



ISETAN MITSUKOSHI HOLDINGS

Financial Results Handout for the Fiscal Year Ended March 2016

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May 11, 2016
Isetan Mitsukoshi Holdings Ltd.

I. Isetan Mitsukoshi Holdings Consolidated Results

1. Outline of Consolidated Business Results

(1) Consolidated Business Results

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Net sales	1,236,333	1,321,512	1,272,130	1,287,253	1,360,000
YoY (%)	99.7	106.9	96.3	101.2	105.7
YoY difference	(3,587)	85,178	(49,382)	15,123	72,746
Gross profit	347,410	370,022	355,456	361,768	405,000
YoY (%)	99.9	106.5	96.1	101.8	112.0
YoY difference	(377)	22,611	(14,565)	6,311	43,231
Operating income	26,639	34,646	33,083	33,107	37,000
YoY (%)	111.8	130.1	95.5	100.1	111.8
YoY difference	2,805	8,006	(1,562)	23	3,892
Recurring income	34,217	38,440	34,563	36,704	38,000
YoY (%)	89.0	112.3	89.9	106.2	103.5
YoY difference	(4,235)	4,223	(3,876)	2,141	1,295
Net income attributable to parent company shareholders	25,292	21,166	29,886	26,506	26,000
YoY (%)	42.9	83.7	141.2	88.7	98.1
YoY difference	(33,598)	(4,126)	8,720	(3,380)	(506)
Net income per share (yen)	64.11	53.65	75.74	67.41	66.39
YoY difference (yen)	(85.17)	(10.47)	22.10	(8.33)	(1.03)
Gross profit margin (%)	28.10	28.00	27.94	28.10	29.78
YoY difference (%)	0.05	(0.10)	(0.06)	0.16	1.68
Operating profit margin (%)	2.2	2.6	2.6	2.6	2.7
YoY difference (%)	0.2	0.5	(0.0)	(0.0)	0.1
Recurring profit margin (%)	2.8	2.9	2.7	2.9	2.8
YoY difference (%)	(0.3)	0.1	(0.2)	0.1	△ 0.1
Return on sales (%)	2.0	1.6	2.3	2.1	1.9
YoY difference (%)	(2.7)	(0.4)	0.7	(0.3)	△ 0.1

(2) Consolidated Financial Positions

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Total assets	1,223,677	1,284,658	1,291,560	1,293,043	1,332,000
YoY (%)	99.7	105.0	100.5	100.1	103.0
YoY difference	(4,269)	60,980	6,902	1,483	38,956
Net assets	505,127	541,069	577,655	574,316	596,000
YoY (%)	107.8	107.1	106.8	99.4	103.8
YoY difference	36,647	35,942	36,585	(3,338)	21,683
Interest-bearing debt	181,263	171,285	160,601	175,871	175,000
YoY (%)	104.6	94.5	93.8	109.5	99.5
YoY difference	7,999	(9,978)	(10,683)	15,270	(871)
Net financial revenue	184	468	463	446	400
YoY (%)	-	253.4	98.9	96.3	89.6
YoY difference	263	283	(5)	(16)	(46)
Return on assets (ROA) (%)	2.2	2.8	2.6	2.6	2.8
YoY difference (%)	0.2	0.6	(0.2)	(0.0)	0.3
Return on equity (ROE) (%)	5.3	4.2	5.5	4.7	4.5
YoY difference (%)	(8.3)	(1.2)	1.3	(0.8)	(0.2)
Rate of return on invested capital (ROIC) (%)*	2.5	3.1	3.0	3.0	3.4
YoY difference (%)	0.2	0.6	(0.1)	0.0	0.4
Shareholder's equity ratio (%)	40.1	40.8	43.4	43.6	43.9
YoY difference (%)	2.9	0.7	2.6	0.2	0.4
Interest-bearing debt dependency (%)	14.8	13.3	12.4	13.6	13.1
YoY difference (%)	0.7	(1.5)	(0.9)	1.2	(0.5)
Consolidated debt equity ratio (DER) (times)	0.37	0.33	0.29	0.31	0.30
YoY difference (times)	(0.01)	(0.04)	(0.04)	0.03	(0.01)

*Consolidated operating income after deducting taxes was used to calculate the rate of return on invested capital (ROIC).

