



## J. Front Retailing Consolidated Revenue Report October 2020 (IFRS)

## 1. Revenue (Sales) by Segment (% change year on year)

|                             | Revenue (IFRS) |                                | (Reference) Gross sales |                                |
|-----------------------------|----------------|--------------------------------|-------------------------|--------------------------------|
|                             | October        | Total<br>September and October | October                 | Total<br>September and October |
| Department Store Business   | (14.1)         | (31.8)                         | (6.1)                   | (26.0)                         |
| Parco Business              | (76.7)         | (64.3)                         | (49.8)                  | (41.2)                         |
| Real Estate Business        | (5.2)          | (6.5)                          | (4.8)                   | (6.5)                          |
| Credit and Finance Business | (16.2)         | (21.0)                         | 5.1                     | (5.9)                          |
| Other                       | (54.6)         | (43.5)                         | (50.6)                  | (40.6)                         |
| Total Consolidated          | (52.1)         | (46.4)                         | (28.0)                  | (32.4)                         |

- Notes: 1. The Company has voluntarily applied the International Financial Reporting Standards (IFRS) since March 2017.
2. Gross sales are calculated by converting sales from purchase recorded at the time of sale (*shoka shiire*) of the Department Store Business and "Other (Daimaru Kogyo)," which are recognized as revenue under IFRS, into gross amount and converting the net amount of sales of the Parco Business into tenant transaction volume (gross amount basis). (The Parco Business has changed net sales under Japanese GAAP to be calculated on a net basis since FY2017.)
3. The Shimonoseki Daimaru, Inc. was merged into Daimaru Matsuzakaya Department Stores Co. Ltd. and renamed the "Daimaru Shimonoseki store" on March 1, 2020.
4. Shibuya PARCO was rebuilt and reopened on November 22, 2019.

## 2. Sales of Department Store Business (Japanese GAAP)

## a) Sales and Customer Traffic of Each Store (% change year on year)

|  | October |                  | Total September and October |                  |
|--|---------|------------------|-----------------------------|------------------|
|  | Sales   | Customer traffic | Sales                       | Customer traffic |
| Daimaru Shinsaibashi                                     | (31.2)  | (59.7)           | (44.9)                      | (60.6)           |
| Daimaru Umeda  | (16.2)  | (33.1)           | (31.6)                      | (39.3)           |
| Daimaru Tokyo  | (24.0)  | (49.2)           | (38.3)                      | (53.9)           |
| Daimaru Kyoto  | 3.1     | (24.9)           | (22.9)                      | (29.2)           |
| Daimaru Kobe   | 16.8    | (22.3)           | (13.6)                      | (27.1)           |
| Daimaru Suma   | 1.4     | (14.3)           | (2.6)                       | (14.9)           |
| Daimaru Ashiya   | (5.6)   | 55.9             | (11.0)                      | 52.0             |
| Daimaru Sapporo  | (6.0)   | (25.7)           | (20.8)                      | (31.6)           |
| Daimaru Shimonoseki*                                     | -       | -                | -                           | -                |
| Matsuzakaya Nagoya                                       | 12.6    | (25.3)           | (21.3)                      | (32.7)           |
| Matsuzakaya Ueno   | (4.9)   | (27.9)           | (16.2)                      | (33.8)           |
| Matsuzakaya Shizuoka                                     | 9.1     | (50.4)           | (18.3)                      | (47.9)           |
| Matsuzakaya Takatsuki                                    | (0.5)   | 1.4              | (16.8)                      | (4.1)            |
| Matsuzakaya Toyota                                       | (4.3)   | (44.6)           | (19.1)                      | (47.9)           |
| <b>Total Daimaru Matsuzakaya [Excluding Shimonoseki]</b> | (3.7)   | (32.2)           | (24.8)                      | (36.8)           |
|  | (5.3)   | (33.9)           | (26.1)                      | (38.4)           |
| Hakata Daimaru   | (6.5)   | (39.8)           | (22.5)                      | (44.1)           |
| Kochi Daimaru  | (17.3)  | (36.4)           | (22.2)                      | (34.5)           |
| <b>Total Department Store Business</b>                   | (6.1)   | (34.5)           | (26.0)                      | (38.8)           |

Note: The Shimonoseki Daimaru, Inc. was merged into Daimaru Matsuzakaya Department Stores Co. Ltd. and renamed the "Daimaru Shimonoseki store" on March 1, 2020.

