

<p>Supplementary Information to Financial Results for the First Nine Months of the Fiscal Year Ending February 28, 2023</p>

[<p>From March 1, 2022 to November 30, 2022</p>]
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J. Front Retailing Co., Ltd.

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I. J. Front Retailing Consolidated Statements [IFRS]

1. Consolidated business performance

(Millions of yen, %)

Item	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		Amount	%	
1. Gross sales	709,468	93,298	15.1	616,170
2. Revenue	256,941	19,462	8.2	237,479
3. Gross profit	125,245	17,327	16.1	107,918
4. Gross margin ratio	48.74%	Difference 3.30%		45.44%
5. Selling, general and administrative expenses (SGA)	104,586	5,552	5.6	99,034
6. Business profit	20,659	11,776	132.6	8,883
7. Operating profit	20,100	15,693	356.1	4,407
8. Profit before tax	18,426	16,347	786.3	2,079
9. Profit attributable to owners of parent	14,762	11,093	302.3	3,669
10. Total assets	1,167,723	(25,184)		1,192,907
11. Equity attributable to owners of parent	357,770	7,402		350,368
12. Ratio of equity attributable to owners of parent to total assets	30.6%	Difference 1.2%		29.4%
13. Total interest-bearing liabilities	440,648	(61,461)		502,109
[Of which: lease liabilities]	[168,247]	[(16,147)]		[184,394]

Notes: 1. Gross sales are calculated by converting sales from purchase recorded at the time of sale (*shoka shire*) 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. Results for the previous year in Items 10 to 13 are figures at the end of the previous consolidated fiscal year (February 28, 2022).

2. Segment information

Nine months ended November 30, 2022

(Millions of yen, %)

	Reportable segments					Other	Total	Adjustments	Consolidated
	Department Store Business	SC Business	Developer Business	Payment and Finance Business	Total				
Gross sales	464,233	182,751	40,053	9,709	696,747	41,856	738,603	(29,135)	709,468
YoY %	19.3	15.3	(3.7)	22.4	16.7	(13.9)	14.4	—	15.1
(1) Revenue to external customers	151,629	39,230	30,485	6,008	227,353	29,588	256,941	—	256,941
(2) Intersegment revenue	308	826	9,568	3,701	14,405	11,213	25,618	(25,618)	—
Total revenue	151,938	40,057	40,053	9,709	241,758	40,802	282,560	(25,618)	256,941
YoY %	14.5	1.8	4.2	22.4	10.7	(11.1)	6.9	—	8.2
Business profit	8,810	5,721	2,361	2,931	19,825	1,037	20,862	(202)	20,659
YoY %	—	33.8	(15.6)	160.4	140.1	27.3	129.9	—	132.6
Segment profit	6,509	6,858	2,549	2,940	18,857	1,193	20,051	49	20,100
YoY %	—	226.0	(17.9)	150.9	427.8	55.4	361.9	(25.6)	356.1

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 the previous year.

3. Performance by consolidated companies

(Millions of yen, %)