(3) Consolidated Business Results of Consolidated Cash Flows

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Cash flows from operating activities	4,438	46,022	49,448	43,099	40,000
YoY difference	(53,405)	41,583	3,425	(6,348)	△ 3,099
Cash flows from investing activities	(26,312)	(19,221)	(34,374)	(24,481)	△ 46,000
YoY difference	(10,372)	7,090	(15,152)	9,893	△ 21,518
Cash flows from financing activities	2,339	(16,151)	(17,372)	(3,711)	△ 6,000
YoY difference	47,280	(18,490)	(1,221)	13,661	△ 2,288
Cash and cash equivalents at end of period	35,781	50,601	50,299	64,238	52,000
YoY difference	(17,235)	14,819	(301)	13,938	△ 12,238

(4) Others

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Capital investment	30,499	31,569	29,279	40,043	50,000
YoY (%)	158.5	103.5	92.7	136.8	124.9
YoY difference	11,255	1,069	(2,289)	10,763	9,956
Number of employees	12,722	12,603	12,286	12,285	12,300
YoY (%)	94.9	99.1	97.5	100.0	100.1
YoY difference	(681)	(119)	(317)	(1)	15
Number of consolidated subsidiaries (as of March 31)	40	38	37	38	39
YoY difference	(1)	(2)	(1)	1	1
Number of equity-method affiliates (as of March 31)	8	8	8	8	8
YoY difference	(1)	0	0	0	0
Cash dividends per share (yen)	10.00	11.00	11.00	12.00	12.00
YoY difference (yen)	0.00	1.00	0.00	1.00	0.00

2. Consolidated Selling, General and Administrative Expenses

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Selling, general and administrative expenses	320,771	335,376	322,372	328,660	368,000
YoY (%)	99.0	104.6	96.1	102.0	112.0
YoY difference	(3,182)	14,605	(13,003)	6,287	39,339
Advertising expenses	27,631	27,478	22,439	22,440	23,500
YoY (%)	102.7	99.4	81.7	100.0	104.7
YoY difference	723	(153)	(5,038)	0	1,059
Point related expenses	1,998	3,239	3,944	4,325	29,000
YoY (%)	84.1	162.1	121.8	109.7	670.4
YoY difference	(377)	1,240	705	381	24,674
Personnel expenses	118,346	121,490	119,063	121,611	127,000
YoY (%)	98.5	102.7	98.0	102.1	104.4
YoY difference	(1,791)	3,143	(2,426)	2,548	5,388
Depreciation and amortization	21,559	22,228	22,818	23,020	24,500
YoY (%)	96.2	103.1	102.7	100.9	106.4
YoY difference	(847)	668	589	202	1,479
Lease payments	41,024	41,760	42,024	42,044	42,500
YoY (%)	102.9	101.8	100.6	100.0	101.1
YoY difference	1,144	736	263	19	455
Business consignment expenses	34,093	36,018	34,241	35,037	37,000
YoY (%)	97.8	105.6	95.1	102.3	105.6
YoY difference	(768)	1,924	(1,776)	796	1,962
Others	76,116	83,161	77,841	80,181	84,500
YoY (%)	98.4	109.3	93.6	103.0	105.4
YoY difference	(1,265)	7,044	(5,319)	2,339	4,318
SGA ratio (%)	25.9	25.4	25.3	25.5	27.1
YoY difference (%)	(0.2)	(0.6)	(0.0)	0.2	1.5

3. Consolidated Non-operating Income/Loss

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Non-operating income	23,513	16,183	14,045	16,918	14,000
YoY difference	(3,609)	(7,329)	(2,138)	2,872	(2,918)
Interest and dividend income	1,654	1,788	1,706	1,535	1,600
YoY difference	19	133	(81)	(170)	64
Equity in earnings of affiliates	-	5,184	2,234	5,521	3,500
YoY difference	(2,315)	5,184	(2,949)	3,287	(2,021)
Income from unredeemed gift vouchers	4,345	5,657	5,377	5,381	5,000
YoY difference	(366)	1,312	(279)	3	(381)
Amortization of negative goodwill	13,234	-	-	-	-
YoY difference	0	(13,234)	-	-	-
Gain on donated fixed assets	2,683	2,147	1,968	2,891	2,500
YoY difference	1,525	(536)	(178)	922	(391)
Other non-operating income	1,594	1,406	2,757	1,587	1,400
YoY difference	(2,471)	(188)	1,351	(1,169)	(187)
Non-operating expenses	15,935	12,389	12,565	13,320	13,000
YoY difference	3,431	(3,545)	176	754	(320)
Interest expenses	1,469	1,319	1,243	1,089	1,200
YoY difference	(244)	(149)	(76)	(153)	110
Equity in losses of affiliates	5,847	-	-	-	-
YoY difference	5,847	(5,847)	-	-	-
Loss on retirement of property and equipment	694	1,765	1,060	1,980	2,000
YoY difference	(583)	1,071	(705)	920	19
Provision of reserve for loss from redemption of gift vouchers	3,178	5,347	6,423	5,558	5,500
YoY difference	(2,535)	2,169	1,076	(865)	(58)
Other non-operating expenses	4,746	3,956	3,838	4,692	4,300
YoY difference	947	(789)	(118)	853	(392)

4.Consolidated Extraordinary Gain/Loss

(Millions of yen)

