Component | Six months ended <br> Aug 31, 2022 |  | Full year ending <br> Feb 28, 2023 |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Amount | YoY | Amount | YoY |
| Finance income | 644 | $(319)$ | 900 | $(333)$ |
| Interest and dividend income | 644 | $(319)$ | 900 | $(333)$ |
| Finance costs | 1,212 | $(150)$ | 2,400 | $(256)$ |
| Interest expenses | 1,212 | $(150)$ | 2,400 | $(256)$ |

1. Business performance (results)


Notes: 1. Gross sales are the total value of the tenant transaction volume of PARCO stores, sales of the
2. Business profit is calculated by subtracting operating costs and SGA from operating revenue.
3. Profit, operating profit and business profit after tax are used to calculate ROE, ROA and ROIC, respectively,
4. Results for the previous year in Items 11 to 14 are figures at the end of the previous business year ended February 28, 2022.

|  |  |  |  |  |  | (Millions of yen, \%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six months ended August 31, 2022 |  |  |  | Six months ended August 31, 2021 |  |
|  | SC Business |  | Developer <br> Business | YoY | SC Business | Developer Business |
| 1. Gross sales | 119,842 | 18,833 | 3,518 | (550) | 101,009 | 4,068 |
| 2. Operating revenue <br> [Of which: real estate lease revenue] | $\begin{array}{r} 26,625 \\ {[14,246]} \end{array}$ | $\begin{gathered} 3,027 \\ {[862]} \end{gathered}$ | $\begin{array}{r} 3,518 \\ {[3,178]} \end{array}$ | $\begin{array}{r} \hline(550) \\ {[(570)]} \end{array}$ | $\begin{array}{r} 23,598 \\ {[13,384]} \end{array}$ | $\begin{array}{r} 4,068 \\ {[3,748]} \end{array}$ |
| 3. Operating costs | 18,768 | 1,843 | 1,617 | (141) | 16,925 | 1,758 |
| 4. Operating gross profit | 7,856 | 1,184 | 1,900 | (409) | 6,672 | 2,309 |
| 5. Operating gross margin ratio | 29.51\% | Difference $1.23 \%$ | 54.02\% | Difference $\quad(2.75) \%$ | 28.28\% | 56.77\% |
| 6. SGA | 3,854 | 230 | 1,101 | (143) | 3,624 | 1,244 |
| 7. Business profit | 4,002 | 954 | 799 | (265) | 3,048 | 1,064 |
| 8. Operating profit | 4,855 | 4,748 | 1,042 | (116) | 107 | 1,158 |
| 9. Profit before tax | 3,927 | 4,829 | 905 | (105) | (902) | 1,010 |

Notes: 1. Gross sales are the total value of the tenant transaction volume of PARCO stores, sales of the entertainment business, and real estate lease revenue.
2. Business profit is calculated by subtracting operating costs and SGA from operating revenue.

1-2. Business performance (full year forecast)


Notes: 1. Gross sales are the total value of the tenant transaction volume of PARCO stores, sales of the entertainment business, and real estate lease revenue.
2. Business profit is calculated by subtracting operating costs and SGA from operating revenue.
2. Profit, operating profit and business profit after tax are used to calculate ROE, ROA and ROIC, respectively.

| (Reference) $n$ (rem |  |  |  |  |  | (Millions of yen, \%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full year ending February 28, 2023 |  |  |  | Full year ended February 28, 2022 |  |
|  | SC Business |  | Developer <br> Business |  | SC Business | Developer Business |
|  |  | YoY |  | YoY |  |  |
| 1. Gross sales | 249,932 | 32,731 | 6,924 | $(1,206)$ | 217,201 | 8,130 |
| 2. Operating revenue | 55,148 | 5,790 | 6,924 | $(1,206)$ | 49,358 | 8,130 |
| [Of which: real estate lease revenue] | [29,907] | [2,169] | [6,254] | [(1,236)] | [27,738] | [7,490] |
| 3. Operating costs | 40,854 | 3,217 | 3,646 | (196) | 37,637 | 3,842 |
| 4. Operating gross profit | 14,293 | 2,573 | 3,277 | $(1,011)$ | 11,720 | 4,288 |
| 5. Operating gross margin ratio | 25.92\% | Difference $2.17 \%$ | 47.33\% | Difference (5.41)\% | 23.75\% | 52.74\% |
| 6. SGA | 8,681 | 1,122 | 2,558 | (27) | 7,559 | 2,585 |
| 7. Business profit | 5,611 | 1,450 | 719 | (983) | 4,161 | 1,702 |
| 8. Operating profit | 6,181 | 4,490 | 1,787 | $(1,341)$ | 1,691 | 3,128 |
| 9. Profit before tax | 4,167 | 4,579 | 1,520 | $(1,318)$ | (412) | 2,838 |

[^0]
## 2. Summary of gross sales (PARCO stores)