Company name	Nine months ended November 30, 2022				Capital	Ownership percentage (%)	Business
	Revenue	Business profit	Operating profit	Profit			
1. J. Front Retailing Co., Ltd.	13,773	9,334	9,278	8,949	31,974		
2. Daimaru Matsuzakaya Department Stores Co. Ltd.	139,741	9,361	7,395	5,503	10,000	100.0	Department store
3. The Hakata Daimaru, Inc.	9,817	(347)	(497)	(433)	3,037	69.9	Department store
4. Kochi Daimaru Co., Ltd.	2,401	(203)	(204)	(160)	300	100.0	Department store
5. PARCO Co., Ltd.	45,299	6,885	8,251	4,576	34,367	100.0	Shopping center Developer
6. PARCO (SINGAPORE) PTE LTD	66	6	9	8	SGD 4M	100.0	Shopping center
7. PARCO SPACE SYSTEMS Co., Ltd.	13,454	162	164	113	100	100.0	Space engineering & management
8. J. Front Design & Construction Co., Ltd.	20,795	1,010	962	669	100	100.0	Design & construction contracting
9. PARCO Digital Marketing Co., Ltd.	905	19	20	14	10	100.0	Internet-related business
10. J. Front City Development Co., Ltd.	—	(0)	(0)	(0)	10	100.0	Real estate
11. JFR Card Co., Ltd.	9,709	2,931	2,940	1,962	100	100.0	Payment and finance
12. Daimaru Kogyo, Ltd.	26,986	550	568	375	1,800	100.0	Wholesale
13. Daimaru Kogyo International Trading (Shanghai) Co., Ltd.	8,872	70	168	128	USD 2M	100.0	Wholesale
14. Daimaru Kogyo (Thailand) Co., Ltd.	284	(9)	(8)	(7)	THB 202M	99.9	Wholesale
15. Taiwan Daimaru Kogyo, Ltd.	143	(11)	(6)	(6)	NTD 60M	100.0	Wholesale
16. Consumer Product End-Use Research Institute Co., Ltd.	797	71	66	45	100	100.0	Merchandise test Quality control
17. Angel Park Co., Ltd.	799	385	384	277	400	50.2	Parking
18. JFR Service Co. Ltd.	4,940	(133)	(142)	(69)	100	100.0	Commissioned back-office service Leasing Parking
19. JFR Information Center Co., Ltd.	6,784	513	514	354	10	100.0	Information service
20. Daimaru Matsuzakaya Tomonokai Co., Ltd.	56	(375)	(399)	61	100	100.0	Specified prepaid transaction service

Note: On October 27, 2022, the Company acquired all shares of Japan Retail Advisors Co., Ltd. from PARCO Co., Ltd. and changed its trade name to J. Front City Development Co., Ltd.

4. Components of SGA

(Millions of yen, %)

Component	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		Amount	%	
		Personnel expenses	35,032	
Advertising expenses	7,991	957	13.6	7,034
Packing and transportation costs	1,721	19	1.1	1,702
Rent expenses	400	(323)	(44.6)	723
Depreciation	20,317	954	4.9	19,363
Operational costs	7,068	1,763	33.2	5,305
Other	32,054	4,693	17.2	27,361
Total	104,586	5,552	5.6	99,034

Note: Depreciation is included in cost of sales and other operating expenses as well as SGA.

Cost of sales: Current period: 16,618 million yen / Previous period: 16,260 million yen

Other operating expenses: Current period: — million yen / Previous period: 1,692 million yen

5. Components of other operating income and other operating expenses

(Millions of yen)

Component	Nine months ended November 30, 2022	Nine months ended November 30, 2021	Remarks
Other operating income	2,758	2,987	
Gain on sales of fixed assets	112	460	PY:PARCO460
Subsidies for employment adjustment	3	399	PY:Mainly Daimaru Matsuzakaya Department Stores 259
Other subsidies	760	778	Mainly PARCO 747
Other	1,881	1,348	
Other operating expenses	3,317	7,463	
Loss on disposal of fixed assets	1,545	1,062	Daimaru Matsuzakaya Department Stores 1,151 , PARCO 231
Impairment losses	1,293	37	Daimaru Matsuzakaya Department Stores 1,287
Costs associated with temporary closure	—	3,146	PY:Mainly Daimaru Matsuzakaya Department Stores 2,220 , PARCO 550
Loss on sale of shares of subsidiaries	—	1,818	PY:PARCO1,818
Other	478	1,398	

6. Components of finance income and finance costs and share of profit (loss) of investments accounted for using equity method

(Millions of yen)

Component	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		Amount	%	
Finance income	676	(457)		1,133
Interest and dividend income	676	(457)		1,133
Finance costs	4,007	(468)		4,475
Interest expenses on borrowings and bonds	3,647	(320)		3,967
Other	360	(148)		508
Share of profit (loss) of investments accounted for using equity method	1,657	644		1,013

II. Daimaru Matsuzakaya Department Stores Non-consolidated Statements 【IFRS】

1. Business performance

(Millions of yen, %)