	Fiscal 2015	Breakdown	Detail
Extraordinary gain	1267		
Gain on sales of investment securities	1,267		
Extraordinary loss	9,592		
Loss on disposal of property and equipment	2,544		Ginza Mitsukoshi Refurbishment Related etc.
Impairment	6,775		Tachikawa Isetan, Fukuoka Mitsukoshi, Mei Long Zshen Isetan Shanghai, Tianjin Binhai New Area Isetan, Isetan Singapore, Sales Related Systems, others.
Business structure improvement expenses	272		MICARD and Studio Alta

5.Consolidated Capital Investment

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Isetan Mitsukoshi Ltd	19,778	20,642	16,085	20,818	26,500
YoY (%)	162.0	104.4	77.9	129.4	127.3
YoY difference	7,570	863	(4,557)	4,733	5,681
MICARD Co., Ltd.	1,392	991	3,636	5,710	4,520
YoY (%)	81.5	71.2	366.7	157.0	79.1
YoY difference	(317)	(401)	2,644	2,074	(1,190)
Isetan Mitsukoshi System Solutions Ltd.	4,886	5,446	5,414	7,568	9,743
YoY (%)	157.0	111.5	99.4	139.8	128.7
YoY difference	1,774	560	(32)	2,154	2,174
Others	4,658	4,658	4,527	7,398	9,737
YoY (%)	184	100	97	163	132
YoY difference	2,121	0	(130)	2,871	2,338
Elimination of intra-company transactions	(217)	(170)	(383)	(1,453)	(500)
	-	-	-	-	-
YoY difference	106	47	(213)	(1,069)	953
Total	30,499	31,569	29,279	40,043	50,000
YoY (%)	158.5	103.5	92.7	136.8	124.9
YoY difference	11,255	1,069	(2,289)	10,763	9,956

Note: Figures include investments made for intangible fixed assets.

6.Net Sales by Segment and Operating Income/Loss

(Millions of yen)

Net sales	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Department store business	1,122,449	1,201,065	1,172,886	1,187,389	1,260,000
YoY (%)	99.5	107.0	97.7	101.2	106.1
YoY difference	(5,711)	78,615	(28,178)	14,502	72,610
Credit & finance business/ Customer organization management business	30,947	33,488	34,492	36,225	39,000
YoY (%)	108.4	108.2	103.0	105.0	107.7
YoY difference	2,397	2,541	1,003	1,733	2,774
Other retail & specialty store business	85,745	85,823	57,834	55,827	57,000
YoY (%)	97.8	100.1	67.4	96.5	102.1
YoY difference	(1,925)	77	(27,988)	(2,007)	1,172
Real estate business	32,735	39,790	42,869	46,234	48,000
YoY (%)	137.5	121.5	107.7	107.8	103.8
YoY difference	8,924	7,054	3,079	3,364	1,765
Other businesses and adjusted amounts	(35,543)	(38,655)	(35,953)	(38,422)	(44,000)
YoY (%)	-	-	-	-	-
YoY difference	(7,272)	(3,111)	2,701	(2,469)	(5,577)
Amount listed on consolidated financial statements	1,236,333	1,321,512	1,272,130	1,287,253	1,360,000
YoY (%)	99.7	106.9	96.3	101.2	105.7
YoY difference	(3,587)	85,178	(49,382)	15,123	72,746

(Millions of yen)

Segment income (loss)	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Department store business	18,685	23,211	21,488	21,569	25,300
YoY (%)	103.4	124.2	92.6	100.4	117.3
YoY difference	616	4,525	(1,722)	80	3,730
Credit & finance business/ Customer organization management business	3,710	5,193	5,578	5,617	4,500
YoY (%)	139.3	140.0	107.4	100.7	80.1
YoY difference	1,047	1,482	385	38	(1,117)
Other retail & specialty store business	(532)	(319)	(277)	(1,058)	0
YoY (%)	-	-	-	-	-
YoY difference	(907)	213	41	(781)	1,058
Real estate business	3,526	6,462	6,382	6,323	6,300
YoY (%)	391.7	183.3	98.8	99.1	99.6
YoY difference	2,626	2,935	(79)	(59)	(23)
Other businesses and adjusted amounts	1,249	98	(89)	655	900
YoY (%)	-	-	-	-	-
YoY difference	(577)	(1,150)	(187)	745	244
Amount listed on consolidated financial statements	26,639	34,646	33,083	33,107	37,000
YoY (%)	111.8	130.1	95.5	100.1	111.8
YoY difference	2,805	8,006	(1,562)	23	3,892

7.Consolidated Companies
(1)Results for Fiscal 2015

(Millions of yen)

