
Explanatory Materials for Settlement of Consolidated Accounts for the Fiscal Year Ended March 31, 2022

Since the Accounting Standard for Revenue Recognition, etc. was adopted from the beginning of the fiscal year ended March 31, 2022 (fiscal 2021), figures for items excluding gross sales in business results for the fiscal year ended March 31, 2022 and the fiscal year ending March 31, 2023 (forecast) presented herein reflect the adoption of this accounting standard, while results for periods prior to fiscal 2021 do not reflect the adoption of this accounting standard. Figures for YoY (%) and YoY difference have been calculated from the results and forecast corresponding to each period.

Figures for “gross sales” and those for net sales presented in “II. Isetan Mitsukoshi Ltd. Non-consolidated Business Results 2. Net Sales” represent net sales calculated based on the previous accounting standard.

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I. Isetan Mitsukoshi Holdings Consolidated Results

1. Outline of Consolidated Business Results

(1) Consolidated Business Results

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Gross sales	-	-	-	912,114	1,050,000
YoY (%)	-	-	-	111.8	115.1
YoY difference	-	-	-	96,104	137,885
Net sales	1,196,803	1,119,191	816,009	418,338	494,000
YoY (%)	95.3	93.5	72.9	51.3	118.1
YoY difference	(59,583)	(77,611)	(303,182)	(397,671)	75,661
Gross profit	348,282	322,702	227,565	243,685	278,000
YoY (%)	94.8	92.7	70.5	107.1	114.1
YoY difference	(19,000)	(25,579)	(95,136)	16,119	34,314
Operating income	29,229	15,679	(20,976)	5,940	14,000
YoY (%)	119.7	53.6	-	-	235.7
YoY difference	4,816	(13,550)	(36,655)	26,916	8,059
Recurring income	31,995	19,771	(17,171)	9,520	14,000
YoY (%)	117.1	61.8	-	-	147.0
YoY difference	4,670	(12,223)	(36,943)	26,692	4,479
Net income attributable to parent company shareholders	13,480	(11,187)	(41,078)	12,338	17,000
YoY (%)	-	-	-	-	137.8
YoY difference	14,441	(24,667)	(29,891)	53,417	4,661
Net income per share (yen)	34.58	(28.90)	(107.96)	32.36	44.56
YoY difference (yen)	37.04	(63.47)	(79.06)	140.31	12.20
Gross profit margin (%)*	29.10	28.83	27.89	58.25	56.28
YoY difference (%)	(0.13)	(0.27)	(0.95)	30.36	(1.98)
Operating profit margin (%)*	2.4	1.4	(2.6)	1.4	2.8
YoY difference (%)	0.5	(1.0)	(4.0)	4.0	1.4
Recurring profit margin (%)*	2.7	1.8	(2.1)	2.3	2.8
YoY difference (%)	0.5	(0.9)	(3.9)	4.4	0.6
Return on sales (%)*	1.1	(1.0)	(5.0)	2.9	3.4
YoY difference (%)	1.2	(2.1)	(4.0)	8.0	0.5

*Net sales for the fiscal year ended March 31, 2022 and the fiscal year ending March 31, 2023 (forecast) reflect the adoption of the Accounting Standard for Revenue Recognition, etc., and each profit margin item and return on sales have been calculated based on net sales that reflect the adoption of this standard.

(2) Consolidated Financial Positions

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Total assets	1,247,427	1,223,800	1,198,303	1,168,574	1,186,000
YoY (%)	97.8	98.1	97.9	97.5	101.5
YoY difference	(28,108)	(23,626)	(25,497)	(29,728)	17,425
Net assets	585,715	550,161	508,275	517,660	530,000
YoY (%)	99.6	93.9	92.4	101.8	102.4
YoY difference	(2,376)	(35,553)	(41,885)	9,385	12,339
Interest-bearing debt	136,746	175,548	208,884	175,145 *1	165,000
YoY (%)	97.7	128.4	119.0	83.8	94.2
YoY difference	(3,226)	38,801	33,336	(33,738)	(10,145)
Net financial revenue	647	578	187	(20)	(200)
YoY (%)	50.0	89.4	32.5	-	-
YoY difference	(647)	(68)	(390)	(208)	(179)
Return on assets (ROA) (%)	2.3	1.3	(1.7)	0.5	1.2
YoY difference (%)	0.4	(1.0)	(3.0)	2.2	0.7
Return on equity (ROE) (%)	2.3	(2.0)	(7.9)	2.5	3.3
YoY difference (%)	2.5	(4.3)	(5.9)	10.3	0.8
Rate of return on invested capital (ROIC) (%)*2	2.8	1.5	(2.0)	0.6	1.4
YoY difference (%)	0.5	(1.3)	(3.6)	2.6	0.8
Shareholder's equity ratio (%)	46.1	44.3	41.9	43.8	44.2
YoY difference (%)	0.9	(1.8)	(2.4)	1.9	0.4
Interest-bearing debt dependency (%)	11.0	14.3	17.4	15.0	13.9
YoY difference (%)	(0.0)	3.4	3.1	(2.4)	(1.1)
Consolidated debt equity ratio (DER) (times)	0.24	0.32	0.42	0.34	0.31
YoY difference (times)	(0.01)	0.09	0.09	(0.07)	(0.03)

*1 The amount of interest-bearing debt including lease obligations is ¥180,589 million.

