



## Full-year FY03/20 results

### Overview

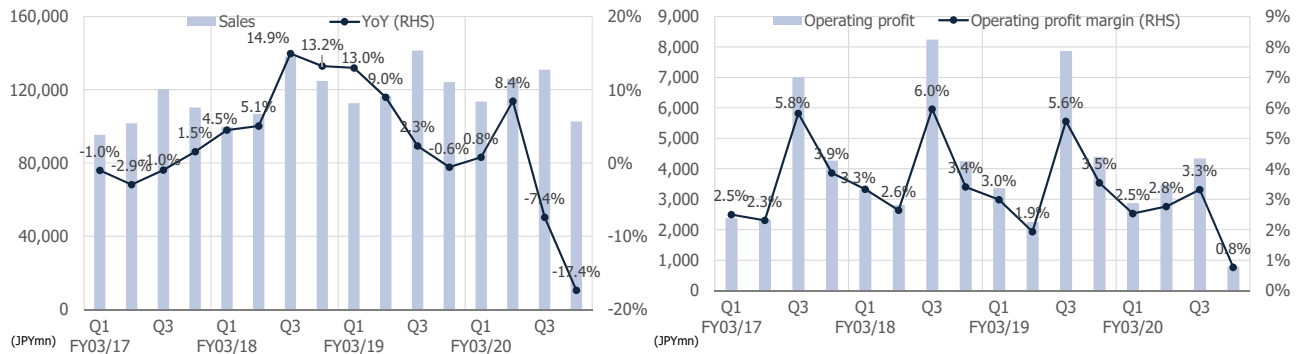
- ▷ H2O reported FY03/20 sales of JPY897.3bn (-3.2% YoY), operating profit of JPY11.2bn (-45.3% YoY), and a net loss of JPY13.2bn (versus net income of JPY2.2bn in FY03/19). Despite operating profit improving through 1H on firm inbound demand and last-minute buying before the consumption tax hike, earnings thereafter deteriorated sharply on weak sales of winter apparel due to a relatively warm winter and a reactionary decline to the aforementioned last-minute demand in Q3, and the COVID-19 outbreak resulting in the near elimination of inbound demand as well as store closures and shorter working hours in Q4. For Q4 alone, sales were JPY203.3bn (-10.2% YoY), gross profit was JPY57.6bn (-10.6% YoY), SG&A expenses were JPY58.3bn (-3.3% YoY), and operating losses were JPY720mn (versus operating profit of JPY4.1bn in FY03/19). In FY03/20, the company booked extraordinary gains of JPY1.7bn and extraordinary losses of JPY22.9bn, with the latter including impairment losses of JPY14.2bn, business restructuring costs of JPY3.9bn, losses on the retirement of non-current assets of JPY1.8bn, and losses on the sale on non-current assets of JPY930mn. In line with its prior forecasts, H2O paid an annual dividend of JPY40/share. End-FY03/20 BPS was JPY1,967.9.
- ▷ FY03/21 earnings forecasts will be determined at a later date: Profitability is deteriorating sharply due to the recently unusual nature of business operations in the mainstay Department Store business, including the company reducing operating hours at all stores in March and closing all stores (while still allowing food hall sales at some locations) in April. Noting that the uncertainties over consumption and spending amid changing conditions are making it difficult to make reasonable estimates regarding a recovery in earnings, the company decided that FY03/21 earnings forecasts would be determined at a later date. H2O indicated that it would disclose its forecasts as soon as it was able to make reasonable estimates.
- ▷ The Department Store business recorded FY03/20 sales of JPY473.2bn (-4.3% YoY\*) and operating profit of JPY11.5bn (-35.8% YoY). For Q4 alone, sales were JPY102.6bn (-17.4% YoY) and operating profit of JPY790mn (-82.0% YoY). The COVID-19 outbreak resulted in the near elimination of inbound demand, domestic consumers staying at home, and stores suspending operations or shortening business hours, which in turn resulted in a sharp drop in sales, particularly at stores located in large cities and adjacent to train stations, including Q4 sales dropping 20.5% YoY at the Hankyu main store, 21.9% YoY at the Hanshin Umeda main store, and 17.4% at Hakata Hankyu. For the February–March 2020 period, the company reported sales dropping JPY22.0bn YoY and operating profit declining JPY3.8bn YoY. With the exception of Hankyu Men's Tokyo, the company has reopened all stores from May 21, albeit with shorter operating hours and some stores remaining closed on Saturdays and Sundays.
- ▷ Supermarket business: In FY03/20, sales were JPY354.1bn (-3.7% YoY), with operating losses at JPY2.5bn (versus operating losses of JPY438mn in FY03/19). For Q4 alone, sales were JPY83.5bn (-2.1% YoY), with operating losses at JPY1.4bn (versus an operating loss of JPY899mn in Q4 FY03/19). Izumiya had Q4 sales of JPY49.2bn (-2.8% YoY) and an operating loss of JPY1.5bn (versus an operating loss of JPY930mn in Q4 FY03/19). Despite firm sales in Izumiya's grocery segment and a boost to earnings on integration with Hankyu Oasis, performance suffered as a result of weak sales in non-food items, including apparel and household products. The company aims to improve non-food earnings by leveraging CFIZ Co., Ltd. (a joint venture with Cokokara Fine [TSE1: 3098]) and narrowing the apparel and household products departments through conversion to a tenant-bases structure. In Q4, Hankyu Oasis sales were JPY26.6bn (+2.2% YoY) and operating profit was JPY123mn (+1.7% YoY). SG&A expenses were up 5.0% YoY, but this was offset by GPM improving slightly, from 26.8% in Q4 FY03/19 to 27.2% in Q4 FY03/20, thanks mainly to the improvement in sales and the company's constraint in awarding points.
- ▷ Shopping Center Management and Other businesses: In FY03/20, Shopping Center Management business sales were JPY8.7bn (-0.1% YoY), with operating profit at JPY4.1bn (-3.3% YoY). Sales were down mainly because of an increase in vacancies at the SELCY shopping center in line with redevelopment of the Senri-chuo area in Osaka. Lost business days and development