(1) Tenant transaction volume by store

(2) YoY percentage changes in monthly tenant transaction volume

| Month | March 2022 | April | May | June | July | August | Six months ended <br> August 31, 2022 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total all stores | 1.9 | 20.5 | 50.3 | 12.6 | 9.4 | 22.5 | 17.8 |

(3) Tenant transaction volume by merchandise category
(Millions of yen, \%)

| Merchandise category | Amount | YoY \% | Share |
| :--- | ---: | ---: | ---: |
| Womenswear | 12,155 | 12.1 | 10.4 |
| Menswear | 2,979 | 6.7 | 2.6 |
| General clothing | 17,737 | 22.5 | 15.2 |
| Other clothing | 2,755 | 13.4 | 2.4 |
| Total clothing | 35,626 | 16.6 | 30.6 |
| Shoes | 3,388 | 11.6 | 2.9 |
| Bags | 2,268 | 34.0 | 1.9 |
| Jewelry | 2,433 | 18.9 | 2.1 |
| Cosmetics | 5,188 | 9.5 | 4.4 |
| Other accessories | 6,774 | 20.2 | 5.8 |
| Total accessories | 20,053 | 16.9 | 17.1 |
| General clothing | 25,135 | 15.6 | 21.6 |
| Foods | 10,597 | 5.7 | 9.1 |
| Restaurants | 12,331 | 43.8 | 10.6 |
| Other | 12,856 | 17.1 | 11.0 |
|  | 116,600 | 17.8 | 100.0 |

(4) Number of paying customers and average spend per customer

| Category | YoY \% |
| :---: | ---: |
| Number of paying customers | 15.2 |
| Average spend per customer | 2.2 |

(5) Credit card

|  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | :---: | :---: |
| Category | Transaction <br> volume | YoY \% | Share |  |  |
| Credit card | 61,072 | 22.4 | 52.4 |  |  |
| PARCO card | 15,419 | 11.6 | 13.2 |  |  |

Note: Cashless transaction volume includes credit card, electronic money, and code payments (including POKEPARU PAYMENT)
(6) Renovation

| Number of sections | 118 |
| :--- | ---: |
| Renovated area $\left(\mathrm{m}^{2}\right)$ | 17,000 |
| YoY change in <br> zone transaction volume (\%) | 53.0 |

(7) Share of duty-free tenant transaction volume of main stores

|  | YoY change in <br> transaction volume | Share of <br> transaction volume | YoY change in <br> share of <br> transaction volume |
| :--- | ---: | ---: | ---: |
| Sapporo PARCO | 92.8 | 0.8 | 0.3 |
| Ikebukuro PARCO | 30.5 | 1.9 | $(0.1)$ |
| Shibuya PARCO | 20.6 | 6.2 | $(0.9)$ |
| Nagoya PARCO | 56.2 | 0.4 | 0.1 |
| Fukuoka PARCO | 8.0 | 0.6 | 0.0 |
| Total all stores | 24.2 | 1.2 | 0.1 |

Note: Duty-free tenant transaction volume is calculated by totaling purchases via foreign-issued credit cards and Chinese mobile payments.

## 3. Components of operating costs (results and full year forecast)

| Component | Six months ended August 31, 2022 |  |  | Full year ending February 28, 2023 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | YoY \% | Ratio to sales | Amount | YoY \% | Ratio to sales |
| Personnel expenses | 811 | (7.7) | 2.7 | 1,709 | (2.9) | 2.8 |
| Rent expenses on land and buildings | 671 | 6.6 | 2.2 | 1,381 | 8.5 | 2.2 |
| Advertising expenses | 1,221 | (10.1) | 4.1 | 2,871 | (0.8) | 4.6 |
| Outsourcing expenses | 2,500 | (0.3) | 8.3 | 5,176 | 2.2 | 8.3 |
| Depreciation | 7,987 | 0.8 | 26.5 | 15,998 | (0.7) | 25.8 |
| Utilities expenses | 2,654 | 37.6 | 8.8 | 5,264 | 32.0 | 8.5 |
| Repair expenses | 945 | 0.6 | 3.1 | 2,073 | 3.9 | 3.3 |
| Other | 3,594 | 43.0 | 11.9 | 10,025 | 19.5 | 16.2 |
| Total | 20,385 | 9.1 | 67.6 | 44,501 | 7.3 | 71.7 |

Note: Depreciation is included in other operating expenses as well as operating costs.
Other operating expenses: Current period: - million yen / Previous period: 360 million yen / Full year ending February 28, 2022: - million yen

## 4. Components of SGA (results and full year forecast)

| Component | Six months ended August 31, 2022 |  |  | Full year ending February 28, 2023 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | YoY \% | Ratio to sales | Amount | YoY \% | Ratio to sales |
| Personnel expenses | 1,934 | (11.3) | 6.4 | 4,119 | (8.6) | 6.6 |
| Rent expenses on land and buildings | 57 | 92.5 | 0.2 | 97 | 26.6 | 0.2 |
| Advertising expenses | 136 | 73.8 | 0.5 | 295 | 79.7 | 0.5 |
| Outsourcing expenses | 806 | 12.2 | 2.7 | 1,901 | 29.4 | 3.1 |
| Depreciation | 567 | (3.3) | 1.9 | 1,552 | 27.6 | 2.5 |
| Taxes and dues | 259 | 12.0 | 0.9 | 581 | 1.4 | 0.9 |
| Other | 1,193 | 14.6 | 4.0 | 2,691 | 25.8 | 4.3 |
| Total | 4,956 | 1.8 | 16.4 | 11,240 | 10.8 | 18.1 |