*2 Rate of return on invested capital (ROIC) = Consolidated operating income after deducting taxes/(Interest-bearing debt + Shareholder's equity)

(3) Consolidated Business Results of Consolidated Cash Flows

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Cash flows from operating activities	28,286	16,281	1,197	37,914	41,000
YoY difference	(44,685)	(12,005)	(15,083)	36,716	3,085
Cash flows from investing activities	(22,450)	(9,965)	(4,737)	(17,371)	(34,000)
YoY difference	4,530	12,484	5,228	(12,633)	(16,628)
Cash flows from financing activities	(9,063)	20,259	29,733	(39,927)	(16,000)
YoY difference	43,689	29,323	9,474	(69,660)	23,927
Cash and cash equivalents at end of period	50,147	76,659	102,797	84,472	75,000
YoY difference	(3,822)	26,511	26,138	(18,324)	(9,472)

(4) Others

(Millions of yen)

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)	
Capital investment	56,526	38,055	29,484	27,767	25,600	
	YoY (%)	147.0	67.3	77.5	94.2	92.2
	YoY difference	18,079	(18,470)	(8,570)	(1,716)	(2,167)
Number of employees (regular employees)	13,211	12,453	11,588	9,691	10,010	
	YoY (%)	92.6	94.3	93.1	83.6	103.3
	YoY difference	(1,058)	(758)	(865)	(1,897)	319
Number of employees (temporary employees)	10,521	9,146	8,419	7,566	7,920	
	YoY (%)	88.5	86.9	92.1	89.9	104.7
	YoY difference	(1,372)	(1,375)	(727)	(853)	354
Number of consolidated subsidiaries	41	38	38	35	37	
(as of March 31)	YoY difference	(2)	(3)	0	(3)	2
Number of equity-method affiliates	9	8	9	8	7	
(as of March 31)	YoY difference	2	(1)	1	(1)	(1)
Cash dividends per share (yen)	12.00	12.00	9.00	10.00	12.00	
	YoY difference (yen)	0.00	0.00	(3.00)	1.00	2.00

*The decrease in the number of employees in the fiscal year ended March 31, 2022 is primarily due to the exclusion of SOCIE WORLD CO., LTD., etc. from the scope of consolidation due to the transfer of shares. The increase in the number of employees in the fiscal year ending

2. Consolidated Selling, General and Administrative Expenses

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Selling, general and administrative expenses	319,052	307,023	248,542	237,745	264,000
YoY (%)	93.1	96.2	81.0	95.7	111.0
YoY difference	(23,816)	(12,029)	(58,480)	(10,797)	26,254
Advertising expenses	19,114	18,702	10,312	8,322	10,600
YoY (%)	93.9	97.8	55.1	80.7	127.4
YoY difference	(1,250)	(411)	(8,390)	(1,989)	2,277
Point related expenses	21,464	19,280	15,290	3,677	3,800
YoY (%)	93.4	89.8	79.3	24.1	103.3
YoY difference	(1,521)	(2,183)	(3,990)	(11,612)	122
Personnel expenses	109,299	103,778	84,488	86,516	93,800
YoY (%)	91.5	94.9	81.4	102.4	108.4
YoY difference	(10,165)	(5,521)	(19,289)	2,027	7,283
Depreciation and amortization	25,734	27,021	23,629	23,014	25,800
YoY (%)	101.8	105.0	87.4	97.4	112.1
YoY difference	462	1,287	(3,391)	(614)	2,785
Lease payments	36,198	31,858	25,939	30,186	33,200
YoY (%)	88.7	88.0	81.4	116.4	110.0
YoY difference	(4,622)	(4,339)	(5,919)	4,247	3,013
Business consignment expenses	33,961	33,426	29,978	28,477	29,800
YoY (%)	97.4	98.4	89.7	95.0	104.6
YoY difference	(904)	(535)	(3,447)	(1,500)	1,322
Others	73,279	72,954	58,902	57,548	67,000
YoY (%)	92.6	99.6	80.7	97.7	116.4
YoY difference	(5,814)	(324)	(14,051)	(1,354)	9,451
SGA ratio (%)*	26.7	27.4	30.5	56.8	53.4
YoY difference (%)	(0.6)	0.8	3.0	26.4	(3.4)

*The SGA ratios for the fiscal year ended March 31, 2022 and the fiscal year ending March 31, 2023 (forecast) have been calculated based on net sales that reflect the adoption of the Accounting Standard for Revenue Recognition, etc.

3. Consolidated Non-operating Income/Loss

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Non-operating income	13,846	16,409	15,804	8,370	5,000
YoY difference	(1,004)	2,562	(604)	(7,434)	(3,370)
Interest and dividend income	1,417	1,520	1,081	828	600
YoY difference	(717)	103	(439)	(252)	(228)
Equity in earnings of affiliates	3,058	2,228	2,003	2,326	2,500
YoY difference	(489)	(830)	(225)	323	173
Income from unredeemed gift vouchers	5,747	5,928	6,722	-	-
YoY difference	196	181	794	(6,722)	-
Gain on donated fixed assets	2,645	5,231	3,247	1,864	300
YoY difference	463	2,586	(1,984)	(1,383)	(1,564)
Other non-operating income	977	1,499	2,749	3,350	1,600
YoY difference	(457)	522	1,250	600	(1,750)
Non-operating expenses	11,080	12,316	11,999	4,789	5,000
YoY difference	(859)	1,236	(317)	(7,209)	210
Interest expenses	770	942	893	849	800
YoY difference	(69)	171	(48)	(44)	(49)
Loss on retirement of property and equipment	1,342	1,233	1,757	1,605	2,000
YoY difference	(273)	(108)	523	(151)	394
Provision of reserve for loss from redemption of gift vouchers	5,744	5,873	6,445	215	200
YoY difference	244	128	572	(6,230)	(15)
Other non-operating expenses	3,223	4,267	2,902	2,119	2,000
YoY difference	(760)	1,044	(1,364)	(783)	(119)