expenses associated with renovation at RakuHoku Hankyu Square also lowered profit. The Other business delivered FY03/20 sales of JPY61.2bn (+9.4% YoY) and operating profit of JPY2.9bn (-42.3% YoY). While Asnas Co., Ltd. (station kiosks and convenience stores) and Hankyu Freds (bakeries and cafes) became consolidated subsidiaries in FY03/20, Kazokutei Co., Ltd. and Sun Laurie Co., Ltd. were transferred to SRS Holdings Co., Ltd. (TSE1: 8163) through a share exchange on February 1, 2020. Earnings at Ours Inn Hankyu, a business hotel which showed favorable earnings through Q3, deteriorated in Q4 due to a decline in the number of business travelers and overseas tourists.

\* YoY comparisons for the Department Store business are based on Department Store business and Kobe/Takatsuki business figures on a combined basis.

Department Store business

Department Store business: Sales and YoY comparison (left), operating profit and OPM (right)



Note: Shared Research based on company data

Hankyu Hanshin Dept. Stores Quarterly (JPYmn)	FY03/18				FY03/19				FY03/20				FY03/21 FY Est.
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Sales	99,663	106,734	125,524	114,149	102,610	106,481	128,909	113,708	103,616	114,728	130,185	101,929	-
YoY	4.5%	5.1%	4.4%	3.5%	3.0%	-0.2%	2.7%	-0.4%	1.0%	7.7%	1.0%	-10.4%	-
Gross profit	24,740	25,676	31,145	27,320	25,340	25,431	31,690	26,947	25,245	27,070	31,109	23,246	-
YoY	3.7%	4.5%	4.2%	3.3%	2.4%	-1.0%	1.7%	-1.4%	-0.4%	6.4%	-1.8%	-13.7%	-
Gross profit margin	24.8%	24.1%	24.8%	23.9%	24.7%	23.9%	24.6%	23.7%	24.4%	23.6%	23.9%	22.8%	-
Other operating revenue	174	173	171	171	140	140	148	137	142	174	853	781	-
YoY	6.1%	4.8%	8.9%	11.0%	-19.5%	-19.1%	-13.5%	-19.9%	1.4%	24.3%	476.4%	470.1%	-
SG&A expenses	21,603	22,984	23,606	23,144	22,070	23,181	24,364	22,801	22,355	23,641	27,689	23,257	-
YoY	-0.3%	2.6%	2.1%	4.5%	2.2%	0.9%	3.2%	-1.5%	1.3%	2.0%	13.6%	2.0%	-
SG&A ratio	21.7%	21.5%	18.8%	20.3%	21.5%	21.8%	18.9%	20.1%	21.6%	20.6%	21.3%	22.8%	-
Operating profit	3,312	2,864	7,710	4,346	3,410	2,390	7,475	4,282	3,033	3,601	4,274	771	-
YoY	41.1%	22.0%	11.3%	-2.4%	3.0%	-16.6%	-3.0%	-1.5%	-11.1%	50.7%	-42.8%	-82.0%	-
Operating profit margin	3.3%	2.7%	6.1%	3.8%	3.3%	2.2%	5.8%	3.8%	2.9%	3.1%	3.3%	0.8%	-

Note: Shared Research based on company data

