

## J. Front Retailing Consolidated Revenue Report October 2019 (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   | (19.9)         | 3.0                            | (19.4) [(18.5)]         | 3.1 [3.3]                      |
| Parco Business              | 287.4          | 146.2                          | (8.9)                   | 1.2                            |
| Real Estate Business        | 2.3            | 4.0                            | 1.4                     | 3.2                            |
| Credit and Finance Business | (6.3)          | 4.7                            | (5.2)                   | 6.6                            |
| Other                       | 113.2          | 81.1                           | 86.5                    | 63.7                           |
| <b>Total Consolidated</b>   | <b>55.7</b>    | <b>43.6</b>                    | <b>(12.2)</b>           | <b>5.8</b>                     |

- Notes: 1. The Company has voluntarily applied the International Financial Reporting Standards (IFRS) since March 2017.
2. Gross sales  
Of revenue under IFRS, sales from purchase recorded at the time of sale (*shoka shiire*) of the Department Store Business and "Other (Daimaru Kogyo)" have been converted into gross amount and 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 new main building of the Daimaru Shinsaibashi store opened on September 20, 2019 and the north wing of the Daimaru Shinsaibashi store has been temporarily closed since September 28, 2019. Thereby the rental area of the Daimaru Shinsaibashi store increased compared to before.
4. The Daimaru Yamashina store closed on March 31, 2019.
5. The tenants around the Daimaru Kyoto and Kobe stores are being transferred to the Real Estate Business. The 2nd floor of the south wing of the Matsuzakaya Nagoya store has been changed to be operated under lease. Figures in square brackets in the Department Store Business are actual YoY percentage changes after deducting these effects excluding the Daimaru Shinsaibashi and Yamashina stores.
6. Kinshicho Parco opened on March 16, 2019.

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

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

| Store                                     | October       |                  | Total September and October |                  |
|---|---------------|------------------|-----------------------------|------------------|
|   | Sales         | Customer traffic | Sales                       | Customer traffic |
| Daimaru Shinsaibashi                      | (20.2)        | 9.6              | 9.5                         | 16.8             |
| Daimaru Umeda                             | (14.6)        | (9.3)            | 1.1                         | (0.1)            |
| Daimaru Tokyo                             | (16.0)        | (13.6)           | (1.8)                       | (8.5)            |
| Daimaru Kyoto*2                           | (18.6)        | (6.4)            | 8.6                         | 2.1              |
| Daimaru Kobe*2                            | (24.7)        | (6.4)            | 5.1                         | 2.1              |
| Daimaru Suma                              | (12.1)        | (0.9)            | (3.4)                       | 3.4              |
| Daimaru Ashiya*3                          | (41.1)        | (58.0)           | (35.2)                      | (55.5)           |
| Daimaru Sapporo                           | (17.0)        | (5.8)            | 5.9                         | 4.2              |
| Matsuzakaya Nagoya*4                      | (18.5)        | (1.1)            | 11.2                        | 0.5              |
| Matsuzakaya Ueno                          | (19.2)        | (7.7)            | (2.1)                       | (3.3)            |
| Matsuzakaya Shizuoka                      | (26.4)        | (6.2)            | (2.4)                       | (0.4)            |
| Matsuzakaya Takatsuki                     | (19.0)        | (3.2)            | (3.2)                       | 4.2              |
| Matsuzakaya Toyota                        | (19.0)        | 0.3              | (2.7)                       | 6.5              |
| <b>Total Daimaru Matsuzakaya*5</b>        | <b>(19.1)</b> | <b>(7.6)</b>     | <b>4.6</b>                  | <b>(1.0)</b>     |
| <b>Excluding Daimaru Shinsaibashi*6,7</b> | <b>(18.9)</b> | <b>(9.4)</b>     | <b>3.9</b>                  | <b>(2.8)</b>     |
| Hakata Daimaru                            | (15.1)        | (5.5)            | (0.4)                       | (2.7)            |
| Shimonoseki Daimaru                       | (11.9)        | 5.1              | (1.8)                       | 4.9              |
| Kochi Daimaru                             | (22.1)        | (9.0)            | (2.8)                       | (3.1)            |
| <b>Total</b>                              | <b>(18.7)</b> | <b>(7.2)</b>     | <b>4.0</b>                  | <b>(1.0)</b>     |
| <b>Department Store Business*5</b>        | <b>(18.7)</b> | <b>(7.2)</b>     | <b>4.0</b>                  | <b>(1.0)</b>     |
| <b>Excluding Daimaru Shinsaibashi*6,7</b> | <b>(18.5)</b> | <b>(8.7)</b>     | <b>3.3</b>                  | <b>(2.6)</b>     |

