

Financial Data

● Segment information (non-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	80,333	100.0	105.4	83,811	100.0	104.3	81,650	100.0	97.4	47,347	100.0	58.0	59,461	100.0	125.6
Inside the store	79,451	98.9	105.5	82,571	98.5	103.9	80,225	98.3	97.2	46,013	97.2	57.4	57,712	97.1	125.4
Outside the store	881	1.1	100.3	1,240	1.5	140.7	1,424	1.7	114.9	1,333	2.8	93.6	1,749	2.9	131.1
Number of customers at checkout counters (people)	11,118,808	-	100.2	11,137,849	-	100.2	10,628,809	-	95.4	6,122,700	-	57.6	7,396,921	-	120.8
Average sale per customer (yen)	7,225	-	105.2	7,525	-	104.2	7,682	-	102.1	7,733	-	100.7	8,039	-	104.0
Net sales by product															
Clothing	24,482	30.5	102.8	24,756	29.6	101.1	23,637	28.9	95.5	13,360	28.2	56.5	16,364	27.5	122.5
Consumer goods	22,265	27.7	103.7	23,060	27.5	103.6	22,330	27.3	96.8	11,529	24.4	51.6	15,463	26.0	134.1
Sundry goods	12,935	16.1	118.4	14,521	17.3	112.3	13,931	17.1	95.9	6,731	14.2	48.3	8,829	14.9	131.2
Housewares	1,687	2.1	100.4	1,753	2.1	103.9	2,029	2.5	115.8	1,498	3.2	73.9	1,833	3.1	122.3
Food	14,647	18.2	99.5	14,426	17.2	98.5	14,137	17.3	98.0	9,763	20.6	69.1	11,757	19.8	120.4
Restaurants and cafes	1,591	2.0	112.3	1,596	1.9	100.3	1,535	1.9	96.2	675	1.4	44.0	834	1.4	123.4
Services and other	2,724	3.4	126.0	3,696	4.4	135.7	4,048	5.0	109.5	3,786	8.0	93.5	4,379	7.3	115.7
Gross profit by product	17,853	22.2	104.8	18,312	21.8	102.6	17,190	21.1	93.9	9,448	20.0	55.0	11,564	19.4	122.4
Clothing	6,458	8.0	99.9	6,394	7.6	99.0	5,901	7.2	92.3	3,291	7.0	55.8	3,955	6.7	120.2
Consumer goods	4,248	5.3	101.3	4,206	5.0	99.0	3,930	4.8	93.4	2,053	4.3	52.2	2,760	4.6	134.4
Sundry goods	3,119	3.9	119.6	3,569	4.3	114.4	3,349	4.1	93.8	1,350	2.9	40.3	1,766	3.0	130.7
Housewares	463	0.6	98.5	449	0.5	96.8	480	0.6	107.1	330	0.7	68.7	404	0.7	122.6
Food	2,507	3.1	99.1	2,461	2.9	98.2	2,399	2.9	97.5	1,679	3.6	70.0	1,978	3.3	117.8
Restaurants and cafes	245	0.3	113.3	247	0.3	100.8	237	0.3	96.1	104	0.2	44.2	128	0.2	122.8
Services and other	812	1.0	145.6	983	1.2	121.1	892	1.1	90.8	638	1.4	71.5	569	1.0	89.2
Selling, general and administrative expenses	15,797	19.7	101.4	16,230	19.4	102.7	16,176	19.8	99.7	12,678	26.8	78.4	13,302	22.4	104.9
Personnel expenses	5,402	6.7	103.0	5,539	6.6	102.5	5,327	6.5	96.2	4,352	9.2	81.7	4,323	7.3	99.3
Advertising expenses	1,112	1.4	97.7	1,168	1.4	105.1	1,237	1.5	105.9	812	1.7	65.7	790	1.3	97.3
Distribution expenses	423	0.5	99.5	434	0.5	102.5	447	0.5	102.9	383	0.8	85.9	396	0.7	103.3
Depreciation	1,411	1.8	98.8	1,443	1.7	102.2	1,429	1.8	99.0	1,221	2.6	85.4	1,246	2.1	102.1
Rent expenses	1,853	2.3	92.0	1,888	2.3	101.9	1,931	2.4	102.3	1,521	3.2	78.8	1,684	2.8	110.7
Non-operating income	352	0.4	108.4	362	0.4	102.8	369	0.5	101.9	370	0.8	100.3	388	0.7	104.8
Interest and dividend income	176	0.2	116.6	157	0.2	89.4	157	0.2	100.0	145	0.3	92.2	92	0.2	63.3
Non-operating expenses	462	0.6	128.9	477	0.6	103.2	413	0.5	86.6	1,295	2.7	313.6	631	1.1	48.8
Interest expenses paid on loans and bonds	291	0.4	145.9	274	0.3	94.2	271	0.3	98.8	297	0.6	109.4	288	0.5	97.0
Financial account	-114	-	-	-116	-	-	-113	-	-	-151	-	-	-195	-	-
Number of employees (people)	874	-	99.5	887	-	101.5	896	-	101.0	815	-	91.0	792	-	97.2
Net sales per employee	91.91	-	105.9	94.48	-	102.8	91.12	-	96.4	58.09	-	63.8	75.07	-	129.2

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