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On **December 26, 2019**, Takashimaya Co., Ltd. announced earnings results for Q3 FY02/20

Cumulative (JPYmm)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Operating revenue	215,649	433,279	649,508	907,805	219,825	441,524	659,595	912,848	223,682	453,144	676,639	72.5%	933,000
YoY	-	-	-	-	1.9%	1.9%	1.6%	0.6%	1.8%	2.6%	2.6%		2.2%
Sales	200,134	401,904	602,990	844,934	203,747	409,356	611,424	846,894	205,744	417,630	623,531	72.3%	862,000
YoY	-	-	-	-	1.8%	1.9%	1.4%	0.2%	1.0%	2.0%	2.0%		1.8%
Gross profit	51,849	103,914	156,058	218,405	53,249	105,797	158,188	217,403	52,963	106,453	159,332	73.0%	218,130
YoY	2.0%	2.3%	2.7%	3.0%	2.7%	1.8%	1.4%	-0.5%	-0.5%	0.6%	0.7%		0.3%
GPM	25.9%	25.9%	25.9%	25.8%	26.1%	25.8%	25.9%	25.7%	25.7%	25.5%	25.6%		25.3%
SG&A expenses	59,276	121,396	180,865	245,957	60,775	124,544	186,976	256,695	63,154	128,543	192,178	73.6%	261,130
YoY	0.3%	1.2%	1.3%	2.1%	2.5%	2.6%	3.4%	4.4%	3.9%	3.2%	2.8%		1.7%
SG&A ratio	29.6%	30.2%	30.0%	29.1%	29.8%	30.4%	30.6%	30.3%	30.7%	30.8%	30.8%		30.3%
Operating profit	8,088	13,893	21,710	35,318	8,552	13,420	19,383	26,661	7,746	13,424	20,261	72.4%	28,000
YoY	5.1%	0.8%	5.6%	3.9%	5.7%	-3.4%	-10.7%	-24.5%	-9.4%	0.0%	4.5%		5.0%
OPM	4.0%	3.5%	3.6%	4.2%	4.2%	3.3%	3.2%	3.1%	3.8%	3.2%	3.2%		3.2%
Recurring profit	8,691	15,636	24,376	38,606	9,968	16,125	22,877	31,234	7,117	12,659	19,403	74.6%	26,000
YoY	7.2%	3.9%	5.8%	3.7%	14.7%	3.1%	-6.1%	-19.1%	-28.6%	-21.5%	-15.2%		-16.8%
RPM	4.3%	3.9%	4.0%	4.6%	4.9%	3.9%	3.7%	3.7%	3.5%	3.0%	3.1%		3.0%
Net income	5,154	9,012	14,477	23,658	5,845	8,782	11,438	16,443	10,597	12,404	16,447	96.7%	17,000
YoY	44.7%	6.3%	9.5%	13.4%	13.4%	-2.6%	-21.0%	-30.5%	81.3%	41.2%	43.8%		3.4%
Net margin	2.6%	2.2%	2.4%	2.8%	2.9%	2.1%	1.9%	2.0%	5.2%	3.0%	2.6%		2.0%

Quarterly (JPYmm)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Operating revenue	215,649	217,630	216,229	258,297	219,825	221,699	218,071	253,253	223,682	229,462	223,495	72.5%	933,000
YoY	-	-	-	-	1.9%	1.9%	0.9%	-2.0%	1.8%	3.5%	2.5%		2.2%
Sales	200,134	201,770	201,086	241,944	203,747	205,609	202,068	235,470	205,744	211,886	205,901	72.3%	862,000
YoY	-	-	-	-	1.8%	1.9%	0.5%	-2.7%	1.0%	3.1%	1.9%		1.8%
Gross profit	51,849	52,065	52,144	62,347	53,249	52,548	52,391	59,215	52,963	53,490	52,879	73.0%	218,130
YoY	2.0%	2.6%	3.4%	3.9%	2.7%	0.9%	0.5%	-5.0%	-0.5%	1.8%	0.9%		0.3%
GPM	25.9%	25.8%	25.9%	25.8%	26.1%	25.6%	25.9%	25.1%	25.7%	25.2%	25.7%		25.3%
SG&A expenses	59,276	62,120	59,469	65,092	60,775	63,769	62,432	69,719	63,154	65,389	63,635	73.6%	261,130
YoY	0.3%	2.1%	1.4%	4.5%	2.5%	2.7%	5.0%	7.1%	3.9%	2.5%	1.9%		1.7%
SG&A ratio	29.6%	30.8%	29.6%	26.9%	29.8%	31.0%	30.9%	29.6%	30.7%	30.9%	30.9%		30.3%
Operating profit	8,088	5,805	7,817	13,608	8,552	4,868	5,963	7,278	7,746	5,678	6,837	72.4%	28,000
YoY	5.1%	-4.6%	15.4%	1.2%	5.7%	-16.1%	-23.7%	-46.5%	-9.4%	16.6%	14.7%		5.0%
OPM	4.0%	2.9%	3.9%	5.6%	4.2%	2.4%	3.0%	3.1%	3.8%	2.7%	3.3%		3.0%
Recurring profit	8,691	6,945	8,740	14,230	9,968	6,157	6,752	8,357	7,117	5,542	6,744	74.6%	26,000
YoY	7.2%	-0.1%	9.4%	0.4%	14.7%	-11.3%	-22.7%	-41.3%	-28.6%	-10.0%	-0.1%		-16.8%
RPM	4.3%	3.4%	4.3%	5.9%	4.9%	3.0%	3.3%	3.5%	3.5%	2.6%	3.3%		3.0%
Net income	5,154	3,858	5,465	9,181	5,845	2,937	2,656	5,005	10,597	1,807	4,043	96.7%	17,000
YoY	44.7%	-21.5%	15.1%	20.1%	13.4%	-23.9%	-51.4%	-45.5%	81.3%	-38.5%	52.2%		3.4%
Net margin	2.6%	1.9%	2.7%	3.8%	2.9%	1.4%	1.3%	2.1%	5.2%	0.9%	2.0%		2.0%