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



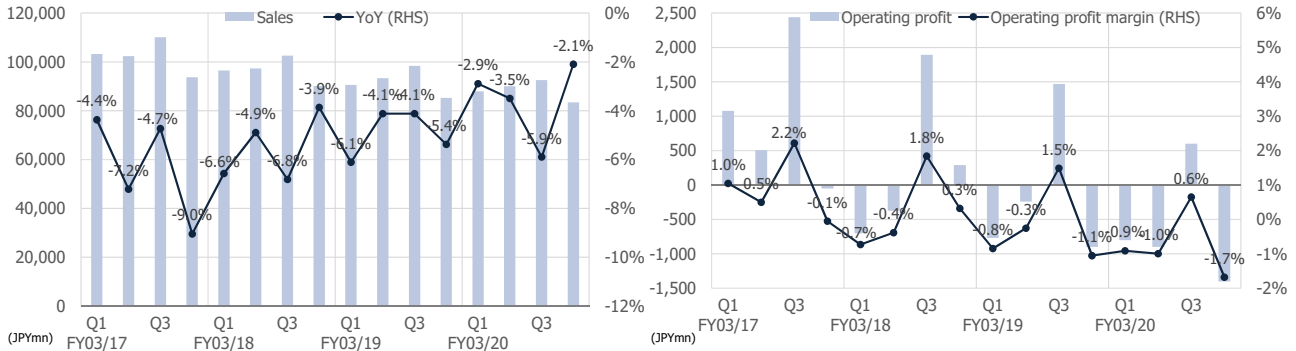
Sales by product Quarterly (JPYmm)	FY03/18				FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total sales	99,663	106,734	125,524	114,149	102,610	106,481	128,909	113,708	103,616	114,728	130,185	101,929
YoY	4.5%	5.1%	4.4%	3.5%	3.0%	-0.2%	2.7%	-0.4%	1.0%	7.7%	1.0%	-10.4%
Apparel	29,535	29,121	36,660	33,842	29,193	27,689	37,204	32,499	28,754	28,984	35,444	27,642
YoY	0.8%	3.2%	2.9%	1.0%	-1.2%	-4.9%	1.5%	-4.0%	-1.5%	4.7%	-4.7%	-14.9%
Menswear and goods	8,813	8,351	12,466	10,764	9,155	8,496	13,235	10,418	9,423	9,020	12,218	9,135
YoY	2.7%	10.0%	7.0%	7.1%	3.9%	1.7%	6.2%	-3.2%	2.9%	6.2%	-7.7%	-12.3%
Womenswear and goods	15,316	15,144	18,212	17,292	14,905	14,167	18,168	16,740	14,475	14,739	17,743	14,004
YoY	-1.0%	0.2%	1.4%	-1.9%	-2.7%	-6.5%	-0.2%	-3.2%	-2.9%	4.0%	-2.3%	-16.3%
Children's wear and goods	2,454	2,526	2,716	2,749	2,336	2,322	2,706	2,596	2,285	2,452	2,724	2,224
YoY	5.3%	2.5%	-1.8%	-2.1%	-4.8%	-8.1%	-0.4%	-5.6%	-2.2%	5.6%	0.7%	-14.3%
Other apparel	2,951	3,100	3,266	3,036	2,796	2,704	3,094	2,746	2,570	2,772	2,760	2,278
YoY	1.1%	1.5%	0.4%	0.9%	-5.3%	-12.8%	-5.3%	-9.6%	-8.1%	2.5%	-10.8%	-17.0%
Personal items	18,760	20,006	21,810	22,104	20,216	20,370	23,076	22,172	20,987	22,996	21,737	18,478
YoY	5.2%	7.8%	5.6%	7.6%	7.8%	1.8%	5.8%	0.3%	3.8%	12.9%	-5.8%	-16.7%
Household goods	3,309	3,521	3,620	3,263	3,527	3,217	3,411	3,196	3,120	3,600	3,387	2,629
YoY	5.1%	9.4%	1.1%	-3.7%	6.6%	-8.6%	-5.8%	-2.1%	-11.5%	11.9%	-0.7%	-17.7%
Food	27,662	32,580	38,481	32,032	26,428	31,707	38,571	31,786	26,596	32,033	43,741	32,809
YoY	2.6%	-1.1%	-1.2%	-1.6%	-4.5%	-2.7%	0.2%	-0.8%	0.6%	1.0%	13.4%	3.2%
Restaurants and cafes	2,213	2,476	2,318	2,280	2,321	2,601	2,468	2,415	2,365	2,613	2,470	1,851
YoY	1.7%	2.1%	2.8%	0.6%	4.9%	5.0%	6.5%	5.9%	1.9%	0.5%	0.1%	-23.4%
Accessories	17,314	18,178	21,751	19,821	19,992	20,062	23,224	20,745	20,821	24,201	21,666	17,700
YoY	14.3%	17.9%	18.8%	15.0%	15.5%	10.4%	6.8%	4.7%	4.1%	20.6%	-6.7%	-14.7%
Services	460	497	489	446	557	509	572	539	590	662	639	499
YoY	7.7%	7.8%	1.2%	4.9%	21.1%	2.4%	17.0%	20.9%	5.9%	30.1%	11.7%	-7.4%
Other	406	355	395	362	376	321	383	358	380	-361	6,042	4,460
YoY	1.0%	0.3%	-1.7%	-2.7%	-7.4%	-9.6%	-3.0%	-1.1%	1.1%	-	1477.5%	1145.8%