	Voting Rights Held Percentage (Incl. indirect ownership)(%)	Net sales	Operating income (loss)	Recurring income (loss)	Net income (loss)	
Isetan Mitsukoshi Holdings Ltd.	-	15,886	5,571	5,267	5,072	
		YoY difference	(2,945)	(2,215)	(2,630)	(1,009)
Isetan Mitsukoshi Ltd.	100.0	679,085	24,355	25,687	17,059	
		YoY difference	22,722	299	(415)	(11,688)
Sapporo Marui Mitsukoshi Ltd.	100.0	63,426	191	(180)	(170)	
		YoY difference	(15)	86	(393)	(314)
Hakodate Marui Imai Ltd.	100.0	8,547	122	122	84	
		YoY difference	(404)	1	4	60
Sendai Mitsukoshi Ltd.	100.0	35,392	498	515	296	
		YoY difference	182	(48)	(42)	(53)
Nagoya Mitsukoshi Ltd.	100.0	70,810	847	878	821	
		YoY difference	821	581	596	616
Shizuoka Isetan Co., Ltd.	100.0	19,877	115	119	198	
		YoY difference	(375)	35	43	142
Niigata Isetan Mitsukoshi Ltd.	100.0	46,140	504	541	401	
		YoY difference	87	(154)	(144)	16
Hiroshima Mitsukoshi Ltd.	100.0	15,540	(117)	(118)	(119)	
		YoY difference	(519)	(85)	(83)	(84)
Takamatsu Mitsukoshi Ltd.	100.0	23,464	289	299	189	
		YoY difference	423	37	42	0
Matsuyama Mitsukoshi Ltd.	100.0	14,827	(369)	(379)	(384)	
		YoY difference	(398)	(72)	(70)	(71)
Iwataya Mitsukoshi Ltd.	100.0	117,322	777	665	916	
		YoY difference	4,287	294	315	632
Isetan (Singapore) Ltd.	52.7	26,052	(1,328)	(1,451)	(2,159)	
		YoY difference	(5,178)	(832)	(1,340)	(2,008)
Isetan of Japan Sdn. Bhd.	100.0	12,369	(43)	(90)	(151)	
		YoY difference	(3,976)	(294)	(500)	(363)
Isetan (Thailand) Co., Ltd.	49.0	4,249	20	28	21	
		YoY difference	(200)	7	(17)	(14)
Isetan (China) Holdings Ltd.	100.0	46	157	342	342	
		YoY difference	(4)	227	(136)	(136)
Shanghai Mei Long Zhen Isetan	80.0	10,363	(94)	(17)	(228)	
		YoY difference	(1,529)	22	1	(161)
Tianjin Isetan Co., Ltd.	100.0	11,915	432	502	367	
		YoY difference	(1,951)	(165)	(182)	(130)
Tianjin Binhai New District Isetan Co., Ltd.	100.0	2,167	(432)	(460)	(1,114)	
		YoY difference	(323)	30	215	(439)
Chengdu Isetan Co., Ltd.	100.0	7,801	41	29	29	
		YoY difference	(831)	(62)	(61)	(61)
Mitsukoshi Italia S.p.A.	100.0	2,024	105	89	55	
		YoY difference	148	103	88	62
Mitsukoshi (U.S.A.) Inc.	100.0	5,615	637	644	400	
		YoY difference	396	148	147	83

(Millions of yen)

	Voting Rights Held Percentage (Incl. indirect ownership)(%)	Net sales	Operating income (loss)	Recurring income (loss)	Net income (loss)
MICARD Co., Ltd.	100.0	32,109	6,500	6,484	4,156
		YoY difference	1,762	270	622
MI TOMONOKAI Co., Ltd.	100.0	4,893	(534)	177	45
		YoY difference	(30)	118	726
Isetan Mitsukoshi Food Service Ltd.	100.0	49,905	(835)	(903)	(1,036)
		YoY difference	(1,780)	(588)	(775)
Mamma Co., Ltd.	100.0	3,692	(347)	(346)	(353)
		YoY difference	(350)	90	561
Isetan Mitsukoshi Direct Shopping Ltd.	100.0	441	123	129	(2)
		YoY difference	(27)	(282)	(355)
Isetan Mitsukoshi Real Estate Co., Ltd.	95.0	3,926	357	351	236
		YoY difference	15	(163)	(2,458)
Isetan Mitsukoshi Property Design Ltd.	100.0	34,138	380	370	243
		YoY difference	8,334	240	(188)
Isetan Mitsukoshi System Solutions Ltd.	100.0	16,283	661	618	(136)
		YoY difference	(2,908)	(78)	(740)
Isetan Mitsukoshi Human Solutions Ltd.	100.0	8,340	232	230	154
		YoY difference	760	159	111
Isetan Mitsukoshi Business Support Ltd.	100.0	27,886	3	8	0
		YoY difference	(396)	(9)	2
Isetan Mitsukoshi Gift Solutions Ltd.	100.0	7,740	(362)	(236)	(306)
		YoY difference	1,080	262	209
Isetan Mitsukoshi Travel Co., Ltd.	100.0	3,827	21	23	(23)
		YoY difference	3,827	21	(23)
Leotex Co., Ltd.	100.0	2,187	(11)	(21)	(22)
		YoY difference	115	(23)	(38)
Leo Mart Co., Ltd.	100.0	4,125	(51)	(51)	(49)
		YoY difference	(499)	(53)	(52)
Century Trading Co., Ltd.	80.0	3,088	12	37	37
		YoY difference	87	38	74
Isetan Mitsukoshi Italia S.r.l.	100.0	695	(7)	12	5
		YoY difference	(315)	(10)	(9)
Studio Alta Co., Ltd.	95.0	1,245	(213)	(211)	(333)
		YoY difference	(158)	(73)	(180)