By segment Quarterly (JPYmm)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Operating revenue	215,649	217,630	216,229	258,297	219,825	221,699	218,071	253,253	223,682	229,462	223,495	72.5%	933,000
YoY	-1.7%	-2.8%	0.4%	-2.5%	1.9%	1.9%	0.9%	-2.0%	1.8%	3.5%	2.5%		2.2%
Department Stores	187,520	189,482	190,377	217,621	192,111	191,624	189,768	218,542	193,316	195,134	191,949	72.4%	801,917
YoY	-2.5%	-1.5%	1.5%	-3.3%	2.4%	1.1%	-0.3%	0.4%	0.6%	1.8%	1.1%		1.2%
Commercial Property Developmen	9,960	9,965	9,875	17,676	10,504	10,475	10,571	12,131	11,365	11,162	11,261	73.8%	45,755
YoY	-6.7%	-4.5%	-1.5%	5.3%	5.5%	5.1%	7.0%	-31.4%	8.2%	6.6%	6.5%		4.7%
Finance	3,607	3,590	3,375	3,615	3,826	3,667	3,647	3,804	4,363	4,256	4,383	75.4%	17,248
YoY	3.6%	11.0%	4.0%	4.7%	6.1%	2.1%	8.1%	5.2%	14.0%	16.1%	20.2%		15.4%
Contract and Design	6,926	6,442	4,876	7,672	5,354	6,842	5,407	7,192	6,628	9,741	6,357	72.9%	31,184
YoY	44.1%	-31.7%	-33.4%	-17.7%	-22.7%	6.2%	10.9%	-6.3%	23.8%	42.4%	17.6%		25.8%
Other	7,634	8,152	7,725	11,919	8,028	9,090	8,679	11,584	8,008	9,168	9,544		
YoY	-5.1%	-5.5%	6.3%	16.8%	5.2%	11.5%	12.3%	-2.8%	-0.2%	0.9%	10.0%		
Operating profit	8,088	5,805	7,817	13,608	8,552	4,868	5,963	7,278	7,746	5,678	6,837	72.4%	28,000
YoY	5.1%	-4.6%	15.4%	1.2%	5.7%	-16.1%	-23.7%	-46.5%	-9.4%	16.6%	14.7%		5.0%
OPM	3.8%	2.7%	3.6%	5.3%	3.9%	2.2%	2.7%	2.9%	3.5%	2.5%	3.1%		3.0%
Department Stores	2,948	1,182	3,945	5,434	3,963	464	1,779	2,485	2,849	1,425	2,289	65.7%	9,982
YoY	-12.6%	-14.7%	76.0%	4.8%	34.4%	-60.7%	-54.9%	-54.3%	-28.1%	207.1%	28.7%		14.9%
OPM	1.6%	0.6%	2.1%	2.5%	2.1%	0.2%	0.9%	1.1%	1.5%	0.7%	1.2%		1.2%
Commercial Property Developmen	2,783	2,317	2,444	3,849	2,638	2,094	2,256	2,422	2,914	2,108	2,505	74.2%	10,139
YoY	-4.4%	-7.8%	-2.0%	23.8%	-5.2%	-9.6%	-7.7%	-37.1%	10.5%	0.7%	11.0%		7.7%
OPM	27.9%	23.3%	24.7%	21.8%	25.1%	20.0%	21.3%	20.0%	25.6%	18.9%	22.2%		22.2%
Finance	1,190	1,053	1,025	1,295	1,167	1,234	1,268	1,211	1,401	1,205	1,271	72.0%	5,385
YoY	1.4%	-6.7%	-3.2%	14.2%	-1.9%	17.2%	23.7%	-6.5%	20.1%	-2.4%	0.2%		10.3%
OPM	33.0%	29.3%	30.4%	35.8%	30.5%	33.7%	34.8%	31.8%	32.1%	28.3%	29.0%		31.2%
Contract and Design	264	474	-170	639	-39	480	114	172	175	583	528	100.9%	1,275
YoY	-	-49.8%	-	-33.4%	-	1.3%	-	-73.1%	-	21.5%	363.2%		75.4%
OPM	3.8%	7.4%	-3.5%	8.3%	-0.7%	7.0%	2.1%	2.4%	2.6%	6.0%	8.3%		4.1%
Other	550	803	689	1,289	455	724	736	1,023	347	629	684		
YoY	231.3%	185.8%	11.1%	1.8%	-17.3%	-9.8%	6.8%	-20.6%	-23.7%	-13.1%	-7.1%		
OPM	7.2%	9.9%	8.9%	10.8%	5.7%	8.0%	8.5%	8.8%	4.3%	6.9%	7.2%		
Adjustments	350	-24	-116	1,104	366	-128	-191	-34	59	-274	-438		

By segment Quarterly (JPYmm)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Operating revenue	215,649	217,630	216,229	258,297	219,825	221,699	218,071	253,253	223,682	229,462	223,495	72.5%	933,000
YoY	-1.7%	-2.8%	0.4%	-2.5%	1.9%	1.9%	0.9%	-2.0%	1.8%	3.5%	2.5%		2.2%
Department Stores	187,520	189,482	190,377	217,621	192,111	191,624	189,768	218,542	193,316	195,134	191,949	72.4%	801,917
YoY	-2.5%	-1.5%	1.5%	-3.3%	2.4%	1.1%	-0.3%	0.4%	0.6%	1.8%	1.1%		1.2%
Commercial Property Development	9,960	9,965	9,875	17,676	10,504	10,475	10,571	12,131	11,365	11,162	11,261	73.8%	45,755
YoY	-6.7%	-4.5%	-1.5%	5.3%	5.5%	5.1%	7.0%	-31.4%	8.2%	6.6%	6.5%		4.7%
Finance	3,607	3,590	3,375	3,615	3,826	3,667	3,647	3,804	4,363	4,256	4,383	75.4%	17,248
YoY	3.6%	11.0%	4.0%	4.7%	6.1%	2.1%	8.1%	5.2%	14.0%	16.1%	20.2%		15.4%
Contract and Design	6,926	6,442	4,876	7,672	5,354	6,842	5,407	7,192	6,628	9,741	6,357	72.9%	31,184
YoY	44.1%	-31.7%	-33.4%	-17.7%	-22.7%	6.2%	10.9%	-6.3%	23.8%	42.4%	17.6%		25.8%
Other	7,634	8,152	7,725	11,919	8,028	9,090	8,679	11,584	8,008	9,168	9,544		
YoY	-5.1%	-5.5%	6.3%	16.8%	5.2%	11.5%	12.3%	-2.8%	-0.2%	0.9%	10.0%		
Operating profit	8,088	5,805	7,817	13,608	8,552	4,868	5,963	7,278	7,746	5,678	6,837	72.4%	28,000
YoY	5.1%	-4.6%	15.4%	1.2%	5.7%	-16.1%	-23.7%	-46.5%	-9.4%	16.6%	14.7%		5.0%
OPM	3.8%	2.7%	3.6%	5.3%	3.9%	2.2%	2.7%	2.9%	3.5%	2.5%	3.1%		3.0%
Department Stores	2,948	1,182	3,945	5,434	3,963	464	1,779	2,485	2,849	1,425	2,289	65.7%	9,982
YoY	-12.6%	-14.7%	76.0%	4.8%	34.4%	-60.7%	-54.9%	-54.3%	-28.1%	207.1%	28.7%		14.9%
OPM	1.6%	0.6%	2.1%	2.5%	2.1%	0.2%	0.9%	1.1%	1.5%	0.7%	1.2%		1.2%
Commercial Property Development	2,783	2,317	2,444	3,849	2,638	2,094	2,256	2,422	2,914	2,108	2,505	74.2%	10,139
YoY	-4.4%	-7.8%	-2.0%	23.8%	-5.2%	-9.6%	-7.7%	-37.1%	10.5%	0.7%	11.0%		7.7%
OPM	27.9%	23.3%	24.7%	21.8%	25.1%	20.0%	21.3%	20.0%	25.6%	18.9%	22.2%		22.2%
Finance	1,190	1,053	1,025	1,295	1,167	1,234	1,268	1,211	1,401	1,205	1,271	72.0%	5,385
YoY	1.4%	-6.7%	-3.2%	14.2%	-1.9%	17.2%	23.7%	-6.5%	20.1%	-2.4%	0.2%		10.3%
OPM	33.0%	29.3%	30.4%	35.8%	30.5%	33.7%	34.8%	31.8%	32.1%	28.3%	29.0%		31.2%
Contract and Design	264	474	-170	639	-39	480	114	172	175	583	528	100.9%	1,275
YoY	-	-49.8%	-	-33.4%	-	1.3%	-	-73.1%	-	21.5%	363.2%		75.4%
OPM	3.8%	7.4%	-3.5%	8.3%	-0.7%	7.0%	2.1%	2.4%	2.6%	6.0%	8.3%		4.1%
Other	550	803	689	1,289	455	724	736	1,023	347	629	684		
YoY	231.3%	185.8%	11.1%	1.8%	-17.3%	-9.8%	6.8%	-20.6%	-23.7%	-13.1%	-7.1%		
OPM	7.2%	9.9%	8.9%	10.8%	5.7%	8.0%	8.5%	8.8%	4.3%	6.9%	7.2%		
Adjustments	350	-24	-116	1,104	366	-128	-191	-34	59	-274	-438		