b) Daimaru Matsuzakaya Department Stores Sales by Merchandise Category (% change year on year)

|                                       | Total all stores |                                |
|---------------------------------------|------------------|--------------------------------|
|                                       | October          | Total<br>September and October |
| Men's clothing                        | (1.0)            | (21.0)                         |
| Women's clothing                      | 4.9              | (20.8)                         |
| Children's clothing                   | (5.8)            | (28.3)                         |
| Other clothing                        | 22.8             | (31.0)                         |
| Total clothing                        | 3.9              | (21.4)                         |
| Accessories                           | (9.6)            | (31.8)                         |
| Cosmetics                             | (40.4)           | (53.5)                         |
| Fine arts / jewelry / precious metals | 44.6             | (27.3)                         |
| Other general goods                   | (17.8)           | (28.0)                         |
| Total general goods                   | (12.1)           | (41.4)                         |
| Furniture                             | 6.1              | (33.1)                         |
| Electric appliances                   | 20.4             | (5.5)                          |
| Other household goods                 | 5.7              | (23.7)                         |
| Total household goods                 | 6.1              | (25.7)                         |
| Perishable foods                      | (6.2)            | (11.8)                         |
| Confectionary                         | (16.4)           | (21.1)                         |
| Delicatessen                          | (9.4)            | (12.9)                         |
| Other foods                           | (9.3)            | (13.3)                         |
| Total foods                           | (11.0)           | (15.4)                         |
| Restaurants & cafés                   | (30.5)           | (37.0)                         |
| Services                              | (33.6)           | (42.5)                         |
| Other                                 | (17.8)           | (8.1)                          |
| Total                                 | (5.3)            | (26.1)                         |

Note: On a gross sales basis. Sales shown above exclude sales of the Daimaru Shimonoseki store.

3. Tenant Transaction Volume of PARCO Stores

\*\*\*Tenant transaction volume" is the total value of the tenant transaction volume (sales) of PARCO stores. Previous year values are also calculated using the same standards.

a) Tenant Transaction Volume by Store (% change year on year)

|                            | October | Total<br>September and October |
|----------------------------|---------|--------------------------------|
| Sapporo PARCO              | (13.9)  | (24.6)                         |
| Sendai PARCO               | 2.1     | (13.3)                         |
| Shintokorozawa PARCO       | 4.0     | (11.7)                         |
| Urawa PARCO                | 6.1     | (9.5)                          |
| Ikebukuro PARCO            | (19.1)  | (29.6)                         |
| PARCO_ya Ueno              | (13.9)  | (25.3)                         |
| Hibarigaoka PARCO          | (1.6)   | (16.3)                         |
| Kichijoji PARCO            | (21.8)  | (34.5)                         |
| Kinshicho PARCO            | (2.3)   | (8.9)                          |
| Chofu PARCO                | 2.4     | (8.8)                          |
| Tsudanuma PARCO            | (4.2)   | (15.5)                         |
| Matsumoto PARCO            | (6.1)   | (19.7)                         |
| Shizuoka PARCO             | (2.6)   | (15.8)                         |
| Nagoya PARCO               | (7.7)   | (24.6)                         |
| Hiroshima PARCO            | (4.3)   | (18.0)                         |
| Fukuoka PARCO              | (4.0)   | (17.2)                         |
| Total all stores           | 0.3     | (13.8)                         |
| Total comparable stores**3 | (5.1)   | (18.5)                         |

Notes: 1. The main building of Shibuya PARCO opened on November 22, 2019.  
2. Kumamoto PARCO closed on February 29, 2020.  
3. Total comparable stores does not include the values of the main building of Shibuya PARCO and Kumamoto PARCO.

b) Sales by Merchandise Category (% change year on year)

|                     | Total all stores |                                | Total comparable stores |                                |
|---------------------|------------------|--------------------------------|-------------------------|--------------------------------|
|                     | October          | Total<br>September and October | October                 | Total<br>September and October |
| Clothing            | 1.5              | (12.3)                         | (3.3)                   | (16.9)                         |
| Accessories         | 2.7              | (19.4)                         | (1.7)                   | (22.0)                         |
| General goods       | 16.0             | (1.1)                          | 9.8                     | (7.1)                          |
| Foods               | 4.5              | 0.4                            | 4.2                     | 0.2                            |
| Restaurants & cafés | (1.3)            | (9.8)                          | (12.6)                  | (19.7)                         |
| Other               | (24.8)           | (35.2)                         | (31.2)                  | (40.6)                         |
| Total               | 0.3              | (13.8)                         | (5.1)                   | (18.5)                         |

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