Note: Shared Research based on company data

Note: Personal items include shoes, bags, and fashion jewelry. Accessories include cosmetics, fine jewelry, and watches.

Supermarket business

Supermarket business: Sales and YoY comparison (left), operating profit and OPM (right)



Note: Shared Research based on company data

Izumiya Quarterly (JPYmm)	FY03/18				FY03/19				FY03/20				FY03/21 FY Est.
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Sales	58,438	58,557	62,457	53,413	53,080	55,425	59,219	50,554	52,858	54,066	54,846	49,154	-
YoY	-11.1%	-19.3%	-15.3%	16.7%	-9.2%	-5.3%	-5.2%	-5.4%	-0.4%	-2.5%	-7.4%	-2.8%	-
Gross profit	15,385	15,421	16,687	14,319	14,260	14,563	15,728	13,625	13,997	13,636	14,268	12,594	-
YoY	-8.2%	-37.1%	-26.5%	307.0%	-7.3%	-5.6%	-5.7%	-4.8%	-1.8%	-6.4%	-9.3%	-7.6%	-
Gross profit margin	26.3%	26.3%	26.7%	26.8%	26.9%	26.3%	26.6%	27.0%	26.5%	25.2%	26.0%	25.6%	-
Other operating revenue	3,585	3,586	3,737	3,818	3,630	3,704	3,836	3,555	3,628	3,749	3,724	3,442	-
YoY	-16.0%	-	-	-75.5%	1.3%	3.3%	2.6%	-6.9%	-0.1%	1.2%	-2.9%	-3.2%	-
SG&A expenses	19,414	19,402	19,131	18,181	18,480	18,643	18,896	18,110	18,348	18,254	18,002	17,580	-
YoY	-4.7%	-6.1%	-9.2%	-6.6%	-4.8%	-3.9%	-1.2%	-0.4%	-0.7%	-2.1%	-4.7%	-2.9%	-
SG&A ratio	33.2%	33.1%	30.6%	34.0%	34.8%	33.6%	31.9%	35.8%	34.7%	33.8%	32.8%	35.8%	-
Operating profit	-443	-394	1,291	-43	-580	-384	668	-930	-722	-869	-10	-1,544	-
YoY	-	-	-20.8%	-	-	-	-48.3%	-	-	-	-	-	-
Operating profit margin	-0.8%	-0.7%	2.1%	-0.1%	-1.1%	-0.7%	1.1%	-1.8%	-1.4%	-1.6%	-0.0%	-3.1%	-