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Note: From FY02/19, sales from consignment transaction by overseas subsidiaries are reported on a net basis, the portion that represents income to the company.

Includes some figures based on SR estimates.

Note: From FY02/20 IFRS16 "Leases" is adopted for overseas subsidiaries.

Note: From FY02/20, Takashimaya insurance was transferred from Finance to Other segment (data in table above not retrospectively adjusted).

Note: Effective Q3 FY02/20, the name of the Real Estate segment was changed to the Commercial Property Development segment.

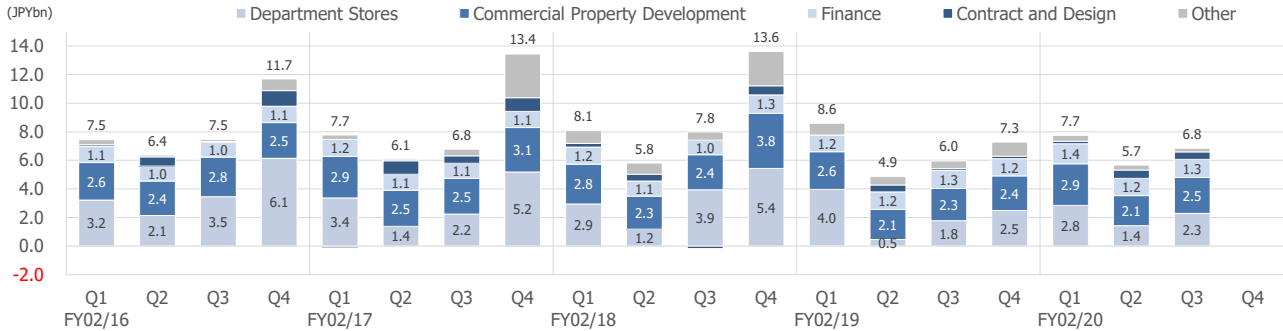
Q3 FY02/20 results (out December 26, 2019)

- ▷ For the nine-month period through Q3 FY02/20, Takashimaya reported consolidated operating revenue of JPY676.6bn (+2.6% YoY), operating profit of JPY20.3bn (+4.5% YoY), and net income of JPY16.4bn (+43.8% YoY). Operating profit reflected a JPY2.1bn boost from the adoption of IFRS 16 “Leases.” The outsized rise in net income was primarily the result of the JPY9.7bn gain on the sale of fixed assets booked in Q1. The company made no changes to its full-year forecast (revised at the time of its Q2 results announcement), and continues to project full-year consolidated operating revenue of JPY933.0bn (+2.2% YoY), operating profit of JPY28.0bn (+5.0% YoY), net income of JPY17.0bn (+3.4% YoY), and EPS of JPY99.3. Versus full-year company forecasts, results for the first nine months of FY02/20 left the company with 72.5% for operating revenue (versus 72.3% for the first nine months of FY02/19), 72.4% for operating profit (72.7%), and 96.7% for net income (69.6%). For the three months of Q3 (September–November 2019), the company reported consolidated operating revenue of JPY223.5bn (+2.5% YoY) and operating profit of JPY6.8bn (+14.7% YoY).
- ▷ Department stores: The Department Store segment reported Q3 operating revenue of JPY191.9bn (+1.1% YoY) and operating profit of JPY2.3bn (+28.7% YoY). At the parent company level, operating revenue for the three-month period finished up 1.1% YoY, having logged a sharp 32.1% YoY rise in the month of September on the rush of last-minute buying ahead of the consumption tax hike, followed by a 18.8% YoY decline in October and 5.0% YoY decline in November. However, gross profit at the parent was up only 0.2% YoY, which combined with a 0.6% rise in SG&A spending to leave the parent operating profit down 7.5% YoY. The profits at the Department Store segment as a whole reflect strong results at overseas department stores, which benefited from the switch to IFRS 16 for lease accounting, a 62.2% YoY rise in operating profit at Takashimaya Singapore, and the shift to profitability at both Shanghai Takashimaya and Takashimaya Vietnam.
- ▷ Commercial Property Development: The Commercial Property Development segment reported Q3 operating revenue of JPY11.3bn (+6.5% YoY) and operating profit of JPY2.5bn (+11.0% YoY). Mainstay subsidiary Toshin Development reported a 0.5% rise in operating revenue and 3.3% rise in operating profit. Quarterly operating profit at the subsidiary increased YoY for the first time since Q4 FY02/18. Overseas, Toshin Development Singapore (TDS) reported a 45.8% jump in operating profit to JPY780mn, the rise reflecting the adoption of IFRS 16 for lease accounting and increases in percentage rent income (based on tenant sales).
- ▷ Finance: The Finance segment reported Q3 operating revenue of JPY4.4bn (+20.2% YoY) and operating profit of JPY1.3bn (+0.2% YoY). Operating profit at Takashimaya Credit was down 8.4% YoY, but the Finance segment was still able to report an operating profit that was on par with the Q3 FY02/19 level thanks to the transfer of the group’s insurance business from the Other segment.
- ▷ Contract and Design: The Contract and Design segment reported Q3 operating revenue of JPY6.4bn (+17.6% YoY) and operating profit of JPY528mn (4.6x YoY). The segment is enjoying continued strong demand from hotels and commercial facilities ahead of the Tokyo Olympics and Paralympics in 2020.
- ▷ Returns to shareholders: The company made no changes to its initial dividend forecast for an annual dividend of JPY24.0 per share. With regard to progress on its share buyback program announced in June (authorizing the purchase of up to 8.0mn shares at a total cost of up to JPY10.0bn, to be undertaken between July 1, 2019 and February 29, 2020), the company said that by the end of November it had completed buybacks of 4,746,000 shares at a total cost of JPY5.9bn.