·Isetan Mitsukoshi Travel Co., Ltd. commenced its operation on July 1, 2015 by spinning off the travel business of Isetan Mitsukoshi Ltd.

(2) Full-year Forecast for Fiscal 2016

(Millions of yen)

	Net sales	Operating income (loss)	Recurring income (loss)	Net income (loss)
Isetan Mitsukoshi Holdings Ltd.	37,375	24,941	24,855	24,809
YoY difference	21,488	19,369	19,587	19,736
Isetan Mitsukoshi Ltd.	729,745	25,000	25,000	17,000
YoY difference	50,659	644	(687)	(59)
Sapporo Marui Mitsukoshi Ltd.	68,601	500	457	397
YoY difference	5,174	308	637	567
Hakodate Marui Imai Ltd.	8,892	120	120	79
YoY difference	344	(2)	(2)	(5)
Sendai Mitsukoshi Ltd.	37,070	940	962	637
YoY difference	1,677	441	446	340
Nagoya Mitsukoshi Ltd.	72,922	1,240	1,267	839
YoY difference	2,111	392	388	17
Shizuoka Isetan Co., Ltd.	20,762	130	136	90
YoY difference	884	14	16	(108)
Niigata Isetan Mitsukoshi Ltd.	49,515	900	910	602
YoY difference	3,374	395	368	200
Hiroshima Mitsukoshi Ltd.	16,919	50	48	40
YoY difference	1,378	167	166	159
Takamatsu Mitsukoshi Ltd.	24,600	390	401	266
YoY difference	1,135	100	101	76
Matsuyama Mitsukoshi Ltd.	15,543	(120)	(132)	(136)
YoY difference	715	249	247	248
Iwataya Mitsukoshi Ltd.	123,600	1,250	1,160	951
YoY difference	6,277	472	494	34
Isetan (Singapore) Ltd.	-	-	-	-
YoY difference	-	-	-	-
Isetan of Japan Sdn. Bhd.	12,057	68	(8)	(8)
YoY difference	(312)	111	82	143
Isetan (Thailand) Co., Ltd.	5,077	69	66	53
YoY difference	827	48	37	31
Isetan (China) Holdings Ltd.	156	163	147	147
YoY difference	109	5	(195)	(195)
Shanghai Mei Long Zhen Isetan	10,115	(308)	(246)	(197)
YoY difference	(248)	(213)	(228)	31
Tianjin Isetan Co., Ltd.	11,393	411	482	362
YoY difference	(522)	(21)	(20)	(5)
Tianjin Binhai New District Isetan Co., Ltd.	2,377	(384)	(407)	(407)
YoY difference	209	48	53	707
Chengdu Isetan Co., Ltd.	7,721	86	91	91
YoY difference	(80)	44	61	61
Mitsukoshi Italia S.p.A.	2,171	109	110	75
YoY difference	146	3	20	19
Mitsukoshi (U.S.A.) Inc.	5,480	507	514	319
YoY difference	(135)	(130)	(130)	(81)

*The forecast for the next period for Isetan (Singapore) Ltd., which listed on the local stock market, is not included.

(Millions of yen)

	Net sales	Operating income (loss)	Recurring income (loss)	Net income (loss)
MICARD Co., Ltd.	35,228	5,150	5,189	3,575
YoY difference	3,118	(1,350)	(1,295)	(581)
MI TOMONOKAI Co., Ltd.	4,660	(605)	10	7
YoY difference	(233)	(70)	(167)	(38)
Isetan Mitsukoshi Food Service Ltd.	52,614	(430)	(320)	(368)
YoY difference	2,708	405	583	668
Mamma Co., Ltd.	4,460	0	(7)	(14)
YoY difference	767	347	339	339
Isetan Mitsukoshi Direct Shopping Ltd.	432	396	401	241
YoY difference	(9)	272	271	243
Isetan Mitsukoshi Real Estate Co., Ltd.	4,051	272	261	169
YoY difference	124	(85)	(90)	(67)
Isetan Mitsukoshi Property Design Ltd.	36,605	430	422	270
YoY difference	2,466	49	51	26
Isetan Mitsukoshi System Solutions Ltd.	16,509	(313)	(343)	(224)
YoY difference	225	(974)	(961)	(87)
Isetan Mitsukoshi Human Solutions Ltd.	9,150	260	260	167
YoY difference	809	27	29	12
Isetan Mitsukoshi Business Support Ltd.	29,240	30	(95)	(95)
YoY difference	1,353	26	(103)	(95)
Isetan Mitsukoshi Gift Solutions Ltd.	8,915	4	116	116
YoY difference	1,174	366	352	422
Isetan Mitsukoshi Travel Co., Ltd.	5,900	86	86	56
YoY difference	2,072	64	62	79
Leotex Co., Ltd.	2,265	5	(2)	(2)
YoY difference	77	16	19	20
Leo Mart Co., Ltd.	4,840	2	3	2
YoY difference	714	53	54	51
Century Trading Co., Ltd.	3,200	10	13	13
YoY difference	111	(2)	(24)	(24)
Isetan Mitsukoshi Italia S.r.l.	624	(15)	6	0
YoY difference	(71)	(7)	(6)	(5)
Studio Alta Co., Ltd.	1,152	(76)	(75)	(75)
YoY difference	(93)	137	136	258