Comparable store sales (YoY)	FY03/18				FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Food	-	-9.5%	-9.3%	-8.5%	-4.6%	-2.3%	-3.2%	-3.8%	-3.3%	-5.8%	-6.4%	-5.3%
Apparel	-	-11.6%	-10.8%	-10.8%	-8.1%	-7.3%	-7.2%	-7.7%	-4.8%	-4.7%	-10.0%	-12.0%
Household goods	-	-11.7%	-14.0%	-14.9%	-13.3%	-12.5%	-11.4%	-10.8%	-6.2%	-1.7%	-7.8%	-7.8%
Total	-4.2%	-3.6%	-3.4%	-9.9%	-6.5%	-4.7%	-5.1%	-5.5%	-4.0%	-5.0%	-7.1%	-6.6%
Store count	FY03/18				FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Store count	84	84	82	84	83	83	85	85	86	85	85	84
YoY	-	-7.7%	-	-2.3%	-1.2%	-1.2%	3.7%	1.2%	3.6%	2.4%	0.0%	-1.2%
Openings	-	-	-	2	1	1	2	-	2	-	1	-
Closures	-2	-	-2	-	-1	-1	-	-	-1	-1	-1	-1

Note: Shared Research based on company data



By segment (JPYmn)	FY03/19			FY03/20			FY03/21		
	1H	2H	FY	1H	2H	FY	1H Est.	2H Est.	FY Est.
Total sales	444,408	482,464	926,872	450,710	446,579	897,289	-	-	-
YoY	2.9%	-1.5%	0.5%	1.4%	-7.4%	-3.2%	-	-	-
Department Store	228,990	265,617	494,607	239,670	233,555	473,225	-	-	-
YoY	10.9%	1.0%	5.3%	4.7%	-12.1%	-4.3%	-	-	-
Supermarket	183,911	183,669	367,580	178,035	176,080	354,115	-	-	-
YoY	-5.1%	-4.7%	-4.9%	-3.2%	-4.1%	-3.7%	-	-	-
Shopping Center Management	4,569	4,167	8,736	4,152	4,573	8,725	-	-	-
YoY	-19.5%	-11.1%	-15.7%	-9.1%	9.7%	-0.1%	-	-	-
Other	26,937	29,011	55,948	28,851	32,371	61,222	-	-	-
YoY	3.5%	-1.1%	1.1%	7.1%	11.6%	9.4%	-	-	-
Operating profit	6,100	14,322	20,422	6,320	4,851	11,171	-	-	-
YoY	-12.6%	-9.3%	-10.3%	3.6%	-66.1%	-45.3%	-	-	-
Operating profit margin	1.4%	3.0%	2.2%	1.4%	1.1%	1.2%	-	-	-
Department Store	5,620	12,263	17,883	6,356	5,130	11,486	-	-	-
YoY	-8.4%	-1.8%	-4.0%	13.1%	-58.2%	-35.8%	-	-	-
Operating profit margin	2.5%	4.6%	3.6%	2.7%	2.2%	2.4%	-	-	-
Supermarket	-1,008	570	-438	-1,701	-802	-2,503	-	-	-
YoY	-	-73.9%	-	-	-	-	-	-	-
Operating profit margin	-0.5%	0.3%	-0.1%	-1.0%	-0.5%	-0.7%	-	-	-
Shopping Center Management	2,299	1,982	4,281	2,176	1,965	4,141	-	-	-
YoY	-17.6%	-9.7%	-14.1%	-5.4%	-0.9%	-3.3%	-	-	-
Operating profit margin	50.3%	47.6%	49.0%	52.4%	43.0%	47.5%	-	-	-
Other	3,773	1,257	5,030	3,264	-361	2,903	-	-	-
YoY	44.4%	158.6%	62.4%	-13.5%	-	-42.3%	-	-	-
Operating profit margin	82.6%	30.2%	57.6%	78.6%	-7.9%	33.3%	-	-	-
Adjustments	-4,584	-1,750	-6,334	-3,775	-1,081	-4,856	-	-	-