Item	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		Amount	%	
1. Gross sales	425,239	70,866	20.0	354,373
[Of which: real estate lease revenue]	[15,858]	[1,729]	[12.2]	[14,129]
2. Revenue	139,741	18,114	14.9	121,627
3. Gross profit	88,924	13,879	18.5	75,045
4. Gross margin ratio	63.63%	Difference 1.93%	/	61.70%
5. SGA	79,562	5,876	8.0	73,686
6. Business profit	9,361	8,002	588.9	1,359
7. Operating profit	7,395	7,973	—	(578)
8. Profit before tax	6,375	7,881	—	(1,506)
9. Profit	5,503	6,542	—	(1,039)
10. Total assets	452,218	(2,822)	/	455,040
11. Equity	136,570	(102)	/	136,672
12. Equity ratio	30.2%	Difference 0.2%	/	30.0%
13. Total interest-bearing liabilities	107,737	(27,781)	/	135,518
[Of which: lease liabilities]	[81,312]	[(10,329)]	/	[91,641]

Notes: 1. Gross sales are calculated by converting sales from *shoka shiire*, 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. Results for the previous year in Items 10 to 13 are figures at the end of the previous business year (February 28, 2022).

2. Summary of gross sales

(1) Sales by store

(Millions of yen, %)

Store	Period	Nine months ended November 30, 2022	Share	YoY		Nine months ended November 30, 2021	Share
				Amount	%		
				Daimaru	Osaka Shinsaibashi		
	Osaka Umeda	33,525	7.9	5,197	18.3	28,328	8.0
	Tokyo	44,263	10.4	11,572	35.4	32,691	9.2
	Kyoto	43,235	10.2	6,328	17.1	36,907	10.4
	Kobe	60,286	14.2	11,713	24.1	48,573	13.7
	Suma	4,475	1.1	(233)	(5.0)	4,708	1.3
	Ashiya	2,971	0.7	2	0.1	2,969	0.9
	Sapporo	43,553	10.2	8,794	25.3	34,759	9.8
	Shimonoseki	5,917	1.4	(141)	(2.3)	6,058	1.7
Matsuzakaya	Nagoya	83,093	19.6	9,940	13.6	73,153	20.6
	Ueno	16,718	3.9	2,284	15.8	14,434	4.1
	Shizuoka	12,365	2.9	634	5.4	11,731	3.3
	Takatsuki	3,980	0.9	286	7.7	3,694	1.0
	Toyota	—	—	(4,153)	—	4,153	1.2
Total all stores		404,308	95.1	65,363	19.3	338,945	95.6
Total comparable stores		404,308	95.1	69,516	20.8	334,792	94.5
Corporations, head office, etc.		20,931	4.9	5,503	35.7	15,428	4.4
Total		425,239	100.0	70,866	20.0	354,373	100.0
[Of which: net sales of goods]		409,381	96.3	69,137	20.3	340,244	96.0
[Of which: real estate lease revenue]		15,858	3.7	1,729	12.2	14,129	4.0
Total comparable stores		425,239	100.0	75,019	21.4	350,220	98.8

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	April	May	June	July	August
Total	6.3	23.2	83.3	18.7	12.1	27.6
Total comparable stores	7.5	24.6	86.0	20.1	13.7	30.1

Month	September	October	November	Nine months ended November 30, 2022
Total	18.6	12.7	9.1	20.0
Total comparable stores	22.5	12.7	9.1	21.4

(3) Number of the company app users and purchase amount

(Thousand people, millions of yen, %)

Category	Number of effective users	Number of active users	Annual purchase amount
Daimaru Matsuzakaya app	1,658	1,017	227,094

Notes: 1. The number of active users is the number of the effective users as of November 30, 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

(Millions of yen, %)

Merchandise category	Sales	YoY %	Share	Share PY	Gross margin ratio	YoY (Ratio)
Clothing	191,119	28.5	46.7	43.7	21.73	(0.83)
Accessories	21,419	20.4	5.3	5.2	27.15	(0.21)
General goods	77,063	18.4	18.8	19.1	23.14	(0.57)
Household goods	12,793	0.1	3.1	3.8	23.80	0.03
Foods	83,593	7.7	20.4	22.8	15.25	(0.16)
Other	23,391	28.8	5.7	5.4	18.74	2.12
Total	409,381	20.3	100.0	100.0	20.85	(0.28)