Impact of the adoption of IFRS 16 “Leases”: The group’s overseas subsidiaries adopted IFRS 16 for lease accounting starting FY02/20. The impact of this switch added a total of JPY2.1bn to operating profit for the first nine months of FY02/20 while reducing both recurring profit and pre-tax profit by JPY1.5bn versus the same nine-month period in FY02/19. At the individual segment level, the adoption of IFRS 16 added JPY1.9bn to operating profit at the Department Store segment and JPY687mn to operating profit at the Commercial Property Development segment, with this reduced in part by a JPY478mn adjustment charge at the consolidated level.

Segment name change: Effective Q3 FY02/20, the company has changed the name of its Real Estate segment to the Commercial Property Development segment. The name change was made to better reflect the nature of the company's businesses in this area, which under its Machi-Zukuri (urban development) strategy will involve not only property and facilities management but also expanded efforts to develop commercial properties that will work to the benefit of its department store business.

Operating profit at major subsidiaries by segment



Source: Shared Research based on company data

Note: Effective Q1 FY02/17, subsidiary Fashion Plaza Sunroser was moved from the Department Stores segment to the Real Estate segment.

Note: Effective Q3 FY02/20, the name of the Real Estate segment was changed to the Commercial Property Development segment.

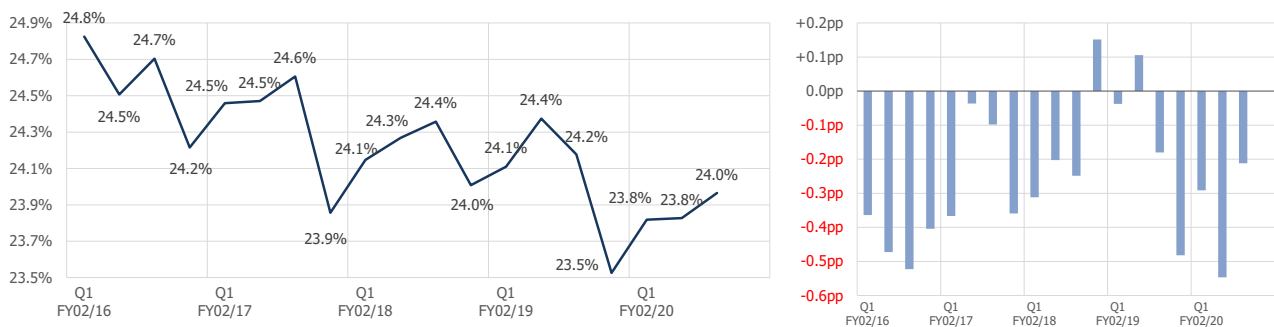
Department stores

Department Stores Quarterly (JPYmn)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Operating revenue	187,520	189,482	190,377	217,621	192,111	191,624	189,768	218,542	193,316	195,134	191,949	72.4%	801,917
YoY	-2.5%	-1.5%	1.5%	-3.3%	2.4%	1.1%	-0.3%	0.4%	0.6%	1.8%	1.1%		1.2%
Parent	173,177	175,232	175,562	200,633	175,856	176,432	174,565	202,345	176,677	179,838	176,473	72.3%	736,797
YoY	2.9%	2.9%	5.7%	1.1%	1.5%	0.7%	-0.6%	0.9%	0.5%	1.9%	1.1%		1.0%
Takashimaya Singapore	4,046	4,260	4,109	5,025	4,262	4,351	4,122	5,410	4,085	4,112	3,792	70.0%	17,123
YoY	-	-	-	-	5.3%	2.1%	0.3%	7.7%	-4.2%	-5.5%	-8.0%		-5.6%
Shanghai Takashimaya	803	744	807	810	854	792	749	791	849	791	956	93.9%	2,766
YoY	-	-	-	-	6.4%	6.5%	-7.2%	-2.3%	-0.6%	-0.1%	27.6%		-13.2%
Takashimaya Vietnam	351	339	373	431	391	419	440	528	469	463	472	70.4%	1,994
YoY	-	-	-	-	11.4%	23.6%	17.9%	22.6%	19.9%	10.5%	7.3%		12.1%
Other, adjustments	9,143	8,907	9,526	10,723	10,748	9,630	9,892	9,468	11,236	9,930	10,256		43,237
Operating profit	2,948	1,182	3,945	5,434	3,963	464	1,779	2,485	2,849	1,425	2,289	65.7%	9,982
YoY	-12.6%	-14.7%	76.0%	4.8%	34.4%	-60.7%	-54.9%	-54.3%	-28.1%	207.1%	28.7%		14.9%
OPM	1.6%	0.6%	2.1%	2.5%	2.1%	0.2%	0.9%	1.1%	1.5%	0.7%	1.2%		1.2%
Parent	2,916	1,536	3,427	5,041	3,639	811	1,668	2,423	1,938	945	1,543	66.5%	6,653
YoY	17.5%	17.1%	84.0%	8.8%	24.8%	-47.2%	-51.3%	-51.9%	-46.7%	16.5%	-7.5%		-22.1%
OPM	1.7%	0.9%	2.0%	2.5%	2.1%	0.5%	1.0%	1.2%	1.1%	0.5%	0.9%		0.9%
Takashimaya Singapore	653	707	620	1,642	802	636	640	1,182	1,179	1,063	1,038	67.8%	4,835
YoY	-32.5%	67.7%	-0.5%	43.9%	22.8%	-10.0%	3.2%	-28.0%	47.0%	67.1%	62.2%		48.3%
OPM	16.1%	16.6%	15.1%	32.7%	18.8%	14.6%	15.5%	21.8%	28.9%	25.9%	27.4%		28.2%
Shanghai Takashimaya	-270	-297	-276	-297	-185	-241	-216	-224	28	28	111	-	-137
YoY	-	-	-	-	-	-	-	-	-	-	-		-
OPM	-33.6%	-39.9%	-34.2%	-36.7%	-21.7%	-30.4%	-28.8%	-28.3%	3.3%	3.5%	11.6%		-5.0%
Takashimaya Vietnam	-51	-90	-57	-83	-16	-52	-21	-28	35	7	33	94.9%	79
YoY	-	-	-	-	-	-	-	-	-	-	-		-
OPM	-14.5%	-26.6%	-15.3%	-19.3%	-4.1%	-12.4%	-4.8%	-5.3%	7.5%	1.5%	7.0%		4.0%
Other, adjustments	-300	-674	231	-869	-277	-690	-292	-868	-331	-618	-436		-1,448