Note: Shared Research based on company data

## Department Store business

Hankyu Hanshin Dept. Stores (JPYmn)	FY03/19			FY03/20			FY03/21		
	1H	2H	FY	1H	2H	FY	1H Est.	2H Est.	FY Est.
Sales	209,091	242,617	451,708	218,344	232,114	450,458	-	-	-
YoY	1.3%	1.2%	1.3%	4.4%	-4.3%	-0.3%	-	-	-
Gross profit	50,771	58,637	109,408	52,315	54,355	106,670	-	-	-
YoY	0.7%	0.3%	0.5%	3.0%	-7.3%	-2.5%	-	-	-
Gross profit margin	24.3%	24.2%	24.2%	24.0%	23.4%	23.7%	-	-	-
Other operating revenue	280	285	565	316	1,634	1,950	-	-	-
YoY	-19.3%	-16.7%	-18.0%	12.9%	473.3%	245.1%	-	-	-
SG&A expenses	45,251	47,165	92,416	45,996	50,946	96,942	-	-	-
YoY	1.5%	0.9%	1.2%	1.6%	8.0%	4.9%	-	-	-
SG&A ratio	21.6%	19.4%	20.5%	21.1%	21.9%	21.5%	-	-	-
Operating profit	5,800	11,757	17,557	6,634	5,045	11,679	-	-	-
YoY	-6.1%	-2.5%	-3.7%	14.4%	-57.1%	-33.5%	-	-	-
Operating profit margin	2.8%	4.8%	3.9%	3.0%	2.2%	2.6%	-	-	-

