J. FRONT RETAILING

December 14, 2016

J. Front Retailing Consolidated Business Report November 2016

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

	Nov	Total Sep to Nov
Department Store Business	(4.5)	(5.7)
Parco Business	(1.7)	(2.9)
Wholesale Business	(2.0)	(12.7)
Credit Business	4.5	4.5
Other Businesses	(30.4)	(20.8)
Total Consolidated	(4.3)	(5.9)

Note: The sales area of Daimaru Shinsaibashi store decreased by approx. 40% compared to the previous year for the reconstruction work of its main building.
For your information, total sales of Department Store Business was down 2.2% YonY in November when excluding actual sales of Daimaru Shinsaibashi store for November 2016 and 2015.
Total sales of Department Store Business for September to November decreased 3.3% YoY when excluding actual sales of Daimaru Shinsaibashi store for the same period in 2016 and 2015.

2. Sales of Department Store Business

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

Store	Nov		Total Sep to Nov	
	Sales	Customer traffic	Sales	Customer traffic
Daimaru Shinsaibashi	(20.1)	(43.5)	(22.9)	(43.3)
Daimaru Umeda	(3.6)	0.4	(3.4)	(0.3)
Daimaru Tokyo	3.8	0.9	1.7	2.3
Daimaru Urawa Parco	(15.5)	(12.3)	(15.2)	(12.8)
Daimaru Kyoto	(3.8)	(3.2)	(3.9)	(2.7)
Daimaru Yamashina	(5.8)	(8.0)	(5.5)	(7.0)
Daimaru Kobe	(2.7)	(3.0)	(3.4)	(3.6)
Daimaru Suma	(3.6)	(0.3)	(7.0)	(1.6)
Daimaru Ashiya	(5.5)	0.8	(4.7)	1.8
Daimaru Sapporo	(0.9)	(0.4)	(0.0)	0.6
Matsuzakaya Nagoya	(0.8)	(4.7)	(3.1)	(1.0)
Matsuzakaya Ueno	(5.7)	(2.2)	(2.5)	(4.9)
Matsuzakaya Shizuoka	2.4	1.8	(2.0)	(3.0)
Matsuzakaya Takatsuki	(3.4)	(1.6)	(5.1)	(2.4)
Matsuzakaya Toyota	(5.3)	(3.9)	(3.8)	1.6
Total Daimaru Matsuzakaya	(4.4)	(5.9)	(5.4)	(5.6)
Hakata Daimaru	(4.1)	(5.5)	(8.2)	(8.4)
Shimonoseki Daimaru	(8.6)	(6.9)	(10.1)	(6.0)
Kochi Daimaru	(8.9)	(8.8)	(7.5)	(9.4)
Total Department Store Business	(4.5)	(6.0)	(5.7)	(5.8)

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

Merchandise Category	Nov	Total Sep to Nov
Men's clothing	(1.9)	(1.7)
Women's clothing	(0.1)	(3.5)
Children's clothing	(7.0)	(6.0)
Other clothing	(14.4)	(13.2)
Total clothing	(1.3)	(3.7)
Accessories	(13.8)	(13.8)
Cosmetics	4.6	5.3
Fine arts/jewelry/precious metals	(18.9)	(19.1)
Other general goods	(7.2)	(14.1)
Total general goods	(8.0)	(8.2)
Furniture	(14.7)	(19.7)
Electric appliances	5.5	0.7
Other household goods	(9.7)	(5.8)
Total household goods	(10.4)	(8.8)
Perishable foods	(1.7)	(3.7)
Confectionary	(4.1)	(4.5)
Delicatessen	(3.1)	(5.9)
Other foods	(3.6)	(5.1)
Total foods	(3.3)	(4.9)
Restaurants & cafés	(7.7)	(6.5)
Services	(11.6)	(6.9)
Others	3.4	12.4
Total	(4.4)	(5.4)

Note: The sales area of Daimaru Shinsaibashi store decreased by approx. 40% compared to the previous year for the reconstruction work of its main building.
For your information, total sales of Daimaru Matsuzakaya Department Stores and Department Store Business were down 1.7% and 2.2% YoY, respectively, in November when excluding actual sales of Daimaru Shinsaibashi store for November 2016 and 2015.
Total sales of Daimaru Matsuzakaya Department Stores and Department Store Business for September to November decreased 2.5% and 3.3% YoY, respectively, when excluding actual sales of Daimaru Shinsaibashi store for the same period in 2016 and 2015.

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