(5) Duty-free sales

(Millions of yen, %)

	Nine months ended November 30, 2022	YoY %	Sales share
Daimaru Osaka Shinsaibashi	6,006	299.1	12.0
Osaka Umeda	393	165.0	1.2
Tokyo	843	718.0	1.9
Kyoto	785	477.4	1.8
Kobe	1,480	341.2	2.5
Sapporo	375	—	0.9
Shimonoseki	1	164.7	0.0
Matsuzakaya Nagoya	825	136.2	1.0
Ueno	93	—	0.6
Total	10,806	313.0	2.5

Note: Sales share is the duty-free sales percentage of total sales of each store.

3. Components of SGA

(Millions of yen, %)

Component	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		Amount	%	
		Personnel expenses	21,300	
Advertising expenses	6,782	938	16.1	5,844
Packing and transportation costs	1,456	66	4.8	1,390
Rent expenses	155	(42)	(21.3)	197
Depreciation	16,297	1,043	6.8	15,254
Operational costs	8,511	808	10.5	7,703
Other	25,058	(738)	(2.9)	25,796
Total	79,562	5,876	8.0	73,686

Notes: 1. Depreciation is included in cost of sales and other operating expenses as well as SGA.

Cost of sales: Current period: 3,984 million yen / Previous period: 3,712 million yen

Other operating expenses: Current period: — million yen / Previous period: 1,258 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 figures nine months ended November 30, 2021, "Personnel expenses" increased and sales outsourcing expenses in "Other" decreased.

4. Components of other operating income and other operating expenses

(Millions of yen)

Component	Nine months ended November 30, 2022	Nine months ended November 30, 2021	Remarks
Other operating income	715	1,672	
Subsidies for employment adjustment	—	259	
Other Subsidies	9	434	
Other	706	978	
Other operating expenses	2,681	3,610	
Loss on disposal of fixed assets	1,179	423	
Impairment losses	1,287	—	Daimaru Shimonoseki
Costs associated with temporary closure	—	2,814	
Other	215	372	

5. Components of finance income and finance costs

(Millions of yen)

Component	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		Amount	%	
Finance income	779	(323)		1,102
Interest and dividend income	779	(323)		1,102
Finance costs	1,798	(232)		2,030
Interest expenses	1,798	(232)		2,030

III. PARCO Non-consolidated Statements 【IFRS】

1. Business performance

(Millions of yen, %)

Item	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		Amount	%	
1. Gross sales	188,038	25,351	15.6	162,687
2. Operating revenue	45,299	2,988	7.1	42,311
[Of which: real estate lease revenue]	[26,300]	[232]	[0.9]	[26,068]
3. Operating costs	30,855	2,143	7.5	28,712
4. Operating gross profit	14,443	845	6.2	13,598
5. Operating gross margin ratio	31.89%	Difference (0.25)%		32.14%
6. SGA	7,558	229	3.1	7,329
7. Business profit	6,885	617	9.8	6,268
8. Operating profit	8,251	4,293	108.5	3,958
9. Profit before tax	6,591	4,415	202.8	2,176
10. Profit	4,576	2,983	187.2	1,593
11. Total assets	413,913	(3,184)		417,097
12. Equity	142,573	2,111		140,462
13. Equity ratio	34.4%	Difference 0.7%		33.7%
14. Total interest-bearing liabilities	193,801	(7,599)		201,400
[Of which: lease liabilities]	[81,923]	[(5,258)]		[87,181]

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.
3. Results for the previous year in Items 11 to 14 are figures at the end of the previous business year ended February 28, 2022.