Source: Shared Research based on company data

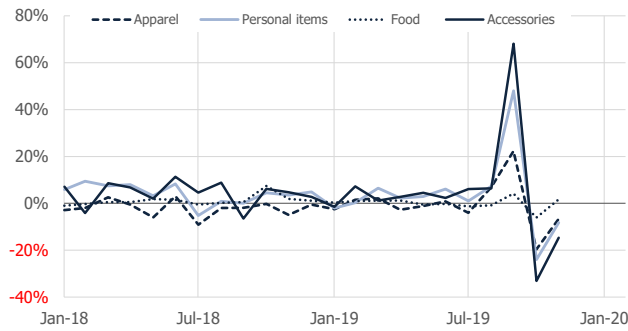
Note: From FY02/19, sales from consignment transaction by overseas subsidiaries are shown in net revenue, the portion that represents income to the company.

Parent gross profit margin (right shows YoY change)

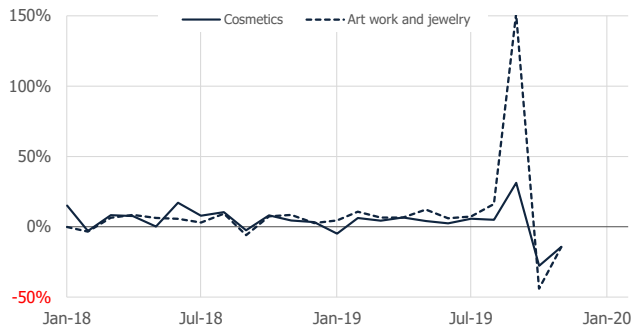


Source: Shared Research based on company data

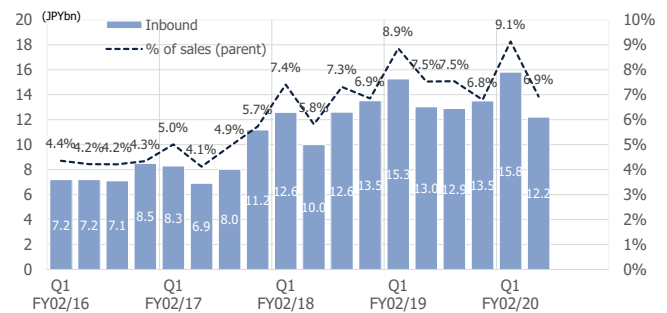
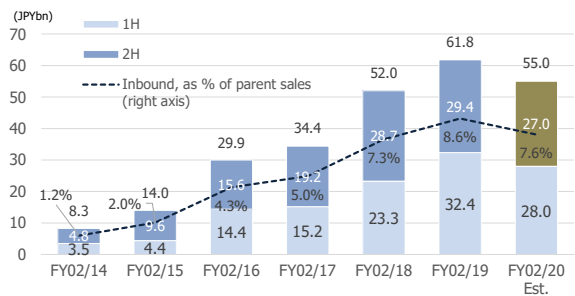
Sales by main product



Source: Shared Research based on company data

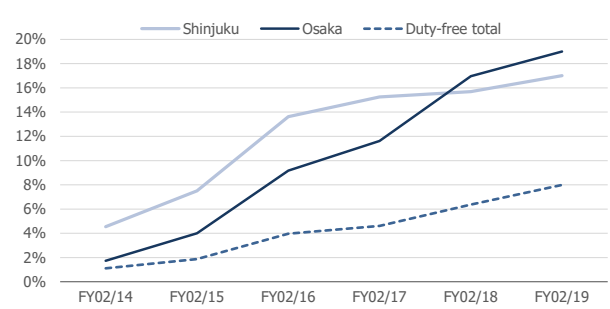
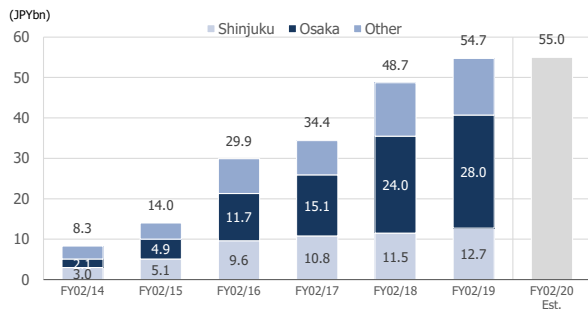


Sales to inbound tourists



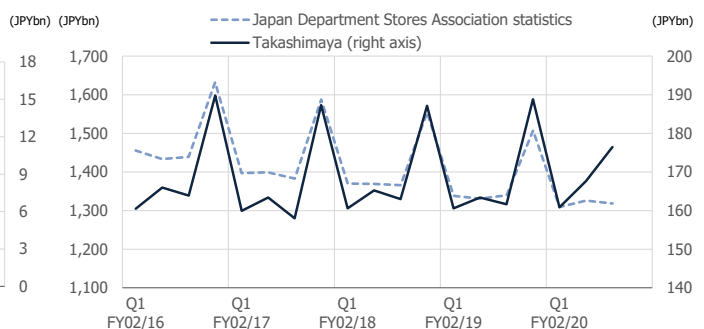
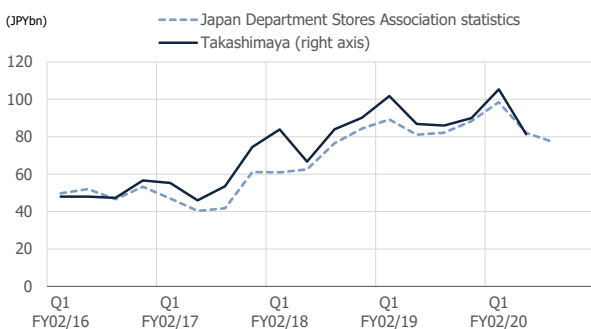
Source: Shared Research based on company data