4. Consolidated Extraordinary Gain/Loss

(Millions of yen)

	Fiscal 2021	Details
Extraordinary gain	8,431	
Gain on sales of property and equipment	4,920	Real estate for lease
Loss on sale of investment securities	218	
Gain on sale of stocks of subsidiaries and associates	2,240	Transfer of shares of SWP Holdings Inc. and SOCIE WORLD CO., LTD.
Subsidies for employment adjustment	1,051	
Extraordinary loss	6,834	
Loss on disposal of property and equipment	664	Remodeling of Mitsukoshi Nihombashi, Niigata Isetan, Matsuyama Mitsukoshi
Impairment losses	1,522	small- and medium-sized stores, Fukuoka Mitsukoshi, Isetan (Singapore) Ltd., etc.
Loss on closing of stores	1,343	small- and medium-sized stores, Mitsukoshi Italia S.r.l., etc.
Business structure improvement expenses	177	Additional retirement benefit due to the NEXT CAREER Program
COVID-19-related loss	3,126	Personnel expenses: ¥981 million, Depreciation and amortization: ¥557 million, Lease payments: ¥675 million, Business consignment expenses: ¥271 million, etc.

5. Consolidated Capital Investment

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Isetan Mitsukoshi Ltd.	48,568	28,569	21,802	19,094	17,800
YoY (%)	215.8	58.8	76.3	87.6	93.2
YoY difference	26,057	(19,998)	(6,766)	(2,707)	(1,294)
MICARD CO. Ltd.	1,259	1,251	1,425	3,027	1,900
YoY (%)	68.5	99.4	113.9	212.4	62.8
YoY difference	(577)	(7)	173	1,602	(1,127)
Isetan Mitsukoshi System Solutions Ltd.	4,339	4,764	4,128	4,585	3,300
YoY (%)	104.4	109.8	86.6	111.1	72.0
YoY difference	182	425	(636)	457	(1,285)
Others	2,760	3,696	2,181	1,142	2,700
YoY (%)	26.9	133.9	59.0	52.4	236.3
YoY difference	(7,496)	935	(1,514)	(1,039)	1,557
Elimination of intra-company transactions	(401)	(226)	(53)	(82)	(100)
YoY (%)	-	-	-	-	-
YoY difference	(85)	174	173	(28)	(17)
Total	56,526	38,055	29,484	27,767	25,600
YoY (%)	147.0	67.3	77.5	94.2	92.2
YoY difference	18,079	(18,470)	(8,570)	(1,716)	(2,167)

*Figures include investments made for intangible fixed assets.

6. Net Sales by Segment and Operating Income/Loss

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Department store business					
Gross sales	-	-	-	861,719	960,000
YoY (%)	-	-	-	114.6	111.4
YoY difference	-	-	-	109,588	98,280
Sales	1,111,202	1,035,589	752,131	373,932	414,000
YoY (%)	98.2	93.2	72.6	49.7	110.7
YoY difference	(20,805)	(75,613)	(283,457)	(378,198)	40,067
Segment income (loss)	15,313	2,203	(30,302)	(6,339)	4,000
YoY (%)	105.7	14.4	-	-	-
YoY difference	829	(13,110)	(32,506)	23,963	10,339
Credit & finance business/ Customer organization management business					
Gross sales	-	-	-	32,948	34,000
YoY (%)	-	-	-	101.2	103.2
YoY difference	-	-	-	405	1,051
Sales	39,116	38,595	32,542	30,498	31,000
YoY (%)	100.5	98.7	84.3	93.7	101.6
YoY difference	209	(520)	(6,052)	(2,044)	501
Segment income (loss)	6,422	5,669	4,450	6,070	5,000
YoY (%)	119.7	88.3	78.5	136.4	82.4
YoY difference	1,058	(752)	(1,218)	1,619	(1,070)
Real estate business					
Gross sales	-	-	-	18,072	24,000
YoY (%)	-	-	-	63.7	132.8
YoY difference	-	-	-	(10,294)	5,927
Sales	48,303	35,399	28,367	18,072	24,000
YoY (%)	107.2	73.3	80.1	63.7	132.8
YoY difference	3,231	(12,904)	(7,031)	(10,294)	5,927
Segment income (loss)	7,786	5,970	5,440	5,579	4,600
YoY (%)	117.7	76.7	91.1	102.6	82.4
YoY difference	1,171	(1,815)	(530)	139	(979)
Other businesses					
Gross sales	-	-	-	53,110	86,000
YoY (%)	-	-	-	83.4	161.9
YoY difference	-	-	-	(10,546)	32,889
Sales	88,970	82,418	63,656	49,571	79,000
YoY (%)	61.2	92.6	77.2	77.9	159.4
YoY difference	(56,470)	(6,552)	(18,761)	(14,085)	29,428
Segment income (loss)	(302)	1,618	(619)	462	500
YoY (%)	-	-	-	-	108.2
YoY difference	1,950	1,921	(2,237)	1,081	37
Amount listed on consolidated financial statements*					
Gross sales	-	-	-	912,114	1,050,000
YoY (%)	-	-	-	111.8	115.1
YoY difference	-	-	-	96,104	137,885
Sales	1,196,803	1,119,191	816,009	418,338	494,000
YoY (%)	95.3	93.5	72.9	51.3	118.1
YoY difference	(59,583)	(77,611)	(303,182)	(397,671)	75,661
Operating income (loss)	29,229	15,679	(20,976)	5,940	14,000
YoY (%)	119.7	53.6	-	-	235.7
YoY difference	4,816	(13,550)	(36,655)	26,916	8,059

* "Amount listed on consolidated financial statements" includes adjusted amounts.