II. Isetan Mitsukoshi Ltd. Non-consolidated Business Results

1. Outline of Non-consolidated Business Results

(1) Business Results

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Net sales	627,984	675,315	656,363	679,085	729,745
YoY (%)	98.5	107.5	97.2	103.5	107.5
YoY difference	(9,841)	47,330	(18,952)	22,722	50,659
Gross profit	169,668	182,560	179,317	185,844	212,402
YoY (%)	99.2	107.6	98.2	103.6	114.3
YoY difference	(1,352)	12,892	(3,243)	6,526	26,557
Gross operating profit	184,441	194,712	191,810	198,028	224,379
YoY (%)	99.3	105.6	98.5	103.2	113.3
YoY difference	(1,254)	10,270	(2,901)	6,217	26,350
Operating income	17,843	23,103	24,055	24,355	25,000
YoY (%)	107.5	129.5	104.1	101.2	102.6
YoY difference	1,251	5,260	951	299	644
Recurring income	19,540	23,283	26,103	25,687	25,000
YoY (%)	135.9	119.2	112.1	98.4	97.3
YoY difference	5,159	3,742	2,820	(415)	(687)
Net income	20,310	14,320	28,748	17,059	17,000
YoY (%)	77.7	70.5	200.8	59.3	99.6
YoY difference	(5,840)	(5,990)	14,428	(11,688)	(59)
Gross profit margin (%)	27.02	27.03	27.32	27.37	29.11
YoY difference (%)	0.20	0.02	0.29	0.05	1.74
Gross operating profit margin (%)	29.37	28.83	29.22	29.16	30.75
YoY difference (%)	0.26	(0.54)	0.39	(0.06)	1.59
Operating profit margin (%)	2.8	3.4	3.7	3.6	3.4
YoY difference (%)	0.2	0.6	0.2	(0.1)	(0.2)
Recurring profit margin (%)	3.1	3.4	4.0	3.8	3.4
YoY difference (%)	0.9	0.3	0.5	(0.2)	(0.4)
Return on sales (%)	3.2	2.1	4.4	2.5	0.0
YoY difference (%)	(0.9)	(1.1)	2.3	(1.9)	(2.5)

(2) Financial Position

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Total assets	694,232	714,670	713,226	668,369	685,000
YoY (%)	101.2	102.9	99.8	93.7	102.5
YoY difference	7,962	20,438	(1,443)	(44,856)	16,630
Total net assets	192,824	205,787	228,431	238,118	230,000
YoY (%)	104.3	106.7	111.0	104.2	96.6
YoY difference	8,029	12,963	22,644	9,686	(8,118)
Return on assets (ROA) (%)	2.6	3.3	3.4	3.5	3.7
YoY difference (%)	0.2	0.7	0.1	0.2	0.2
Return on equity (ROE) (%)	10.8	7.2	13.3	7.3	7.3
YoY difference (%)	(4.4)	(3.6)	6.1	(6.0)	(0.1)
Shareholder's equity ratio (%)	27.8	28.8	32.0	35.6	33.6
YoY difference (%)	0.8	1.0	3.2	3.6	(2.1)