Sales to inbound tourists by store (left: sales, right: share of sales)



Source: Shared Research based on company data

Comparison with Japan Department Stores Association data (left: duty-free sales, right: non-duty-free sales)



Source: Shared Research based on company and Japan Department Stores Association data

Parent company performance

Parent company Cumulative (JPYmn)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Operating revenue	173,177	348,409	523,971	724,604	175,856	352,288	526,853	729,198	176,677	356,515	532,988	72.3%	736,797
YoY	2.9%	2.9%	3.8%	3.1%	1.5%	1.1%	0.6%	0.6%	0.5%	1.2%	1.2%		1.0%
Sales	169,858	341,759	514,057	711,341	172,536	345,613	516,639	715,333	173,097	349,272	522,150	72.3%	722,319
YoY	2.5%	2.5%	3.6%	2.9%	1.6%	1.1%	0.5%	0.6%	0.3%	1.1%	1.1%		1.0%
Gross profit	41,016	82,734	124,701	172,065	41,598	83,784	125,133	171,878	41,229	83,207	124,637	72.9%	171,073
YoY	1.2%	1.4%	2.5%	2.3%	1.4%	1.3%	0.3%	-0.1%	-0.9%	-0.7%	-0.4%		-0.5%
GPM	24.1%	24.2%	24.3%	24.2%	24.1%	24.2%	24.2%	24.0%	23.8%	23.8%	23.9%		23.7%
SG&A expenses	41,419	84,932	126,736	172,408	41,279	86,009	129,229	177,202	42,871	87,566	131,051	73.3%	178,898
YoY	2.1%	2.5%	2.0%	1.7%	-0.3%	1.3%	2.0%	2.8%	3.9%	1.8%	1.4%		1.0%
SG&A ratio	24.4%	24.9%	24.7%	24.2%	23.9%	24.9%	25.0%	24.8%	24.8%	25.1%	25.1%		24.8%
Operating profit	2,916	4,452	7,879	12,920	3,639	4,450	6,118	8,541	1,938	2,883	4,426	66.5%	6,653
YoY	17.5%	17.3%	39.3%	25.5%	24.8%	0.0%	-22.4%	-33.9%	-46.7%	-35.2%	-27.7%		-22.1%
OPM	1.7%	1.3%	1.5%	1.8%	2.1%	1.3%	1.2%	1.2%	1.1%	0.8%	0.8%		0.9%

Parent company Quarterly (JPYmn)	FY02/18				FY02/19				FY02/20		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Operating revenue	173,177	175,232	175,562	200,633	175,856	176,432	174,565	202,345	176,677	179,838	176,473
YoY	2.9%	2.9%	5.7%	1.1%	1.5%	0.7%	-0.6%	0.9%	0.5%	1.9%	1.1%
Sales	169,858	171,901	172,298	197,284	172,536	173,077	171,026	198,694	173,097	176,175	172,878
YoY	2.5%	2.5%	5.9%	1.1%	1.6%	0.7%	-0.7%	0.7%	0.3%	1.8%	1.1%
Gross profit	41,016	41,718	41,967	47,364	41,598	42,186	41,349	46,745	41,229	41,978	41,430
YoY	1.2%	1.7%	4.8%	1.7%	1.4%	1.1%	-1.5%	-1.3%	-0.9%	-0.5%	0.2%
GPM	24.1%	24.3%	24.4%	24.0%	24.1%	24.4%	24.2%	23.5%	23.8%	23.8%	24.0%
SG&A expenses	41,419	43,513	41,804	45,672	41,279	44,730	43,220	47,973	42,871	44,695	43,485
YoY	2.1%	2.9%	0.9%	0.9%	-0.3%	2.8%	3.4%	5.0%	3.9%	-0.1%	0.6%
SG&A ratio	24.4%	25.3%	24.3%	23.2%	23.9%	25.8%	25.3%	24.1%	24.8%	25.4%	25.2%
Operating profit	2,916	1,536	3,427	5,041	3,639	811	1,668	2,423	1,938	945	1,543
YoY	17.5%	17.1%	84.0%	8.8%	24.8%	-47.2%	-51.3%	-51.9%	-46.7%	16.5%	-7.5%
OPM	1.7%	0.9%	2.0%	2.6%	2.1%	0.5%	1.0%	1.2%	1.1%	0.5%	0.9%

