

Financial Data

● Segment information (consolidated)

(Unit: million yen; ratio: %)

| | FY 2017 (ending in Feb. 2018) | | | FY 2018 (ending in Feb. 2019) | | | FY 2019 (ending in Feb. 2020) | | | FY 2020 (ending in Feb. 2021) | | | FY 2021 (ending in Feb. 2022) | | |
|---|-------------------------------|-------------------|--------------|-------------------------------|-------------------|--------------|-------------------------------|-------------------|-------------|-------------------------------|-------------------|--------------|-------------------------------|-------------------|--------------|
| | | Composition ratio | YoY | | Composition ratio | YoY | | Composition ratio | YoY | | Composition ratio | YoY | | Composition ratio | YoY |
| Net sales by business | 90,568 | 100.0 | 104.9 | 92,530 | 100.0 | 102.2 | 89,859 | 100.0 | 97.1 | 52,730 | 100.0 | 58.7 | 65,039 | 100.0 | 123.3 |
| Department stores | 80,300 | 88.7 | 105.4 | 83,658 | 90.4 | 104.2 | 81,372 | 90.6 | 97.3 | 47,111 | 89.3 | 57.9 | 59,176 | 91.0 | 125.6 |
| Restaurants | 5,345 | 5.9 | 102.0 | 4,956 | 5.4 | 92.7 | 4,878 | 5.4 | 98.4 | 2,715 | 5.2 | 55.7 | 2,252 | 3.5 | 83.0 |
| Total building maintenance and advertising | 2,527 | 2.8 | 92.2 | 2,756 | 3.0 | 109.0 | 2,897 | 3.2 | 105.1 | 2,308 | 4.4 | 79.7 | 2,508 | 3.8 | 108.6 |
| Import goods sales | 2,127 | 2.3 | 109.7 | 900 | 1.0 | 42.3 | - | - | - | - | - | - | - | - | - |
| Other businesses | 267 | 0.3 | 100.5 | 257 | 0.3 | 96.5 | 710 | 0.8 | - | 594 | 1.1 | 83.6 | 1,101 | 1.7 | 185.3 |
| Operating income by business | 2,122 | 2.3 | 171.1 | 1,842 | 2.0 | 86.8 | 963 | 1.1 | 52.3 | -3,904 | -7.4 | - | -2,280 | -3.5 | - |
| Department stores | 2,055 | 2.3 | 140.1 | 2,081 | 2.3 | 101.3 | 1,013 | 1.1 | 48.7 | -3,230 | -6.1 | - | -1,738 | -2.7 | - |
| Restaurants | -36 | -0.0 | - | -148 | -0.2 | - | -124 | -0.1 | - | -508 | -1.0 | - | -490 | -0.8 | - |
| Total building maintenance and advertising | 97 | 0.1 | 84.4 | 69 | 0.1 | 71.4 | 60 | 0.1 | 86.4 | -93 | -0.2 | - | 66 | 0.1 | - |
| Import goods sales | 13 | 0.0 | - | -129 | -0.1 | - | - | - | - | - | - | - | - | - | - |
| Other businesses | 30 | 0.0 | 60.5 | 44 | 0.0 | 147.6 | 58 | 0.1 | - | 0 | 0.0 | 1.0 | -122 | -0.2 | - |
| Selling, general and administrative expenses | 20,393 | 22.5 | 100.6 | 20,132 | 21.8 | 98.7 | 19,662 | 21.9 | 97.7 | 15,263 | 28.9 | 77.6 | 15,534 | 23.9 | 101.8 |
| Personnel expenses | 8,822 | 9.7 | 102.3 | 8,838 | 9.6 | 100.2 | 8,482 | 9.4 | 96.0 | 6,827 | 12.9 | 80.5 | 6,500 | 10.0 | 95.2 |
| Advertising expenses | 1,101 | 1.2 | 95.8 | 1,126 | 1.2 | 102.2 | 1,223 | 1.4 | 108.6 | 776 | 1.5 | 63.5 | 765 | 1.2 | 98.6 |
| Depreciation | 1,475 | 1.6 | 98.5 | 1,468 | 1.6 | 99.5 | 1,443 | 1.6 | 98.3 | 1,220 | 2.3 | 84.6 | 1,252 | 1.9 | 102.6 |
| Non-operating income | 378 | 0.4 | 99.0 | 440 | 0.5 | 116.4 | 416 | 0.5 | 94.6 | 439 | 0.8 | 105.5 | 580 | 0.9 | 132.0 |
| Interest and dividend income | 127 | 0.1 | 104.1 | 132 | 0.1 | 103.9 | 134 | 0.2 | 101.7 | 119 | 0.2 | 88.9 | 94 | 0.1 | 78.6 |
| Non-operating expenses | 456 | 0.5 | 128.9 | 456 | 0.5 | 100.0 | 384 | 0.4 | 84.2 | 492 | 0.9 | 128.3 | 406 | 0.6 | 82.6 |
| Interest expenses | 233 | 0.3 | 159.4 | 216 | 0.2 | 92.4 | 210 | 0.2 | 97.3 | 231 | 0.4 | 110.2 | 221 | 0.3 | 95.7 |

※ As the import goods sales business has declined in importance from the fiscal year ended February 29, 2020, it has been included in other businesses. Accordingly, year-on-year comparison for the fiscal year ended February 29, 2020 is not stated for other businesses as it is not viable.

| | | | | | | | | | | | | | | | |
|------------------------------|-------|---|-------|-------|---|-------|-------|---|-------|-------|---|------|-------|---|-------|
| Financial account | -106 | - | - | -83 | - | - | -75 | - | - | -111 | - | - | -127 | - | - |
| Number of employees (people) | 1,649 | - | 99.5 | 1,588 | - | 96.3 | 1,589 | - | 100.1 | 1,398 | - | 88.0 | 1,306 | - | 93.4 |
| Net sales per employee | 54.92 | - | 105.4 | 58.26 | - | 106.1 | 56.55 | - | 97.1 | 37.71 | - | 66.7 | 49.80 | - | 132.0 |

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