(Reference)

(Millions of yen, %)

Item	Nine months ended November 30, 2022				Nine months ended November 30, 2021	
	SC Business	YoY	Developer Business	YoY	SC Business	Developer Business
1. Gross sales	182,751	26,213	5,287	(862)	156,538	6,149
2. Operating revenue	40,011	3,850	5,287	(862)	36,161	6,149
[Of which: real estate lease revenue]	[21,531]	[1,129]	[4,769]	[(896)]	[20,402]	[5,665]
3. Operating costs	28,414	2,331	2,441	(188)	26,083	2,629
4. Gross profit	11,597	1,519	2,846	(673)	10,078	3,519
5. Gross margin ratio	28.99%	Difference 1.12%	53.83%	Difference (3.40)%	27.87%	57.23%
6. SGA	5,881	408	1,677	(179)	5,473	1,856
7. Business profit	5,716	1,112	1,168	(495)	4,604	1,663
8. Operating profit	6,850	5,095	1,400	(802)	1,755	2,202
9. Profit before tax	5,395	5,202	1,196	(787)	193	1,983

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. Summary of tenant transaction volume (PARCO stores)

(1) Tenant transaction volume by store

(Millions of yen, %)

Store	Period		Store	Period	
	Nine months ended November 30, 2022			Nine months ended November 30, 2022	
	Amount	YoY %		Amount	YoY %
Sapporo PARCO	6,914	19.5	Shintokorozawa PARCO	5,713	(6.3)
Sendai PARCO	12,549	18.4	Tsudanuma PARCO	6,741	(3.2)
Urawa PARCO	18,971	9.1	Hibarigaoka PARCO	5,057	13.2
Ikebukuro PARCO	15,365	31.6	Matsumoto PARCO	2,930	0.0
PARCO_ya Ueno	4,747	27.6	Total community store group	20,442	(0.1)
Kichijoji PARCO	4,979	15.4	Total urban/community stores	178,151	16.2
Shibuya PARCO	15,337	33.3	Note: Tenant transaction volume is the total value of the transaction volume of PARCO stores.		
Kinshicho PARCO	6,269	26.1			
Chofu PARCO	12,699	16.3			
Shizuoka PARCO	5,606	2.6			
Nagoya PARCO	19,474	16.4			
Shinsaibashi PARCO	12,148	27.5			
Hiroshima PARCO	8,698	10.6			
Fukuoka PARCO	13,944	12.8			
Total urban store group	157,708	18.7			

(2) YoY percentage changes in monthly tenant transaction volume

(%)

Month	March	April	May	June	July	August	September	October	November	Nine months ended Nov 30, 2022
Total all stores	1.9	20.5	50.3	12.6	9.4	22.5	20.3	14.3	7.1	16.2

(3) Tenant transaction volume by merchandise category

(Millions of yen, %)

Merchandise category	Amount	YoY %	Share
Womenswear	18,757	9.4	10.5
Menswear	4,743	2.7	2.7
General clothing	28,190	18.8	15.8
Other clothing	4,193	14.4	2.4
Total clothing	55,884	13.7	31.4
Shoes	5,215	14.8	2.9
Bags	3,400	32.5	1.9
Jewelry	3,782	16.8	2.1
Cosmetics	7,735	8.1	4.3
Other accessories	9,948	15.8	5.6
Total accessories	30,082	15.3	16.8
General clothing	38,292	16.1	21.5
Foods	15,789	4.8	8.9
Restaurants	18,923	40.2	10.6
Other	19,179	16.1	10.8
Total	178,151	16.2	100.0

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

Category	YoY %
Number of paying customers	13.7
Average spend per customer	2.2

(5) Credit card

Category	Transaction volume	YoY %	(Millions of yen, %)
			Share
Credit card	95,005	20.3	53.3
PARCO card	23,498	9.5	13.2

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

(6) Renovation

Number of sections	200
Renovated area (m ²)	26,000
YoY change in zone transaction volume (%)	53.8

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

	Transaction volume	YoY	(Millions of yen, %)
			Share
Ikebukuro PARCO	341	61.4	2.2
Shibuya PARCO	1,199	100.1	7.8
Nagoya PARCO	97	77.3	0.5
Shinsaibashi PARCO	551	100.4	4.5
Fukuoka PARCO	149	94.2	1.1
Total comparable stores	2,819	96.8	1.6