Source: Shared Research based on company data

Domestic department store sales

Sales by store Quarterly (JPYmn)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Total sales	182,691	184,747	185,355	212,244	185,262	185,647	183,894	213,645	185,797	188,884	185,770	72.2%	776,181
YoY	2.1%	2.4%	5.6%	1.0%	1.4%	0.5%	-0.8%	0.7%	0.3%	1.7%	1.0%		1.0%
Takashimaya (parent)	169,858	171,901	172,298	197,284	172,536	173,077	171,026	198,694	173,097	176,175	172,878	72.3%	722,319
YoY	2.5%	2.5%	5.9%	1.1%	1.6%	0.7%	-0.7%	0.7%	0.3%	1.8%	1.1%		1.0%
Osaka	33,998	33,462	34,577	39,413	36,066	34,803	35,541	40,861	38,471	37,560	36,829	74.3%	151,811
YoY	9.4%	9.1%	12.0%	5.6%	6.1%	4.0%	2.8%	3.7%	6.7%	7.9%	3.6%		3.1%
% of total sales	20.0%	19.5%	20.1%	20.0%	20.9%	20.1%	20.8%	20.6%	22.2%	21.3%	21.3%		21.0%
Sakai	3,047	3,293	3,040	3,742	3,078	3,328	2,788	3,431	2,736	2,997	2,607	68.5%	12,184
YoY	0.7%	-2.3%	4.3%	1.8%	1.0%	1.1%	-8.3%	-8.3%	-11.1%	-9.9%	-6.5%		-3.5%
% of total sales	1.8%	1.9%	1.8%	1.9%	1.8%	1.9%	1.6%	1.7%	1.6%	1.7%	1.5%		1.7%
Kyoto	20,697	21,015	21,528	24,886	21,785	21,465	21,625	25,468	21,984	21,938	22,081	72.4%	91,124
YoY	1.6%	2.7%	7.3%	4.1%	5.3%	2.1%	0.5%	2.3%	0.9%	2.2%	2.1%		0.9%
% of total sales	12.2%	12.2%	12.5%	12.6%	12.6%	12.4%	12.6%	12.8%	12.7%	12.5%	12.8%		12.6%
Senboku	3,828	4,274	3,814	4,962	3,831	4,429	3,828	5,031	3,830	4,207	3,780	70.1%	16,858
YoY	-7.9%	-7.0%	-6.6%	-3.9%	0.1%	3.6%	0.4%	1.4%	0.0%	-5.0%	-1.3%		-1.5%
% of total sales	2.3%	2.5%	2.2%	2.5%	2.2%	2.6%	2.2%	2.5%	2.2%	2.4%	2.2%		2.3%
Nhombashi	32,568	32,109	33,562	36,002	31,518	30,429	31,270	36,091	30,856	32,188	32,696	71.7%	133,483
YoY	1.0%	-1.7%	7.0%	-1.6%	-3.2%	-5.2%	-6.8%	0.2%	-2.1%	5.8%	4.6%		3.2%
% of total sales	19.2%	18.7%	19.5%	18.2%	18.3%	17.6%	18.3%	18.2%	17.8%	18.3%	18.9%		18.5%
Yokohama	31,512	31,975	32,011	36,151	31,902	32,476	32,037	36,113	31,559	32,018	32,173	72.2%	132,558
YoY	1.3%	2.0%	3.8%	0.0%	1.2%	1.6%	0.1%	-0.1%	-1.1%	-1.4%	0.4%		0.0%
% of total sales	18.6%	18.6%	18.6%	18.3%	18.5%	18.8%	18.7%	18.2%	18.2%	18.2%	18.6%		18.4%
Konandai	1,901	2,119	1,886	2,331	1,817	2,039	1,861	2,262	1,779	1,986	1,753	70.9%	7,780
YoY	-18.1%	-5.3%	-2.6%	-2.9%	-4.4%	-3.8%	-1.3%	-3.0%	-2.1%	-2.6%	-5.8%		-2.5%
% of total sales	1.1%	1.2%	1.1%	1.2%	1.1%	1.2%	1.1%	1.1%	1.0%	1.1%	1.0%		1.1%
Shinjuku	17,550	17,256	17,641	20,884	18,397	18,070	17,932	20,425	18,235	17,879	16,928	71.4%	74,251
YoY	1.6%	2.3%	6.9%	3.3%	4.8%	4.7%	1.6%	-2.2%	-0.9%	-1.1%	-5.6%		-0.8%
% of total sales	10.3%	10.0%	10.2%	10.6%	10.7%	10.4%	10.5%	10.3%	10.5%	10.1%	9.8%		10.3%
Tamagawa	10,002	10,853	10,293	12,517	10,044	11,110	10,117	12,484	9,839	10,993	10,204	71.1%	43,634
YoY	0.1%	1.6%	2.7%	1.0%	0.4%	2.4%	-1.7%	-0.3%	-2.0%	-1.1%	0.9%		-0.3%
% of total sales	5.9%	6.3%	6.0%	6.3%	5.8%	6.4%	5.9%	6.3%	5.7%	6.2%	5.9%		6.0%
Tachikawa	3,312	3,586	2,477	2,957	2,268	2,490	2,189	2,681	2,035	2,269	2,204	72.4%	8,988
YoY	-1.0%	-2.8%	-26.6%	-29.2%	-31.5%	-30.6%	-11.6%	-9.3%	-10.3%	-8.9%	0.7%		-6.6%
% of total sales	1.9%	2.1%	1.4%	1.5%	1.3%	1.4%	1.3%	1.3%	1.2%	1.3%	1.3%		1.2%
Omiya	2,313	2,693	2,392	2,760	2,301	2,588	2,364	2,722	2,182	2,515	2,265	71.1%	9,788
YoY	-1.9%	0.8%	2.0%	0.2%	-0.5%	-3.9%	-1.2%	-1.4%	-5.2%	-2.8%	-4.2%		-1.9%
% of total sales	1.4%	1.6%	1.4%	1.4%	1.3%	1.5%	1.4%	1.4%	1.3%	1.4%	1.3%		1.4%
Kashiwa	9,125	9,265	9,075	10,682	9,522	9,851	9,476	11,123	9,590	9,620	9,358	71.7%	39,860
YoY	7.6%	10.0%	7.9%	2.7%	4.4%	6.3%	4.4%	4.1%	0.7%	-2.3%	-1.2%		-0.3%
% of total sales	5.4%	5.4%	5.3%	5.4%	5.5%	5.7%	5.5%	5.6%	5.5%	5.5%	5.4%		5.5%
Domestic subsidiaries													
Okayama Takashimaya	4,628	4,428	4,591	5,027	4,475	4,221	4,614	5,066	4,514	4,453	4,624	71.0%	19,152
YoY	3.5%	2.8%	3.8%	-1.7%	-3.3%	-4.7%	0.5%	0.8%	0.9%	5.5%	0.2%		4.2%
Gifu Takashimaya	3,475	3,517	3,514	4,157	3,370	3,345	3,306	4,034	3,230	3,305	3,319	70.9%	13,907
YoY	-5.2%	-0.1%	-1.9%	-0.8%	-3.0%	-4.9%	-5.9%	-3.0%	-4.2%	-1.2%	0.4%		-1.1%
Yonago Takashimaya	1,189	1,204	1,166	1,353	1,097	1,198	1,130	1,363	1,055	1,139	1,081	69.6%	4,706
YoY	-11.1%	-10.4%	-8.0%	-2.2%	-7.7%	-0.5%	-3.1%	0.7%	-3.8%	-4.9%	-4.3%		-1.7%
Takasaki Takashimaya	3,538	3,698	3,787	4,423	3,782	3,805	3,819	4,488	3,899	3,811	3,870	71.9%	16,097
YoY	-2.2%	2.7%	5.8%	0.8%	6.9%	2.9%	0.8%	1.5%	3.1%	0.2%	1.3%		1.3%