7. Main Consolidated Companies

(1) Results for the Fiscal Year Ended March 31, 2022

(Millions of yen)

	Voting Rights Held Percentage (Incl. indirect ownership) (%)	Gross sales	Net sales	Operating income (loss)	Recurring income (loss)	Net income (loss)
Department store business						
Isetan Mitsukoshi Holdings Ltd.	-	22,680	22,680	14,672	11,385	10,400
	YoY difference	(1,048)	(1,048)	(396)	(1,003)	6,208
Isetan Mitsukoshi Ltd. *1	100.0	487,118	208,451	2,863	7,602	10,158
	YoY difference	78,427	(200,239)	17,815	9,230	23,958
Sapporo Marui Mitsukoshi Ltd.	100.0	46,546	17,470	(2,201)	(2,222)	(1,897)
	YoY difference	2,993	(26,082)	356	344	870
Hakodate Marui Imai Ltd.	100.0	5,820	2,341	(44)	(106)	(81)
	YoY difference	(137)	(3,616)	(21)	(84)	(34)
Sendai Mitsukoshi Ltd.	100.0	25,542	11,067	(649)	(653)	(573)
	YoY difference	1,215	(13,258)	220	212	643
Nagoya Mitsukoshi Ltd.	100.0	55,571	20,546	(1,151)	(1,149)	(569)
	YoY difference	3,462	(31,561)	355	313	2,820
Shizuoka Isetan Co., Ltd.	100.0	15,434	6,911	(51)	(48)	(65)
	YoY difference	977	(7,545)	187	182	229
Niigata Isetan Mitsukoshi Ltd.	100.0	34,405	14,964	500	557	1,037
	YoY difference	2,932	(16,508)	180	290	1,436
Hiroshima Mitsukoshi Ltd.	100.0	11,121	4,002	(832)	(851)	(787)
	YoY difference	(512)	(7,631)	(55)	(72)	1
Takamatsu Mitsukoshi Ltd.	100.0	20,530	8,456	16	22	21
	YoY difference	2,260	(9,813)	308	300	172
Matsuyama Mitsukoshi Ltd.	100.0	5,009	2,444	(765)	(819)	(769)
	YoY difference	(1,038)	(3,602)	487	482	2,139
Iwataya Mitsukoshi Ltd.	100.0	95,993	33,155	658	662	312
	YoY difference	11,579	(51,258)	1,679	1,470	1,714
Isetan (Singapore) Ltd. *2	52.7	-	6,881	139	396	188
	YoY difference	-	1,317	86	44	1,773
Isetan of Japan Sdn. Bhd.	100.0	6,770	3,659	(81)	(38)	(663)
	YoY difference	(514)	(3,625)	374	564	269
Isetan (China) Holdings Ltd.	100.0	13	13	(71)	(68)	(68)
	YoY difference	5	5	(26)	(26)	(26)
Shanghai Mei Long Zhen Isetan	80.0	6,907	3,766	(464)	(461)	(477)
	YoY difference	462	(2,678)	12	10	34
Tianjin Isetan Co., Ltd.	100.0	8,077	3,468	223	206	154
	YoY difference	1,079	(3,529)	74	10	88
Tianjin Binhai New District Isetan Co., Lt	100.0	1,538	1,305	23	15	15
	YoY difference	359	127	14	(27)	(7)
Chengdu Isetan Co., Ltd.	100.0	7,904	4,489	(5)	2	(552)
	YoY difference	961	(2,452)	(47)	(54)	(580)
Mitsukoshi Italia S.r.l. *3	100.0	384	384	(96)	(59)	(229)
	YoY difference	44	44	514	564	542
Mitsukoshi (USA) Inc.	100.0	5,391	5,391	933	929	755
	YoY difference	2,955	2,955	925	912	956

*1 Results for Isetan Mitsukoshi Ltd. include income/loss of the real estate segment.

*2 Gross sales are not shown for Isetan (Singapore) Ltd. as it has adopted IFRS.

*3 Mitsukoshi Italia S.r.l. ceased operation in July 2021, and is in the process of liquidation.

(Millions of yen)