Note: Shared Research based on company data

Sales by store (JPYmn)	FY03/19			FY03/20			FY03/21		
	1H	2H	FY	1H	2H	FY	1H Est.	2H Est.	FY Est.
All stores	209,091	242,617	451,708	218,344	232,114	450,458	-	-	-
YoY	1.3%	1.2%	1.3%	4.4%	-4.3%	-0.3%	-	-	-
Hankyu Main Store	114,552	136,195	250,747	124,293	116,997	241,290	-	-	-
YoY	5.1%	3.7%	4.3%	8.5%	-14.1%	-3.8%	-	-	-
Hanshin Umeda Main Store	24,842	26,541	51,383	23,789	22,546	46,335	-	-	-
YoY	-5.3%	-9.4%	-7.5%	-4.2%	-15.1%	-9.8%	-	-	-
Total branches	69,695	79,881	149,576	70,261	101,651	171,912	-	-	-
YoY	-2.1%	1.0%	-0.4%	0.8%	27.3%	14.9%	-	-	-
Senri Hankyu	7,475	8,524	15,999	7,443	7,764	15,207	-	-	-
YoY	-2.6%	-1.0%	-1.7%	-0.4%	-8.9%	-5.0%	-	-	-
Takatsuki Hankyu	-	-	-	-	10,224	10,224	-	-	-
YoY	-	-	-	-	-	-	-	-	-
Kawanishi Hankyu	7,377	8,305	15,682	7,301	7,487	14,788	-	-	-
YoY	-2.8%	-1.6%	-2.1%	-1.0%	-9.8%	-5.7%	-	-	-
Takarazuka Hankyu	3,602	3,963	7,565	3,622	3,746	7,368	-	-	-
YoY	-1.9%	-1.1%	-1.5%	0.6%	-5.5%	-2.6%	-	-	-
Nishinomiya Hankyu	11,852	13,896	25,748	12,329	12,653	24,982	-	-	-
YoY	-1.9%	1.0%	-0.3%	4.0%	-8.9%	-3.0%	-	-	-
Kobe Hankyu	-	-	-	-	18,868	18,868	-	-	-
YoY	-	-	-	-	-	-	-	-	-
Sanda Hankyu	635	756	1,391	644	720	1,364	-	-	-
YoY	-3.2%	-1.4%	-2.2%	1.4%	-4.8%	-1.9%	-	-	-
Hakata Hankyu	24,073	27,551	51,624	24,662	24,532	49,194	-	-	-
YoY	13.9%	4.9%	8.9%	2.4%	-11.0%	-4.7%	-	-	-
Hankyu Men's Tokyo	6,608	7,610	14,218	6,179	6,705	12,884	-	-	-
YoY	4.6%	-5.5%	-1.1%	-6.5%	-11.9%	-9.4%	-	-	-
Oi Hankyu Food Hall	2,122	2,396	4,518	2,143	2,396	4,539	-	-	-
YoY	-2.1%	-0.6%	-1.3%	1.0%	0.0%	0.5%	-	-	-
Tsuzuki Hankyu	2,189	2,587	4,776	2,149	2,411	4,560	-	-	-
YoY	-5.1%	2.3%	-1.2%	-1.8%	-6.8%	-4.5%	-	-	-
Amagasaki Hanshin	1,382	1,580	2,962	1,395	1,527	2,922	-	-	-
YoY	0.9%	2.4%	1.7%	0.9%	-3.4%	-1.4%	-	-	-
Hanshin Nishinomiya	2,123	2,435	4,558	2,139	2,341	4,480	-	-	-
YoY	-0.2%	0.7%	0.3%	0.8%	-3.9%	-1.7%	-	-	-
Hanshin Mikage	252	279	531	250	274	524	-	-	-
YoY	-0.8%	-2.1%	-1.5%	-0.8%	-1.8%	-1.3%	-	-	-

Note: Shared Research based on company data

## Supermarket business

Izumiya (JPYmn)	FY03/19			FY03/20			FY03/21		
	1H	2H	FY	1H	2H	FY	1H Est.	2H Est.	FY Est.
Sales	108,505	109,773	218,278	106,924	104,000	210,924	-	-	-
YoY	-7.3%	-5.3%	-6.3%	-1.5%	-5.3%	-3.4%	-	-	-
Operating profit	-964	-262	-1,226	-1,591	-1,554	-3,145	-	-	-
YoY	-	-	-	-	-	-	-	-	-
Operating profit margin	-0.9%	-0.2%	-0.6%	-1.5%	-1.5%	-1.5%	-	-	-

Note: Shared Research based on company data

Hankyu Oasis (JPYmn)	FY03/19			FY03/20			FY03/21		
	1H	2H	FY	1H	2H	FY	1H Est.	2H Est.	FY Est.
Sales	56,985	55,607	112,592	53,958	55,457	109,415	-	-	-
YoY	-3.1%	-4.1%	-3.6%	-5.3%	-0.3%	-2.8%	-	-	-
Operating profit	-129	584	455	-237	246	9	-	-	-
YoY	-	-21.6%	-24.4%	-	-57.9%	-98.0%	-	-	-
Operating profit margin	-0.2%	1.1%	0.4%	-0.4%	0.4%	0.0%	-	-	-