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

Component	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		(Millions of yen, %)		
		Amount	%	
Personnel expenses	1,200	(118)	(9.0)	1,318
Rent expenses on land and buildings	1,009	62	6.6	947
Advertising expenses	1,939	(167)	(7.9)	2,106
Outsourcing expenses	3,763	(28)	(0.7)	3,791
Depreciation	11,962	(65)	(0.5)	12,027
Utilities expenses	4,183	1,243	42.3	2,940
Repair expenses	1,533	(40)	(2.6)	1,573
Other	5,264	1,256	31.3	4,008
Total	30,855	2,143	7.5	28,712

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

4. Components of SGA

(Millions of yen, %)

Component	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		Amount	%	
		Personnel expenses	2,952	
Rent expenses on land and buildings	74	30	66.9	44
Advertising expenses	258	137	113.1	121
Outsourcing expenses	1,254	193	18.2	1,061
Depreciation	848	(52)	(5.8)	900
Taxes and dues	396	48	13.8	348
Other	1,773	174	10.8	1,599
Total	7,558	229	3.1	7,329

Note: Depreciation is included in other operating expenses as well as SGA.

Other operating expenses: Current period: –million yen / Previous period: 24 million yen

5. Components of other operating income and other operating expenses

(Millions of yen)

Component	Nine months ended November 30, 2022	Nine months ended November 30, 2021	Remarks
Other operating income	1,658	1,280	
Gain on sale of fixed assets	109	460	
Subsidies for employment adjustment	3	—	
Other Subsidies	747	317	
Other	797	502	
Other operating expenses	292	3,589	
Loss on disposal of fixed assets	244	462	Partial removal and disposal of assets due to in-store renovation and facility replacement at stores
Loss on liquidation of business	—	2,531	PY : Loss on sale of shares of Neuve A
Impairment losses	—	14	
Costs associated with temporary closure	—	550	
Other	48	31	

6. Components of finance income and finance costs

(Millions of yen)

Component	Nine months ended November 30, 2022	YoY	Nine months ended November 30, 2021
Finance income	272	16	256
Interest and dividend income	272	16	256
Finance costs	1,931	(106)	2,037
Interest expenses	1,931	(106)	2,037

IV. JFR Card Non-consolidated Statements 【IFRS】

1. Business performance

(Millions of yen, %)

Item	Nine months ended November 30, 2022	YoY		Nine months ended November 30, 2021
		Amount	%	
1. Gross sales	9,709	1,778	22.4	7,931
2. Operating revenue	9,709	1,778	22.4	7,931
3. SGA	6,778	(28)	(0.4)	6,806
4. Business profit	2,931	1,806	160.4	1,125
5. Operating profit	2,940	1,769	150.9	1,171
6. Profit before tax	2,844	1,772	165.2	1,072
7. Profit	1,962	1,222	165.0	740

Notes: 1. Gross sales are calculated by converting the points given on payment, which are recognized as operating revenue under IFRS, into gross amount.

2. Business profit is calculated by subtracting SGA from operating revenue.

2. Summary of results for current period

(1) Components of operating revenue

(Millions of yen, %)

Item	Nine months ended November 30, 2022	Nine months ended November 30, 2021	YoY %
Merchant fee	3,363	3,177	5.9
Installment fee	2,008	1,994	0.7
Annual fee income, Other	4,338	2,761	57.1
Total	9,710	7,932	22.4

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

(Millions of yen, %)

Category	Amount	YoY %	Share
Inside the Group	161,533	14.9	48.7
Outside the Group	170,276	7.4	51.3
Total	331,809	10.9	100.0

(3) Number of cards issued, credit transaction volume

(Thousand cards, millions of yen, %)

	Number of cards issued	Credit transaction volume	YoY %
Total	1,445	331,809	10.9

(4) Finance receivables

(Millions of yen, %)

	Results for current period	Results for previous period	YoY %
Total	22,676	21,971	3.2