	Voting Rights Held Percentage (Incl. indirect ownership) (%)	Gross sales	Net sales	Operating income (loss)	Recurring income (loss)	Net income (loss)
Credit & finance business/ Customer organization management business						
MICARD Co., Ltd.	100.0	30,228	30,438	6,488	6,476	4,467
	YoY difference	326	536	1,637	1,610	1,388
MI TOMONOKAI Co., Ltd.	100.0	3,434	3,434	(289)	322	211
	YoY difference	69	69	111	55	43
Real estate business						
Isetan Mitsukoshi Property Design Ltd.	100.0	9,902	9,902	4	8	350
	YoY difference	(7,688)	(7,688)	389	401	982
Other businesses						
Isetan Mitsukoshi System Solutions Ltd.	100.0	12,570	12,570	264	107	68
	YoY difference	(2,048)	(2,048)	(180)	(217)	(150)
Isetan Mitsukoshi Human Solutions Ltd.	100.0	3,606	3,606	(24)	(19)	11
	YoY difference	(943)	(943)	37	38	9
Isetan Mitsukoshi Business Support Ltd.	100.0	23,569	23,569	365	371	242
	YoY difference	220	220	72	77	(58)
Isetan Mitsukoshi Gift Solutions Ltd.	100.0	4,822	1,283	563	455	418
	YoY difference	(142)	(3,681)	123	(60)	8
Mitsukoshi Isetan Nikko Travel, Ltd.	100.0	1,695	1,695	(860)	(768)	(671)
	YoY difference	662	662	212	380	474
Lime Tree Cruises B.V.	-	-	-	(63)	86	22
	YoY difference	-	-	(27)	121	311
Lime Tree Shipping AG	-	49	49	0	0	(10)
	YoY difference	49	49	36	36	36
Century Trading Co., Ltd.	100.0	2,934	2,934	151	176	118
	YoY difference	302	302	188	202	132
Studio Alta Co., Ltd.	100.0	582	582	(99)	(108)	(83)
	YoY difference	(66)	(66)	(72)	(73)	(94)
SWP Holdings Inc. *4	-	-	-	(1)	(25)	(25)
	YoY difference	-	-	(0)	5	6
SOCIE WORLD CO., LTD. *4	-	2,096	2,096	(371)	(386)	(531)
	YoY difference	(6,230)	(6,230)	982	661	1,008
TAIWAN SOCIE WORLD CO., LTD. *4	-	423	423	(28)	(12)	(97)
	YoY difference	(2,883)	(2,883)	(460)	(460)	(438)
Isetan Mitsukoshi Innovations Ltd.	100.0	602	602	535	545	379
	YoY difference	312	312	375	384	288

*4 SWP Holdings Inc., SOCIE WORLD CO., LTD. and TAIWAN SOCIE WORLD CO., LTD. were excluded from the scope of consolidation due to the transfer of shares in

(2) Full-year Forecast for Fiscal Year Ending March 31, 2023

(Millions of yen)

		Gross sales	Net sales	Operating income (loss)	Recurring income (loss)	Net income (loss)
Department store business						
Isetan Mitsukoshi Holdings Ltd.		9,627	9,627	100	36	(64)
	YoY difference	(13,053)	(13,053)	(14,572)	(11,349)	(10,465)
Isetan Mitsukoshi Ltd. *1		555,500	241,200	6,000	6,000	6,300
	YoY difference	68,381	32,748	3,136	(1,602)	(3,858)
Sapporo Marui Mitsukoshi Ltd.		54,582	20,501	(303)	(327)	(193)
	YoY difference	8,035	3,030	1,898	1,895	1,703
Hakodate Marui Imai Ltd.		6,300	2,511	42	43	21
	YoY difference	479	170	87	149	102
Sendai Mitsukoshi Ltd.		28,600	12,463	0	6	67
	YoY difference	3,057	1,395	649	660	640
Nagoya Mitsukoshi Ltd.		58,050	19,741	140	149	359
	YoY difference	2,478	(805)	1,291	1,298	928
Shizuoka Isetan Co., Ltd.		17,000	7,608	139	142	141
	YoY difference	1,565	697	190	191	206
Niigata Isetan Mitsukoshi Ltd.		38,000	16,570	750	761	580
	YoY difference	3,594	1,605	249	204	(457)
Hiroshima Mitsukoshi Ltd.		13,330	4,832	(273)	(295)	(218)
	YoY difference	2,208	829	559	556	568
Takamatsu Mitsukoshi Ltd.		21,975	9,754	154	158	183
	YoY difference	1,444	1,297	137	136	161
Matsuyama Mitsukoshi Ltd.		6,800	3,195	25	(16)	(14)
	YoY difference	1,790	750	790	803	754
Iwataya Mitsukoshi Ltd.		107,816	36,437	1,883	1,871	1,472
	YoY difference	11,822	3,281	1,224	1,208	1,160
Isetan (Singapore) Ltd. *2		-	-	-	-	-
	YoY difference	-	-	-	-	-
Isetan of Japan Sdn. Bhd.		11,282	6,732	95	(56)	(56)
	YoY difference	4,511	3,072	176	(17)	607
Isetan (China) Holdings Ltd.		32	32	(36)	(36)	(36)
	YoY difference	18	18	35	31	31
Shanghai Mei Long Zhen Isetan		6,003	3,897	(953)	(965)	(965)
	YoY difference	(904)	130	(488)	(504)	(488)
Tianjin Isetan Co., Ltd.		9,344	4,010	212	212	212
	YoY difference	1,267	541	(10)	6	58
Tianjin Binhai New District Isetan Co., Ltd.		1,677	1,398	3	(8)	(8)
	YoY difference	139	93	(20)	(24)	(24)
Chengdu Isetan Co., Ltd.		8,529	6,008	(21)	(30)	(30)
	YoY difference	625	1,518	(16)	(32)	521
Mitsukoshi (USA) Inc.		6,916	6,916	453	453	321
	YoY difference	1,525	1,525	(479)	(476)	(433)

*1 Results for Isetan Mitsukoshi Ltd. include income/loss of the real estate segment.

*2 Full-year forecast for Isetan (Singapore) Ltd., which is listed in Singapore, is not presented.