(3) Selling, General and Administrative Expenses

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Selling, general and administrative expenses	166,598	171,608	167,754	173,672	199,379
YoY (%)	98.5	103.0	97.8	103.5	114.8
YoY difference	(2,505)	5,010	(3,853)	5,918	25,706
Advertising expenses	11,034	10,633	10,672	10,982	11,167
YoY (%)	102.2	96.4	100.4	102.9	101.7
YoY difference	239	(400)	38	310	184
Point related expenses	—	—	—	—	14,677
YoY (%)	—	—	—	—	—
YoY difference	—	—	—	—	14,677
Personnel expenses	59,789	57,737	55,818	58,582	60,246
YoY (%)	98.4	96.6	96.7	105.0	102.8
YoY difference	(944)	(2,052)	(1,918)	2,764	1,663
Depreciation and amortization	9,817	10,548	10,746	10,977	10,390
YoY (%)	97.0	107.4	101.9	102.2	94.7
YoY difference	(298)	730	198	231	(587)
Lease payments	15,565	13,523	11,660	12,024	13,115
YoY (%)	98.4	86.9	86.2	103.1	109.1
YoY difference	(251)	(2,042)	(1,863)	364	1,090
Business consignment expenses	17,931	18,529	18,924	19,466	21,439
YoY (%)	93.4	103.3	102.1	102.9	110.1
YoY difference	(1,262)	597	394	542	1,972
Others	52,459	60,637	59,933	61,639	68,345
YoY (%)	100.0	115.6	98.8	102.8	110.9
YoY difference	12	8,178	(703)	1,706	6,705
SGA ratio (%)	26.5	25.4	25.6	25.6	27.3
YoY difference (%)	0.0	(1.1)	0.1	0.0	1.7

(4) Others

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Capital investment	19,778	20,642	16,085	20,818	26,500
YoY (%)	162.0	104.4	77.9	129.4	127.3
YoY difference	7,570	863	(4,557)	4,733	5,681
Number of employees	5,604	5,471	5,480	5,290	5,300
YoY (%)	95.6	97.6	100.2	96.5	100.2
YoY difference	(256)	(133)	9	(190)	10

2. Net Sales
(1) Net Sales by Store

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016 (Forecast)
Isetan Shinjuku Main store	236,841	265,451	258,497	272,465	296,238
YoY (%)	100.8	112.1	97.4	105.4	108.7
YoY difference	1,830	28,610	(6,953)	13,968	23,772
Mitsukoshi Nihombashi Main store	163,181	173,640	165,560	168,316	180,676
YoY (%)	98.8	106.4	95.3	101.7	107.3
YoY difference	(2,039)	10,459	(8,080)	2,755	12,359
Mitsukoshi Ginza store	61,267	69,220	74,428	85,292	93,166
YoY (%)	106.5	113.0	107.5	114.6	109.2
YoY difference	3,720	7,953	5,207	10,864	7,873
Isetan Tachikawa store	38,768	39,642	38,539	37,380	40,387
YoY (%)	102.8	102.3	97.2	97.0	108.0
YoY difference	1,073	874	(1,103)	(1,158)	3,006
Isetan Matsudo store	21,406	21,334	19,796	19,225	19,978
YoY (%)	97.1	99.7	92.8	97.1	103.9
YoY difference	(647)	(71)	(1,537)	(571)	752
Isetan Urawa store	42,964	44,136	42,325	41,897	45,423
YoY (%)	99.0	102.7	95.9	99.0	108.4
YoY difference	(433)	1,172	(1,811)	(427)	3,525
Isetan Sagamiyama store	25,708	25,504	24,039	22,949	22,274
YoY (%)	97.1	99.2	94.3	95.5	97.1
YoY difference	(768)	(203)	(1,465)	(1,089)	(675)
Isetan Fuchu store	20,504	20,856	19,592	18,901	18,605
YoY (%)	98.9	101.7	93.9	96.5	98.4
YoY difference	(227)	351	(1,263)	(690)	(296)
Mitsukoshi Chiba store	17,343	15,527	13,584	12,655	12,998
YoY (%)	94.3	89.5	87.5	93.2	102.7
YoY difference	(1,045)	(1,816)	(1,943)	(928)	342
Total *	627,984	675,315	656,363	679,085	729,745
YoY (%)	98.5	107.5	97.2	103.5	107.5
YoY difference	(9,841)	47,330	(18,952)	22,722	50,659

*YoY and YoY difference for Total of Fiscal 2012 factor in the sales of 11,304 million yen of Shinjuku Mitsukoshi ALCOTT store for Fiscal 2011.

(2) Net Sales by Month

(Millions of yen)

		April	May	June	July	August	September	First half total	
Fiscal 2012	Store total	49,264	47,719	51,984	58,982	39,469	43,992	291,411	
	YoY (%)	104.5	100.4	97.8	96.0	97.0	96.6	98.6	
Fiscal 2013	Store total	50,487	51,017	54,755	59,721	42,920	47,862	306,764	
	YoY (%)	102.5	106.9	105.3	101.3	108.7	108.8	105.3	
Fiscal 2014	Store total	45,374	48,668	52,228	59,687	43,386	47,950	297,295	
	YoY (%)	89.9	95.4	95.4	99.9	101.1	100.2	96.9	
Fiscal 2015	Store total	52,917	54,483	57,029	62,190	45,163	48,484	320,269	
	YoY (%)	116.6	111.9	109.2	104.2	104.1	101.1	107.7	