Note: Depreciation is included in other operating expenses as well as SGA.
Other operating expenses: Current period: - million yen / Previous period: 24 million yen / Full year ending February 28, 2023: - million yen
5. Components of other operating income and other operating expenses (results and full year forecast)

| Component | Six months <br> ended <br> August 31, 2022 | Full year <br> ending <br> February 28,2023 | (Millions of yen) |
| :--- | ---: | ---: | :--- |
| Other operating income | 1,297 | 2,672 |  |
| Gain on sale of fixed assets | 109 | 1,178 | Developer Business |
| Subsidies for employment adjustment | 2 | 2 |  |
| Other Subsidies | 721 | 721 |  |
| Other | 464 | 769 |  |
| Other operating expenses | 201 | 1,033 |  |
| Loss on disposal of fixed assets | 173 | 586 | Partial removal and disposal of assets due to in-store <br> renovation and facility replacement at stores |
| Other | 446 |  |  |

6. Components of finance income and finance costs (results and full year forecast)

|  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Component | Six months ended August 31, 2022 |  | Full year ending February 28, 2023 |  |
|  | Amount | YoY | Amount | YoY |
| Finance income | 235 | 22 | 307 | 15 |
| Interest and dividend income | 235 | 22 | 307 | 15 |
| Finance costs | 1,300 | (72) | 2,589 | (96) |
| Interest expenses | 1,300 | (72) | 2,589 | (96) |

## IV. JFR Card Non-consolidated Statements 【IFRS】

1-1. Business performance (comparison with previous year and forecast released in April 2022)

|  |  |  |  |  | (Millions of yen, \%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Item | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { August } 31,2022 \end{gathered}$ | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { August } 31,2021 \end{gathered}$ | YoY |  | Forecast released in April 2022 (Six months ended August 31, 2022) | Vs. forecast |
|  |  |  | Amount | \% |  | Amount |
| 1. Gross sales | 6,314 | 4,953 | 1,361 | 27.5 | 6,246 | 68 |
| 2. Operating revenue | 6,314 | 4,953 | 1,361 | 27.5 | 6,246 | 68 |
| 3. SGA | 4,482 | 4,476 | 6 | 0.1 | 4,898 | (416) |
| 4. Business profit | 1,831 | 476 | 1,355 | 284.6 | 1,348 | 483 |
| 5. Operating profit | 1,853 | 506 | 1,347 | 265.7 | 1,345 | 508 |
| 6. Profit before tax | 1,791 | 440 | 1,351 | 306.9 | 1,274 | 517 |
| 7. Profit | 1,232 | 303 | 929 | 306.4 | 881 | 351 |

Note: Business profit is calculated by subtracting SGA from operating revenue

## 1-2. Business performance (full year forecast)



Note: Business profit is calculated by subtracting SGA from operating revenue.

## 2. Summary of results for current period

(1) Components of operating revenue
(1) Components of operating revenue

| Item | Results for <br> current period | Results for <br> previous period | YoY \% $\%$ |
| :--- | ---: | ---: | ---: |
| Merchant fee | 2,164 | 2,015 | 7.4 |
| Installions of yen, \%) |  |  |  |
| Annual fee income, Other | 1,334 | 1,332 | 0.1 |
| Total | 2,816 | 1,606 | 75.3 |

Note: "Merchant fee" includes the points given on credit card payment,
which are accounted for under IFRS (negative operating revenue).
(2) Transaction inside/outside the Group
(2) Transaction inside/outside the Group

| Category | Amount | (Millions of yen, \%) |  |
| :---: | ---: | ---: | ---: |
| Inside the Group $\%$ | Share |  |  |
| Outside the Group | 103,979 | 19.8 | 48.1 |
| Total | 112,265 | 7.0 | 51.9 |

(3) Number of cards issued, credit transaction volume (Thousand cards, millions of yen, \%)

|  | Number of cards issued | Credit transaction volume | YoY \% |
| :---: | :---: | :---: | :---: |
| Total | 1,200 | 216,244 | 12.8 |

(4) Finance receivables

|  | Results for <br> current period | Results for <br> previous period | (Millions of yen, \%) |  |
| :---: | :---: | :---: | :---: | :---: |
| Total | 22,239 | 21,750 | 2.2 |  |


[^0]:    Notes. 1. Gross sales are the total value of the tenant transaction volume of PARCO stores, sales of the entertainment business, and real estate lease revenue.
    2. Business profit is calculated by subtracting operating costs and SGA from operating revenue.
    2. Business profit is calculated by subtracting operating costs and SGA from operating revenue.