(Millions of yen)

	Gross sales	Net sales	Operating income (loss)	Recurring income (loss)	Net income (loss)
Credit & finance business/ Customer organization management business					
MICARD Co., Ltd.	31,011	31,011	5,346	5,344	3,676
	YoY differenc	782	572	(1,142)	(790)
MI TOMONOKAI Co., Ltd.	3,631	3,631	(319)	168	110
	YoY differenc	196	196	(29)	(153)
Real estate business					
Isetan Mitsukoshi Property Design Ltd.	17,021	17,021	600	600	350
	YoY differenc	7,118	7,118	595	591
Isetan Kaikan Ltd.	696	696	4	4	4
	YoY differenc	-	-	-	-
Other businesses					
Isetan Mitsukoshi System Solutions Ltd.	13,080	13,080	42	12	22
	YoY differenc	510	510	(221)	(94)
Isetan Mitsukoshi Human Solutions Ltd.	3,364	3,364	0	0	0
	YoY differenc	(241)	(241)	24	19
Isetan Mitsukoshi Business Support Ltd.	24,459	24,459	240	245	158
	YoY differenc	890	890	(125)	(126)
Isetan Mitsukoshi Gift Solutions Ltd.	4,564	1,019	473	567	403
	YoY differenc	(258)	(264)	(90)	112
Mitsukoshi Isetan Nikko Travel, Ltd.	4,680	4,680	(304)	(282)	(217)
	YoY differenc	2,984	2,984	556	486
Lime Tree Cruises B.V.	64	64	(34)	(34)	(34)
	YoY differenc	64	64	28	(120)
Lime Tree Shipping AG	236	236	6	6	6
	YoY differenc	187	187	6	6
Century Trading Co., Ltd.	3,200	3,200	56	58	41
	YoY differenc	265	265	(94)	(118)
Studio Alta Co., Ltd.	700	700	14	2	17
	YoY differenc	117	117	113	111
Isetan Mitsukoshi Innovations Ltd.	0	0	(29)	(27)	(19)
	YoY differenc	(602)	(602)	(565)	(572)
IM Food Style Ltd. *3	32,447	29,388	1,139	1,147	786
	YoY differenc	-	-	-	-

*3 IM Food Style Ltd. is scheduled to be a subsidiary due to the reacquisition of shares in June 2022, and the forecast for July 2022 to March 2023 is presented.

II. Isetan Mitsukoshi Ltd. Non-consolidated Business Results

1. Outline of Non-consolidated Business Results

(1) Business Results

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Gross sales	-	-	-	487,118	555,500
YoY (%)	-	-	-	119.2	114.0
YoY difference	-	-	-	78,427	68,381
Net sales	634,280	583,203	408,691	208,451	241,200
YoY (%)	97.8	91.9	70.1	51.0	115.7
YoY difference	(14,334)	(51,077)	(174,511)	(200,239)	32,748
Gross profit	181,209	163,813	110,837	123,448	140,000
YoY (%)	99.1	90.4	67.7	111.4	113.4
YoY difference	(1,588)	(17,395)	(52,976)	12,611	16,551
Other net operating revenue	12,920	12,196	12,026	16,072	13,800
YoY (%)	99.4	94.4	98.6	133.6	85.9
YoY difference	(74)	(724)	(169)	4,045	(2,272)
Gross operating profit	194,129	176,009	122,863	139,521	153,800
YoY (%)	99.2	90.7	69.8	113.6	110.2
YoY difference	(1,663)	(18,119)	(53,146)	16,657	14,278
Operating income	18,323	6,255	(14,951)	2,863	6,000
YoY (%)	104.1	34.1	-	-	209.5
YoY difference	727	(12,067)	(21,207)	17,815	3,136
Recurring income	20,989	13,272	(1,627)	7,602	6,000
YoY (%)	111.6	63.2	-	-	78.9
YoY difference	2,178	(7,716)	(14,900)	9,230	(1,602)
Net income	22,354	(6,473)	(13,799)	10,158	6,300
YoY (%)	-	-	-	-	62.0
YoY difference	20,744	(28,828)	(7,325)	23,958	(3,858)
Gross profit margin (%)	28.57	28.09	27.12	59.22	58.04
YoY difference (%)	0.39	(0.48)	(0.97)	32.10	(1.18)
Gross operating profit margin (%)	30.61	30.18	30.06	66.93	63.76
YoY difference (%)	0.42	(0.43)	(0.12)	36.87	(3.17)
Operating profit margin (%)	2.9	1.1	(3.7)	1.4	2.5
YoY difference (%)	0.2	(1.8)	(4.7)	5.0	1.1
Recurring profit margin (%)	3.3	2.3	(0.4)	3.6	2.5
YoY difference (%)	0.4	(1.0)	(2.7)	4.0	(1.2)
Return on sales (%)	3.5	(1.1)	(3.4)	4.9	2.6
YoY difference (%)	3.3	(4.6)	(2.3)	8.2	(2.3)

*Net sales for the fiscal year ended March 31, 2022 or the fiscal year ending March 31, 2023 (forecast) reflect the adoption of the Accounting Standard for Revenue Recognition, etc., and each profit margin item and return on sales have been calculated based on net sales figures that reflect the adoption