- Notes: 1. The Daimaru Yamashina store closed on March 31, 2019.
2. Sales of the Daimaru Kyoto and Kobe stores are presented as "actual YoY percentage changes excluding year-ago actual sales of the tenants transferred to the Real Estate Business." (Year-ago actual sales of the tenants around the Kyoto store that were transferred to the Real Estate Business have been deducted since June 2019.)  
Compared to year-ago sales including the portion of the tenants transferred to the Real Estate Business, sales of the Daimaru Kyoto store were down 19.7% YoY in October and up 7.4% YoY in total for September and October.  
Compared to year-ago sales including the portion of the tenants transferred to the Real Estate Business, sales of the Daimaru Kobe store were down 25.5% YoY in October and up 3.8% YoY in total for September and October.
3. The Daimaru Ashiya store has decreased sales floor area since March 18, 2019.
4. Since the 2nd floor of the south wing of the Matsuzakaya Nagoya store has been changed to be operated under lease since March 20, 2019, actual YoY percentage changes after deducting this year and last year actual sales of the 2nd floor of the south wing are presented.  
Sales of the Matsuzakaya Nagoya store before deducting this year and last year actual sales of the 2nd floor of the south wing were down 19.2% YoY in October and up 10.1% YoY in total for September and October.
5. YoY percentage changes in total sales are actual percentage changes excluding the Daimaru Yamashina store and including changes shown in Notes 2 and 4 above. Total sales of Daimaru Matsuzakaya Department Stores and the Department Store Business including the Yamashina store and not including Notes 2 and 4 above were down 19.8% YoY and down 19.4% YoY, respectively, in October and up 3.6% YoY and up 3.1% YoY, respectively, in total for September and October.
6. Since the new main building of the Daimaru Shinsaibashi store opened on September 20, 2019, the rental area of the store increased compared to before.
7. YoY percentage changes after deducting this year and last year actual sales of the Shinsaibashi store from total sales are presented.

b) Transaction Volume of Daimaru Shinsaibashi Store (% change year on year)

|                      | October | Total |
|----------------------|---------|-------|
| Daimaru Shinsaibashi | 0.4     | -     |

Note: The Company has disclosed transaction volume in addition to gross sales since October 2019. Transaction volume is calculated by totaling product sales and tenant sales.

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

| Merchandise Category                  | Total all stores |                                | Excluding Daimaru Shinsaibashi |                                |
|---------------------------------------|------------------|--------------------------------|--------------------------------|--------------------------------|
|                                       | October          | Total<br>September and October | October                        | Total<br>September and October |
| Men's clothing                        | (25.3)           | (9.4)                          | (19.8)                         | (4.2)                          |
| Women's clothing                      | (23.9)           | 2.7                            | (24.5)                         | 1.8                            |
| Children's clothing                   | (30.8)           | (8.6)                          | (22.2)                         | (0.6)                          |
| Other clothing                        | (41.0)           | 1.1                            | (38.7)                         | 2.8                            |
| Total clothing                        | (25.0)           | 0.2                            | (24.0)                         | 0.7                            |
| Accessories                           | (24.4)           | (2.5)                          | (23.3)                         | (0.8)                          |
| Cosmetics                             | (16.6)           | 14.0                           | (24.4)                         | 9.2                            |
| Fine arts / jewelry / precious metals | (24.1)           | 49.6                           | (31.4)                         | 37.6                           |
| Other general goods                   | (7.6)            | 5.3                            | (7.6)                          | 5.4                            |
| Total general goods                   | (18.6)           | 25.8                           | (25.8)                         | 20.0                           |
| Furniture                             | (21.7)           | 31.0                           | (18.3)                         | 28.2                           |
| Electric appliances                   | 8.1              | 13.7                           | 0.0                            | 4.7                            |
| Other household goods                 | (33.6)           | (6.8)                          | (23.0)                         | 3.3                            |
| Total household goods                 | (30.6)           | 0.9                            | (21.6)                         | 8.4                            |
| Perishable foods                      | (9.1)            | (6.2)                          | (3.5)                          | (1.9)                          |
| Confectionary                         | (13.6)           | (7.1)                          | (10.7)                         | (4.8)                          |
| Delicatessen                          | (0.8)            | (4.7)                          | 3.5                            | (1.8)                          |
| Other foods                           | (11.5)           | (3.9)                          | (8.3)                          | (1.7)                          |
| Total foods                           | (8.3)            | (5.6)                          | (4.4)                          | (2.8)                          |
| Restaurants & cafés                   | (10.8)           | (3.2)                          | (8.1)                          | (1.0)                          |
| Services                              | (11.4)           | 15.3                           | (8.6)                          | 20.1                           |
| Other                                 | 3.7              | 8.3                            | (16.2)                         | (4.8)                          |
| Total                                 | (19.4)           | 4.2                            | (19.3)                         | 3.4                            |

Note: Sales shown above exclude sales of the Daimaru Yamashina store and include the portion of the tenants around the Daimaru Kyoto and Kobe stores that were transferred to the Real Estate Business. As for the Matsuzakaya Nagoya store, YoY percentage changes are presented without deducting the effect of the change in the 2nd floor of the south wing to be operated under lease.

Contact: Investor Relations Promotion Division and Group Communications Promotion Division  
J. Front Retailing Co., Ltd.  
TEL +81-3-6895-0178 FAX +81-3-6674-7565