# Financial Results FY2009

09 April 2010



Takashimaya Osaka store



Statements contained herein regarding cost and revenue projections reflect our judgment based on information currently available, and involve a number of risks and uncertainties. It should be noted that actual results could differ materially from the cost and revenue projections stated herein due to a variety of factors.

Significant factors that could affect actual performance include but are not limited to the economic environment surrounding the department store industry, market trends, and exchange rate fluctuations.

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# I. Results for FY2009 (the fiscal year ended February 28, 2010)

						Yen	in Millio
	1 H	YoY	2 H	YoY	Full-year	YoY	Change from Projection
Operating		- 12.2%		- 8.0%		- 10.1%	+ 0.2%
Revenue	428,864	- 59,352	448,898	- 39,001	877,762	- 98,354	+ 1,762
SG&A		- 6.2%	126.064	- 7.1%		- 6.6%	- 0.1%
expenses	127,553	- 8,383	126,964	- 9,704	254,517	- 18,088	- 183
Operating	E 212	- 63.0%	0.015	- 23.4%	13,428	- 45.9%	- 10.5%
Income	5,213	- 8,875	8,215	- 2,507		- 11,382	- 1,572
Ordinary	7 244	- 55.2%		- 19.4%		- 40.1%	- 1.4%
Income	7,244	- 8,943	9,520	- 2,296	16,764	- 11,239	- 236
	- 65.0% ome 3,073 - 5,715	4.626	+ 56.5%	7 700	- 34.4%	+ 2.8%	
Net Income		- 5,715	4,636	+ 1,674	7,709	- 4,041	+ 209

See Page 2 for Performance by Individual Companies

# **Operating Revenue**

# Compared to Projection:

Exceeded the projection by 1.8 billion yen, as the achievement of department stores in Japan, which exceeded the projection by 2.3 billion yen, offset the underperformance of subsidiaries.

## Operating Income

#### Compared to Projection:

Down 1.6 billion yen as a result of the underperformance of subsidiaries including Takashimaya Space Create Co., Ltd. (down 800 million yen), Toshin Development Co., Ltd. (down 400 million yen), Takashimaya Credit Co., Ltd. (down 400 million yen), despite the achievement of department stores in Japan, which exceeded projections by 200 million yen.

# Ordinary Income

Compared to Projection:

Improved significantly, to 200 million yen under the projected amount due to revenue from gift certificates outstanding (up 200 million yen) etc. as a result of the increased issuance of department store gift certificates. (eco points)

# Net Income

Compared to Projection:

Exceeded the projection by 200 million yen thanks to a gain on the sale of fixed assets (up 600 million yen) and a loss on retirement of fixed assets (down 500 million yen), despite the increase in the extra retirement bonus. (up 900 million yen)

# Performance by Individual Companies (Full-year)

Companies	Operating Revenue	YoY	Change from Projection	Operating Income	YoY	Change from Projection
Takashimaya Co., Ltd. & Domestic Department store	765,566	- 10.2%	+ 0.3%	3,443	- 72.9%	+ 7.6%
subsidiaries	,05,500	- 87,054	+ 2,266	5,445	- 9,252	+ 243
Takashimaya	22 027	- 13.9%	- 1.1%	2.015	- 5.7%	- 2.0%
Singapore Ltd.	33,837	- 5,481	- 364	2,815	- 171	- 58
Toshin Development	24 425	- 0.8%	- 1.2%	C 272	- 6.3%	- 6.3%
Co., Ltd	34,435	- 266	- 406	6,372	- 425	- 425
Takashimaya	45.047	+ 0.8%	- 1.2%	1.615	+ 5.1%	- 20.5%
Credit Co., Ltd.	15,247	+ 123	- 190	1,615	+ 79	- 416
Takashimaya	20,009	- 16.0%	- 3.9%	523		
Space Create Co., Ltd.	20,908	- 3,983	- 852	525	- 525	- 791
Others and aliminations	7 700	- 17.9%		204		
Others and eliminations	7,769	- 1,693	+ 1,308	294	- 1,088	- 125
Consolidated	077 760	- 10.1%	+ 0.2%	12 420	- 45.9%	- 10.5%
Consolidated	877,762	- 98,354	+ 1,762	13,428	- 11,382	- 1,572

## Takashimaya Co., Ltd. & Domestic department store subsidiaries

#### Compared to Projection:

Achieved the projections in both operating revenue and income due to marketing measures and the more modest sales decrease in the second half of FY2009

# Takashimaya Singapore Ltd.

# Compared to Projection:

Cost-cutting measures could not offset the influence of the more intense competition, etc. As a result, neither operating revenue nor income achieved projections, either on a local currency or on a Japanese yen basis.

## Toshin Development Co., Ltd.

#### Compared to Projection:

Despite the cost-cutting initiatives, neither operating revenue nor income achieved the projections, as they were severely influenced by the underperformance of operating revenue, attributable to the decline in percentage rent, etc.

### Takashimaya Credit Co., Ltd.

## Compared to Projection:

Both operating revenue and income fell below projections due to lower fee and commission income (down 200 million yen) and an increased allowance for doubtful accounts (up 300 million yen) in light of the weaker economy.