(2) Financial Position

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Total assets	644,356	600,605	595,104	590,279	589,000
YoY (%)	98.3	93.2	99.1	99.2	99.8
YoY difference	(11,343)	(43,751)	(5,500)	(4,825)	(1,279)
Total net assets	229,310	207,495	181,350	185,357	191,000
YoY (%)	107.0	90.5	87.4	102.2	103.0
YoY difference	15,093	(21,815)	(26,144)	4,006	5,642
Return on assets (ROA) (%)	2.8	1.0	(2.5)	0.5	1.0
YoY difference (%)	0.2	(1.8)	(3.5)	3.0	0.5
Return on equity (ROE) (%)	10.1	(3.0)	(7.1)	5.6	3.3
YoY difference (%)	9.3	(13.0)	(4.1)	12.7	(2.3)
Shareholder's equity ratio (%)	35.6	34.5	30.5	31.4	32.4
YoY difference (%)	2.9	(1.0)	(4.1)	0.9	1.0

(3) Selling, General and Administrative Expenses

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Selling, general and administrative expenses	175,805	169,754	137,815	136,657	147,800
YoY (%)	98.7	96.6	81.2	99.2	108.2
YoY difference	(2,391)	(6,051)	(31,938)	(1,157)	11,142
Advertising expenses	8,467	8,403	5,040	3,831	5,200
YoY (%)	101.7	99.2	60.0	76.0	135.7
YoY difference	143	(64)	(3,362)	(1,209)	1,368
Point related expenses	10,134	8,924	7,047	0	0
YoY (%)	95.0	88.1	79.0	-	-
YoY difference	(536)	(1,209)	(1,877)	(7,047)	0
Personnel expenses	56,582	55,026	42,363	46,119	47,000
YoY (%)	95.0	97.3	77.0	108.9	101.9
YoY difference	(2,994)	(1,555)	(12,663)	3,755	880
Depreciation and amortization	10,487	11,075	10,172	11,316	11,300
YoY (%)	103.5	105.6	91.8	111.2	99.9
YoY difference	350	588	(903)	1,144	(16)
Lease payments	11,024	9,833	7,563	10,216	11,200
YoY (%)	92.0	89.2	76.9	135.1	109.6
YoY difference	(958)	(1,190)	(2,269)	2,652	983
Business consignment expenses	21,713	22,285	19,824	17,558	19,700
YoY (%)	107.0	102.6	89.0	88.6	112.2
YoY difference	1,419	571	(2,460)	(2,265)	2,141
Others	57,397	54,204	45,803	47,615	53,400
YoY (%)	100.3	94.4	84.5	104.0	112.1
YoY difference	184	(3,192)	(8,400)	1,812	5,784
SGA ratio (%)*	27.7	29.1	33.7	65.6	61.3
YoY difference (%)	0.2	1.4	4.6	31.8	(4.3)

*The SGA ratios for the fiscal year ended March 31, 2022 and the fiscal year ending March 31, 2023 (forecast) have been calculated based on net sales that reflect the adoption of the Accounting Standard for Revenue Recognition, etc.

(4) Others

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Capital investment	48,568	28,569	21,802	19,094	17,800
YoY (%)	215.8	58.8	76.3	87.6	93.2
YoY difference	26,057	(19,998)	(6,766)	(2,707)	(1,294)
Number of employees (regular employees)	4,837	4,538	4,440	4,331	4,252
YoY (%)	96.5	93.8	97.8	97.5	98.2
YoY difference	(173)	(299)	(98)	(109)	(79)
Number of employees (temporary employees)	5,279	4,669	4,363	4,025	3,551
YoY (%)	92.2	88.4	93.4	92.3	88.2
YoY difference	(445)	(610)	(306)	(338)	(474)

2. Net Sales (Gross Sales Are Shown for Both Results and Forecast)

(1) Net Sales by Store

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (Forecast)
Isetan Shinjuku Main Store	288,879	274,066	207,037	253,621	284,400
YoY (%)	105.4	94.9	75.5	122.5	112.1
YoY difference	14,730	(14,813)	(67,029)	46,583	30,778
Mitsukoshi Nihombashi Main Store	144,775	133,013	101,297	114,486	130,300
YoY (%)	93.2	91.9	76.2	113.0	113.8
YoY difference	(10,582)	(11,761)	(31,715)	13,189	15,813
Mitsukoshi Ginza Store	91,189	82,818	44,320	56,560	68,000
YoY (%)	103.8	90.8	53.5	127.6	120.2
YoY difference	3,327	(8,371)	(38,498)	12,240	11,439
Isetan Tachikawa Store	36,215	34,915	26,316	27,428	35,000
YoY (%)	101.1	96.4	75.4	104.2	127.6
YoY difference	379	(1,300)	(8,598)	1,112	7,571
Isetan Urawa Store	40,516	38,284	29,719	35,020	37,800
YoY (%)	100.3	94.5	77.6	117.8	107.9
YoY difference	127	(2,232)	(8,564)	5,301	2,779
Isetan Sagamihara Store *2	18,797	11,555	-	-	-
YoY (%)	96.3	61.5	-	-	-
YoY difference	(718)	(7,242)	-	-	-
Isetan Fuchu Store *2	13,906	8,549	-	-	-
YoY (%)	93.5	61.5	-	-	-
YoY difference	(963)	(5,356)	-	-	-
Total	634,280	583,203	408,691	487,118	555,500
YoY (%)	97.8※1	91.9	70.1	119.2	114.0
YoY difference	(14,334)※1	(51,077)	(174,511)	78,427	68,381

*1 YoY (%) and YoY difference for fiscal 2019 include the Matsudo Store, which closed in March 2018.

*2 Isetan Sagamihara Store and Isetan Fuchu Store terminated operations in September 2019.