Source: Shared Research based on company data

Commercial Property Development

Quarterly results

Commercial Property Development Quarterly (JPYmn)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Operating revenue	9,960	9,965	9,875	17,676	10,504	10,475	10,571	12,131	11,365	11,162	11,261	73.8%	45,755
YoY	-6.7%	-4.5%	-1.5%	5.3%	5.5%	5.1%	7.0%	-31.4%	8.2%	6.6%	6.5%		4.7%
Toshin Development	10,010	10,176	9,876	22,250	10,433	10,552	11,080	11,765	11,043	11,044	11,137	73.9%	44,928
YoY	12.7%	15.0%	0.8%	30.5%	4.2%	3.7%	12.2%	-47.1%	5.8%	4.7%	0.5%		2.5%
Toshin Development Singapore	2,224	2,215	2,220	2,293	2,272	2,200	2,191	2,226	2,267	2,167	2,114	75.7%	8,648
YoY	-6.4%	0.8%	7.2%	7.0%	2.2%	-0.7%	-1.3%	-2.9%	-0.2%	-1.5%	-3.5%		-2.7%
Operating profit	2,783	2,317	2,444	3,849	2,638	2,094	2,256	2,422	2,914	2,108	2,505	74.2%	10,139
YoY	-4.4%	-7.8%	-2.0%	23.8%	-5.2%	-9.6%	-7.7%	-37.1%	10.5%	0.7%	11.0%		7.7%
OPM	27.9%	23.3%	24.7%	21.8%	25.1%	20.0%	21.3%	20.0%	25.6%	18.9%	22.2%		22.2%
Toshin Development	2,182	1,802	1,736	3,324	2,026	1,586	1,730	1,977	1,981	1,324	1,787	73.9%	6,888
YoY	-0.3%	-8.4%	-12.7%	23.3%	-7.1%	-12.0%	-0.3%	-40.5%	-2.2%	-16.5%	3.3%		-5.9%
OPM	21.8%	17.7%	17.6%	14.9%	19.4%	15.0%	15.6%	16.8%	17.9%	12.0%	16.0%		15.3%
Toshin Development Singapore	617	572	569	726	638	539	535	482	851	721	780	77.1%	3,052
YoY	-18.4%	-3.4%	4.4%	62.4%	3.4%	-5.8%	-6.0%	-33.6%	33.4%	33.8%	45.8%		39.1%
OPM	27.7%	25.8%	25.6%	31.7%	28.1%	24.5%	24.4%	21.7%	37.5%	33.3%	36.9%		35.3%

Source: Shared Research based on company data

Note: Effective Q3 FY02/20, the name of the Real Estate segment was changed to the Commercial Property Development segment.

Finance

Quarterly results

Finance Quarterly (JPYmn)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Operating revenue	3,607	3,590	3,375	3,615	3,826	3,667	3,647	3,804	4,363	4,256	4,383	75.4%	17,248
YoY	3.6%	11.0%	4.0%	4.7%	6.1%	2.1%	8.1%	5.2%	14.0%	16.1%	20.2%		15.4%
Takashimaya Credit	4,619	4,513	4,610	4,702	4,833	4,674	4,774	4,884	5,031	5,110	5,242	72.1%	21,330
YoY	3.7%	4.8%	5.3%	3.9%	4.6%	3.6%	3.6%	3.9%	4.1%	9.3%	9.8%		11.3%
Operating profit	1,190	1,053	1,025	1,295	1,167	1,234	1,268	1,211	1,401	1,205	1,271	72.0%	5,385
YoY	1.4%	-6.7%	-3.2%	14.2%	-1.9%	17.2%	23.7%	-6.5%	20.1%	-2.4%	0.2%		10.3%
OPM	33.0%	29.3%	30.4%	35.8%	30.5%	33.7%	34.8%	31.8%	32.1%	28.3%	29.0%		31.2%
Takashimaya Credit	1,183	1,047	1,018	1,295	1,167	1,239	1,270	1,216	1,212	1,179	1,163	72.0%	4,934
YoY	1.5%	-6.6%	-3.3%	14.8%	-1.4%	18.3%	24.8%	-6.1%	3.9%	-4.8%	-8.4%		0.9%
OPM	25.6%	23.2%	22.1%	27.5%	24.1%	26.5%	26.6%	24.9%	24.1%	23.1%	22.2%		23.1%

Source: Shared Research based on company data

Note: From FY02/20, Takashimaya insurance transferred from Finance to Other segment (data in table above not retrospectively adjusted).

Contract and Design

Quarterly results

Contract and Design Quarterly (JPYmn)	FY02/18				FY02/19				FY02/20			FY02/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	% of FY	FY Est.
Operating revenue	6,926	6,442	4,876	7,672	5,354	6,842	5,407	7,192	6,628	9,741	6,357	72.9%	31,184
YoY	44.1%	-31.7%	-33.4%	-17.7%	-22.7%	6.2%	10.9%	-6.3%	23.8%	42.4%	17.6%		25.8%
Takashimaya Space Create	7,631	6,944	6,670	8,075	6,198	9,226	7,847	8,359	7,285	10,852	8,238	75.6%	34,887
YoY	43.7%	-36.0%	-22.0%	-17.7%	-18.8%	32.9%	17.6%	3.5%	17.5%	17.6%	5.0%		10.3%
Operating profit	264	474	-170	639	-39	480	114	172	175	583	528	100.9%	1,275
YoY	-	-49.8%	-	-33.4%	-	1.3%	-	-73.1%	-	21.5%	363.2%		75.4%
OPM	3.8%	7.4%	-3.5%	8.3%	-0.7%	7.0%	2.1%	2.4%	2.6%	6.0%	8.3%		4.1%
Takashimaya Space Create	272	476	-159	642	-33	461	129	198	173	581	530	106.0%	1,211
YoY	-	-49.7%	-	-33.5%	-	-3.2%	-	-69.2%	-	26.0%	310.9%		60.4%
OPM	3.6%	6.9%	-2.4%	8.0%	-0.5%	5.0%	1.6%	2.4%	2.4%	5.4%	6.4%		3.5%

Source: Shared Research based on company data

Other

Quarterly results

Other Quarterly (JPYmn)	FY02/18				FY02/19				FY02/20		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Operating revenue	7,634	8,152	7,725	11,919	8,028	9,090	8,679	11,584	8,008	9,168	9,544
YoY	-5.1%	-5.5%	6.3%	16.8%	5.2%	11.5%	12.3%	-2.8%	-0.2%	0.9%	10.0%
Operating profit	550	803	689	1,289	455	724	736	1,023	347	629	684
YoY	231.3%	185.8%	11.1%	1.8%	-17.3%	-9.8%	6.8%	-20.6%	-23.7%	-13.1%	-7.1%
OPM	7.2%	9.9%	8.9%	10.8%	5.7%	8.0%	8.5%	8.8%	4.3%	6.9%	7.2%

Source: Shared Research based on company data

This note is the most recent addition to the [full report](#).

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