		October	November	December	January	February	March	Second half total	Full-year total
Fiscal 2012	Store total	49,264	58,506	71,186	54,438	42,780	60,396	336,573	627,984
	YoY (%)	94.0	99.5	96.0	94.8	99.1	107.0	98.3	98.5
Fiscal 2013	Store total	52,431	62,297	75,866	59,637	44,464	73,853	368,550	675,315
	YoY (%)	106.4	106.5	106.6	109.5	103.9	122.3	109.5	107.5
Fiscal 2014	Store total	51,746	62,145	75,719	59,158	47,054	63,243	359,067	656,363
	YoY (%)	98.7	99.8	99.8	99.2	105.8	85.6	97.4	97.2
Fiscal 2015	Store total	53,933	61,828	76,234	58,102	47,789	60,928	358,816	679,085
	YoY (%)	104.2	99.5	100.7	98.2	101.6	96.3	99.9	103.5

(3) Net Sales by Goods and Gross Profit Margin by Goods

(Millions of yen)

Fiscal 2015	Net Sales			Sales Composition		Gross Profit Margin	
	Amount	YoY (%)	YoY difference	Net sales by goods (%)	YoY difference	Gross profit margin by goods (%)	YoY difference
Sales of apparel	246,811	99.6	(942)	36.3	(1.4)	31.56	(0.07)
(Men's clothing)	74,430	101.3	980	11.0	(0.2)	34.62	(0.05)
(Women's clothing)	138,064	97.5	(3,512)	20.3	(1.2)	29.86	(0.19)
(Children's clothing)	18,135	105.6	967	2.7	0.1	29.99	0.12
(Formal wear and bedding)	16,181	104.0	622	2.4	0.0	33.75	0.12
Accessories	84,102	104.5	3,612	12.4	0.1	29.12	(0.07)
Sundry goods	127,875	120.8	21,988	18.8	2.7	27.39	0.29
(Cosmetics)	55,070	135.0	14,275	8.1	1.9	30.41	0.71
(Fine arts, jewelries, precious metals)	51,915	118.4	8,082	7.6	1.0	24.34	(0.05)
(Other sundry goods)	20,890	98.3	(368)	3.1	(0.2)	27.06	(0.67)
Household	30,610	99.5	(154)	4.5	(0.2)	28.97	(0.15)
Foods	148,487	100.3	414	21.9	(0.7)	21.55	(0.02)
Others	41,199	94.9	(2,196)	6.1	(0.5)	18.34	0.22
Total	679,085	103.5	22,722	100.0	0.0	27.37	0.05

(4) Net Sales by Category

(Millions of yen)

	Fiscal 2012	Fiscal 2013	Fiscal 2014	Fiscal 2015
Cash sale	267,227	285,232	281,836	303,073
Composition (%)	42.6	42.2	42.9	44.6
YoY (%)	95.2	106.7	98.8	107.5
Credit sale	360,757	390,083	374,527	376,011
Composition (%)	57.4	57.8	57.1	55.4
YoY (%)	101.0	108.1	96.0	100.4
of which, sales of MICARD	315,437	344,625	333,148	333,833
Composition (%)	50.2	51.0	50.8	49.2
YoY (%)	101.3	109.3	96.7	100.2
Total	627,984	675,315	656,363	679,085
Composition (%)	100.0	100.0	100.0	100.0
YoY (%)	98.5	107.5	97.2	103.5

(5)Tax-Free Free Sales

(Millions of yen)

Fiscal 2015	Tax Exempt Sales			Share of Sales	
	Duty free sales	YoY (%)	YoY difference	Sales share (%)*	YoY difference
Isetan Shinjuku Main store	25,774	168.4	10,473	9.5	3.5
Mitsukoshi Nihombashi Main store	3,175	175.0	1,361	1.9	0.8
Mitsukoshi Ginza store	22,245	238.1	12,900	26.1	15.1
Others	392	140.5	113	0.3	0.1
Isetan Mitsukoshi total	51,587	192.9	24,848	7.6	3.5

* Sales share represents composition ratio of Tax-Free sales against total sales of each store.

(Reference) Duty free sales at domestic department stores outside of Tokyo area

(Millions of yen)

Fiscal 2015	Tax Exempt Sales			Share of Sales	
	Duty free sales	YoY (%)	YoY difference	Sales share (%)*	YoY difference
Sapporo Marui Mitsukoshi Ltd.	2,756	160.9	1,043	4.3	1.6
Nagoya Mitsukoshi Ltd.	1,857	154.9	658	2.6	0.9
Iwataya Mitsukoshi Ltd.	3,551	181.5	1,594	3.0	1.3
Others	512	203.2	260	0.3	0.2
Total domestic regional department stores	8,678	169.4	3,556	2.1	0.8

(Millions of yen)

Fiscal 2015	Tax Exempt Sales			Share of Sales	
	Duty free sales	YoY (%)	YoY difference	Sales share (%)*	YoY difference
Total domestic department stores	60,266	189.2	28,405	5.5	2.5