(2) Net Sales by Month

(Millions of yen)

		April	May	June	July	August	September	First half total
Fiscal 2018	Store total	48,670	47,292	57,142	56,148	42,890	46,680	298,824
	YoY (%)	99.3	98.9	107.8	93.5	102.3	96.9	99.6
Fiscal 2019	Store total	47,202	46,464	55,675	53,976	45,759	59,982	309,061
	YoY (%)	97.0	98.2	97.4	96.1	106.7	128.5	103.4
Fiscal 2020	Store total	7,036	7,336	42,006	36,776	30,464	35,302	158,923
	YoY (%)	14.9	15.8	75.4	68.1	66.6	58.9	51.4
Fiscal 2021	Store total	33,399	22,723	44,278	41,844	27,987	35,902	206,135
	YoY (%)	474.6	309.7	105.4	113.8	91.9	101.7	129.7

		October	November	December	January	February	March	Second half total	Full-year total
Fiscal 2018	Store total	50,748	59,896	70,704	52,265	44,609	57,231	335,456	634,280
	YoY (%)	99.9	97.5	96.0	92.6	94.7	96.7	96.2	97.8
Fiscal 2019	Store total	38,584	53,097	63,973	47,456	36,330	34,699	274,141	583,203
	YoY (%)	76.0	88.6	90.5	90.8	81.4	60.6	81.7	91.9
Fiscal 2020	Store total	37,925	46,055	55,423	32,919	34,569	42,873	249,767	408,691
	YoY (%)	98.3	86.7	86.6	69.4	95.2	123.6	91.1	70.1
Fiscal 2021	Store total	40,916	51,994	62,631	41,807	36,028	47,604	280,983	487,118
	YoY (%)	107.9	112.9	113.0	127.0	104.2	111.0	112.5	119.2

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

(Millions of yen)

Fiscal 2021	Amount	Net Sales		Sales Composition		Gross Profit Margin	
		YoY(%)	YoY difference	Net sales by goods (%)	YoY difference (%)	Gross profit margin by goods (%)	YoY difference (%)
Sales of apparel	151,205	118.5	23,616	31.0	(0.2)	30.97	0.37
(Men's clothing)	48,848	116.5	6,901	10.0	(0.2)	32.52	0.66
(Women's clothing)	81,200	123.2	15,290	16.7	0.5	30.13	0.46
(Children's clothing)	12,347	104.6	539	2.5	(0.4)	28.75	(0.62)
(Formal wear and bedding)	8,808	111.2	886	1.8	(0.1)	33.11	(0.21)
Accessories	62,818	125.2	12,634	12.9	0.6	25.91	(0.31)
Sundry goods	118,832	129.0	26,683	24.4	1.8	27.05	(0.22)
(Cosmetics)	39,959	114.4	5,042	8.2	(0.3)	33.90	(0.02)
(Fine arts, jewelries, precious metals)	66,124	146.2	20,903	13.6	2.5	23.28	0.28
(Other sundry goods)	12,748	106.1	737	2.6	(0.3)	25.14	1.10
Household	16,529	109.9	1,490	3.4	(0.3)	28.55	(0.06)
Foods	116,433	111.0	11,574	23.9	(1.8)	24.10	(0.32)
Others	21,299	112.9	2,428	4.4	(0.2)	19.10	(0.03)
Total	487,118	119.2	78,427	100.0	-	27.12	(0.00)

(4) Net Sales by Category

(Millions of yen)

	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 (Forecast)
Cash sale	284,741	262,567	159,549	197,641
Composition (%)	44.9	45.0	39.0	40.6
YoY (%)	98.8	92.2	60.8	123.9
Credit sale	349,539	320,635	249,141	289,477
Composition (%)	55.1	55.0	61.0	59.4
YoY (%)	97.0	91.7	77.7	116.2
of which, sales of MICARD	302,237	275,424	203,289	242,090
Composition (%)	47.7	47.2	49.7	49.7
YoY (%)	95.1	91.1	73.8	119.1
Total	634,280	583,203	408,691	487,118
Composition (%)	100.0	100.0	100.0	100.0
YoY (%)	97.8	91.9	70.1	119.2

(5) Duty Free Sales

(Millions of yen)

Fiscal 2021	Duty Free Sales			Share of Sales	
	Results	YoY (%)	YoY difference	Sales share (%)*	YoY difference (%)
Isetan Shinjuku Main Store	7,025	183.6	3,198	2.8	0.9
Mitsukoshi Nihombashi Main	771	228.9	434	0.7	0.3
Mitsukoshi Ginza Store	769	167.8	311	1.4	0.3
Others	84	205.7	43	0.1	0.1
Total of Isetan Mitsukoshi Ltd.	8,651	185.5	3,987	1.8	0.6

* Sales share represents composition ratio of duty free sales against total sales of each store.

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

(Millions of yen)

Fiscal 2021	Duty Free Sales			Share of Sales	
	Results	YoY (%)	YoY difference	Sales share (%)	YoY difference (%)
Sapporo Marui Mitsukoshi Lt	27	153.0	9	0.1	0.0
Nagoya Mitsukoshi Ltd.	269	126.4	56	0.5	0.1
Iwataya Mitsukoshi Ltd.	162	106.4	9	0.2	(0.0)
Others	73	154.3	25	0.1	0.0
Total domestic regional department store	532	123.5	101	0.2	0.0

(Millions of yen)

Fiscal 2021	Duty Free Sales			Share of Sales	
	Results	YoY (%)	YoY difference	Sales share (%)	YoY difference (%)
Total domestic department store	9,183	180.2	4,088	1.1	0.4