

Financial Data

● Segment information (non-consolidated)

(Unit: million yen; ratio: %)

	FY 2010 (ending in Feb. 2011)			FY 2011 (ending in Feb. 2012)			FY 2012 (ending in Feb. 2013)			FY 2013 (ending in Feb. 2014)			FY 2014 (ending in Feb. 2015)			FY 2015 (ending in Feb. 2016)		
		Composition ratio	YoY		Composition ratio	YoY		Composition ratio	YoY		Composition ratio	YoY		Composition ratio	YoY		Composition ratio	YoY
Net sales	65,682	100.0	95.7	60,339	100.0	91.9	61,443	100.0	101.8	65,438	100.0	106.5	70,881	100.0	108.3	82,357	100.0	116.2
Inside the store	65,185	99.2	96.4	59,797	99.1	91.7	60,882	99.1	101.8	64,724	98.9	106.3	70,097	98.9	108.3	81,607	99.1	116.4
Outside the store	497	0.8	49.4	541	0.9	108.9	560	0.9	103.5	714	1.1	127.5	784	1.1	109.7	749	0.9	95.6
Number of customers at checkout counters (people)	12,556,582	-	92.9	11,608,840	-	92.5	11,356,273	-	97.8	11,469,615	-	101.0	11,509,516	-	100.3	11,499,067	-	99.9
Average sale per customer (yen)	5,231	-	103.0	5,198	-	99.4	5,411	-	104.1	5,705	-	105.5	6,159	-	107.9	7,162	-	116.3
Net sales by product																		
Clothing	21,066	32.1	94.2	20,462	33.9	97.1	21,180	34.5	103.5	22,127	33.8	104.5	23,677	33.4	107.0	25,393	30.8	107.2
Consumer goods	15,235	23.2	105.7	13,425	22.3	88.1	14,147	23.0	105.4	15,607	23.9	110.3	18,497	26.1	118.5	25,105	30.5	135.7
Sundry goods	7,167	10.9	90.4	6,510	10.8	90.8	6,889	11.2	105.8	7,684	11.7	111.5	8,581	12.1	111.7	11,613	14.1	135.3
Housewares	2,096	3.2	77.6	1,949	3.2	93.0	1,850	3.0	95.0	1,862	2.8	100.6	1,828	2.6	98.2	1,881	2.3	102.9
Food	17,022	25.9	96.7	15,544	25.8	91.3	14,959	24.3	96.2	14,908	22.8	99.7	14,717	20.8	98.7	14,971	18.2	101.7
Restaurants and cafes	1,568	2.4	83.2	1,232	2.0	78.6	1,257	2.1	102.0	1,438	2.2	114.3	1,509	2.1	104.9	1,557	1.9	103.2
Services and other	1,526	2.3	88.9	1,214	2.0	79.5	1,157	1.9	95.3	1,811	2.8	156.5	2,070	2.9	114.3	1,834	2.2	88.6
Gross profit by product	15,364	23.4	96.2	14,049	23.3	91.4	14,225	23.2	101.3	15,098	23.1	106.1	16,447	23.2	108.9	18,547	22.5	112.8
Clothing	5,982	9.1	94.6	5,760	9.5	96.3	5,918	9.6	102.7	6,184	9.4	104.5	6,581	9.3	106.4	6,955	8.4	105.7
Consumer goods	3,240	5.0	106.3	2,873	4.8	88.7	2,999	4.9	104.4	3,315	5.1	110.6	4,036	5.7	121.7	4,902	6.0	121.4
Sundry goods	1,657	2.5	91.0	1,479	2.5	89.3	1,539	2.5	104.0	1,677	2.6	109.0	1,903	2.7	113.5	2,784	3.4	146.3
Housewares	543	0.8	86.3	498	0.8	91.7	490	0.8	98.3	499	0.8	101.8	507	0.7	101.6	528	0.6	104.1
Food	2,975	4.5	96.7	2,724	4.5	91.6	2,605	4.2	95.6	2,594	4.0	99.6	2,534	3.6	97.7	2,577	3.1	101.7
Restaurants and cafes	239	0.4	84.7	189	0.3	79.0	192	0.3	101.5	218	0.3	113.7	228	0.3	104.5	235	0.3	103.2
Services and other	724	1.1	93.0	522	0.9	72.1	480	0.8	92.0	608	0.9	126.5	655	0.9	107.8	561	0.7	85.7
Selling, general and administrative expenses	14,162	21.6	86.5	13,456	22.3	95.0	13,435	21.9	99.8	13,832	21.1	103.0	14,487	20.4	104.7	15,528	18.9	107.2
Personnel expenses	4,880	7.4	79.4	4,436	7.4	90.9	4,425	7.2	99.7	4,742	7.2	107.2	5,094	7.2	107.4	5,305	6.4	104.1
Advertising expenses	951	1.4	81.1	949	1.6	99.8	952	1.6	100.4	1,112	1.7	116.8	1,106	1.6	99.4	1,240	1.5	112.1
Distribution expenses	474	0.7	85.4	439	0.7	92.6	427	0.7	97.2	411	0.6	96.2	405	0.6	98.6	418	0.5	103.4
Depreciation	1,389	2.1	97.4	1,266	2.1	91.2	1,192	1.9	94.1	1,119	1.7	93.9	1,200	1.7	107.2	1,294	1.6	107.8
Rent expenses	1,591	2.4	79.9	1,617	2.7	101.7	1,658	2.7	102.5	1,667	2.5	100.5	1,675	2.4	100.5	1,852	2.2	110.5
Non-operating income	604	0.9	99.6	534	0.9	88.4	426	0.7	79.8	414	0.6	97.0	440	0.6	106.4	537	0.7	121.9
Interest and dividend income	131	0.2	76.8	180	0.3	137.1	122	0.2	67.7	166	0.3	136.3	183	0.3	110.2	194	0.2	106.2
Non-operating expenses	648	1.0	89.8	554	0.9	85.6	461	0.8	83.1	414	0.6	89.9	389	0.5	93.8	1,144	1.4	294.2
Interest expenses paid on loans and bonds	404	0.6	95.6	334	0.6	82.7	291	0.5	87.1	263	0.4	90.5	243	0.3	92.5	201	0.2	82.5
Financial account	-272	-	-	-154	-	-	-169	-	-	-97	-	-	-60	-	-	-6	-	-
Number of employees (people)	881	-	72.2	830	-	94.2	807	-	97.2	806	-	99.9	818	-	101.5	855	-	104.5
Net sales per employee	74.55	-	132.7	72.69	-	97.5	76.13	-	104.7	81.18	-	106.6	86.65	-	106.7	96.32	-	111.2

※ Number of employees = Number of full-time employees (as of the end of the term) + number of part-time employees (full-time equivalent)

※ At the Asakusa store, the fourth floor and above were closed in 2010, resulting in a reduction in sales area by about 60%.