Note: Shared Research based on company data



## Capital expenditures

Capital expenditures (JPYmn)	FY03/12	FY03/13	FY03/14	FY03/15	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20
	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.
Capital expenditures	12,869	33,084	13,532	38,914	20,110	28,060	26,443	32,039	35,125
YoY	-62.5%	157.1%	-59.1%	187.6%	-48.3%	39.5%	-5.8%	21.2%	9.6%
Department Store	7,366	22,790	1,457	6,237	3,769	3,372	9,878	11,531	8,508
YoY	-62.2%	209.4%	-93.6%	328.1%	-39.6%	-10.5%	192.9%	16.7%	-26.2%
% of total	57.2%	68.9%	10.8%	16.0%	18.7%	12.0%	37.4%	36.0%	24.2%
Supermarket	1,618	3,918	5,281	10,409	12,883	9,724	9,226	9,048	8,655
YoY	-1.9%	142.2%	34.8%	97.1%	23.8%	-24.5%	-5.1%	-1.9%	-4.3%
% of total	12.6%	11.8%	39.0%	26.7%	64.1%	34.7%	34.9%	28.2%	24.6%
Shopping Center Management	237	1,834	4,260	-	-	6,651	1,558	6,727	9,511
YoY	-97.6%	673.8%	132.3%	-	-	-	-76.6%	331.8%	41.4%
% of total	1.8%	5.5%	31.5%	-	-	23.7%	5.9%	21.0%	27.1%
Other	3,645	4,646	2,562	22,302	3,529	10,083	5,873	4,857	8,541
YoY	5.6%	27.5%	-44.9%	770.5%	-84.2%	185.7%	-41.8%	-17.3%	75.8%
% of total	28.3%	14.0%	18.9%	57.3%	17.5%	35.9%	22.2%	15.2%	24.3%
Adjustments	-	-106	-29	-35	-72	-1,771	-95	-125	-92

Note: Shared Research based on company data

Note: In FY03/18 and FY03/19, figures for the Department Store business are totals for the Department Store business and the Kobe/Takatsuki business. Figures for the Supermarket business through FY03/16 are totals for the supermarket and Izumiya businesses. Figures for the Shopping Center Management business through FY03/14 are those for the Property Management (PM) business.

## Results vs. initial company forecasts

Results vs. Initial Est. (JPYmn)	FY03/12	FY03/13	FY03/14	FY03/15	FY03/16	FY03/17	FY03/18	FY03/19	FY03/20
	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.	Cons.
Sales (Initial Est.)	497,000	530,000	570,000	810,000	900,000	930,000	895,000	945,500	947,300
Sales (Results)	505,588	525,154	576,852	844,819	915,690	901,221	921,871	926,872	897,289
<b>Results vs. Initial Est.</b>	<b>1.7%</b>	<b>-0.9%</b>	<b>1.2%</b>	<b>4.3%</b>	<b>1.7%</b>	<b>-3.1%</b>	<b>3.0%</b>	<b>-2.0%</b>	<b>-5.3%</b>
Operating profit (Initial Est.)	6,200	10,000	15,000	20,000	23,000	25,000	21,000	18,400	18,400
Operating profit (Results)	9,957	10,670	17,313	21,358	23,825	22,542	22,765	20,422	11,171
<b>Results vs. Initial Est.</b>	<b>60.6%</b>	<b>6.7%</b>	<b>15.4%</b>	<b>6.8%</b>	<b>3.6%</b>	<b>-9.8%</b>	<b>8.4%</b>	<b>11.0%</b>	<b>-39.3%</b>
Recurring profit (Initial Est.)	7,100	10,400	15,200	20,100	22,600	24,900	20,100	19,200	18,500
Recurring profit (Results)	10,309	11,338	18,160	21,219	23,060	21,725	24,272	21,376	11,831
<b>Results vs. Initial Est.</b>	<b>45.2%</b>	<b>9.0%</b>	<b>19.5%</b>	<b>5.6%</b>	<b>2.0%</b>	<b>-12.8%</b>	<b>20.8%</b>	<b>11.3%</b>	<b>-36.0%</b>
Net income (Initial Est.)	400	5,400	8,600	-	13,000	14,100	12,000	10,400	7,700
Net income (Results)	1,057	6,200	295	11,586	14,053	14,298	14,636	2,162	-13,150
<b>Results vs. Initial Est.</b>	<b>164.3%</b>	<b>14.8%</b>	<b>-96.6%</b>	<b>-</b>	<b>8.1%</b>	<b>1.4%</b>	<b>22.0%</b>	<b>-79.2%</b>	<b>-270.8%</b>

Note: Shared Research based on company data

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

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