# Takashimaya Space Create Co., Ltd.

# Compared to Projection:

Largely influenced by sub-par sales attributable to tougher competition, both operating revenue and income fell below projections despite cost-cutting efforts focused on fixed costs.(down 100 million yen)

# Non-consolidated performance

	1 H	YoY	2 H	YoY	Full-year	YoY	Change from Projection	
Operating	erating - 11.8% - 8.4%			- 10.1%	+ 0.3%			
Revenue	345,695	- 46,189	360,722	- 33,220	706,417	- 79,408	+ 2,417	
Gross Margin	26.41%	- 0.54	26.07%	- 0.45	26.24%	- 0.49	+ 0.00	
SG&A	04.605	- 7.6%	04.010	- 7.9%	100 445	- 7.8%	- 0.1%	
expenses	94,605	- 7,823	94,810	- 8,149	189,415	- 15,972	- 185	
Operating	246	- 95.0%	2.000	- 44.7%		2 2 4 2	- 73.4%	+ 10.8%
Income	346	- 6,530	2,866	- 2,319	3,212	- 8,850	+ 312	
Ordinary	1 900	- 79.2%	2 002	- 39.7%	4 692	- 65.2%	+ 20.1%	
Income	1,800	- 6,859	2,882	- 1,898	4,682	- 8,756	+ 782	
Not Incomo	620	- 87.2%	070		1 500	- 55.1%	+ 297.5%	
Net Income	620	- 4,229	970	+ 2,277	1,590	- 1,951	+ 1,190	

# Operating revenue

- Compared to FY2008: Down 79.4 billion yen due to economic recession and changes in consumption structure.
- Compared to Projection: Exceeded projections by 2.4 billion yen as a result of the successful outcome of marketing measures, despite being in a severe consumer environment.

## Operating income

- Compared to FY2008: Down 8.9 billion yen as the cost-cutting efforts (down 16 billion yen) by structural reforms, etc. were not sufficient to offset the influence of the decline in operating revenue and the gross profit margin. (down 0.49%)
- Compared to Projection: Exceeded the projections by 300 million yen as operating revenue and SG&A expenses reduction (down 200 million yen) exceeded their targets.

#### Ordinary income

Compared to FY2008: Down 8.8 billion yen given the large decline in operating income (down 8.9 billion yen), despite the increased revenue from gift certificates outstanding. (up 200 million yen)
 Compared to Projection: Exceeded the projections by 800 million yen due to the increased revenue from gift certificates outstanding, and other factors.

#### Net income

Compared to FY2008: Down 2 billion yen with a large decline in ordinary income (down 8.8 billion yen), despite the year-on-year decrease in the write-downs of securities (down 3.2 billion yen), loss on retirement of fixed assets (1 billion yen), income taxes due to income decline (down 2.3 billion yen), and other factors.

Compared to Projection: Exceeded the projections by 1.2 billion yen given a gain on the sale of fixed assets (up 600 million yen), decrease in the loss on retirement of fixed assets (down 600 million yen), and other factors.

# Non-Consolidated SG&A Expenses

Change from Projectio	Projection	YoY	FY2008	FY2009	
- 0.29	70,900	- 8.7%	77,454	70,732	Personnel-related
- 168	70,500	- 6,722	- 6,722	70,752	expenses
	(700)		(E4)	(808)	Conoral officire expenses
- 108	(700)	- 754	(54)	(808)	General affairs expenses
+ 0.2%	24,200	- 17.1%	29,245	24,255	Advertising evenence
+ 55		- 4,990			Advertising expenses
+ 0.2%	61,700	- 4.4%	64 702	(1.027	Transport expenses
+ 137		- 2,865	64,702	61,837	and other
- 0.39	22 500	- 1.9%			Accounting-related
- 10	33,500	- 641	34,039	33,399	expenses
- 0.19	100 600	- 7.8%		100 415	Tabal
- 185	189,600	- 15,972	205,387	189,415	Total

## Personnel-related expenses

Compared to FY2008: Down 6.7 billion yen in total; standard salaries & bonuses (down 4.4 billion yen), welfare program expenses (down 1.1 billion yen), salary for temporary workers (down 900 million yen), etc. owing to the decrease in the number of personnel (approx. 900 personnel).

Compared to Projection: Achieved projections as a result of successful reductions, mainly in standard salaries & bonuses

#### Advertising expenses

Compared to FY2008: Down 5 billion yen as a result of the reduction in general promotional expenses (down 3.7 billion yen) and the decline in points expenses (down 1.3 billion yen).

Compared to Projection: Both general promotional expenses and points expenses are in line with projections.

#### Transport expenses and other

Compared to FY2008: Down 2.9 billion yen as a result of reductions in fees and commissions (down 1.3 billion yen), utility expenses (down 700 million yen), transport expenses (down 500 million yen), supplies expenses (down 300 million yen), etc., although operating costs increased 300 million yen given changes in the system for operating selling spaces that respond to the decrease in the number of personnel.

Compared to Projection: Almost in line with projections

#### Accounting-related expenses

Compared to FY2008: Down 600 million yen as a result of the reduction in land rent (down 500 million yen) and the decrease in taxes and public charges (down 100 million yen).

# II. Projections for FY2010 (fiscal year ending February 28, 2011)1. Numerical targets

# Consolidated Cost and Revenue Projections

	4.11		<b>F</b> U	
	1 H	ΥοΥ	Full-year	YoY
	412.000	- 3.9%	0.46 500	- 3
Operating Revenue	412,000	- 16,864	846,500	- 31,2
CC <sup>®</sup> A expenses	121 500	- 4.7%	242 500	- 4
SG&A expenses	121,500	- 6,053	242,500	- 12,0
Onersting Income	F F00	+ 5.5%	15.000	+ 11.
Operating Income	5,500	+ 287	15,000	+ 1,5
Ordinary Income	6 500	- 10.3%	17.000	+ 1.4
Ordinary Income	6,500	- 744	17,000	+ 2
Net Income	3,300	+ 7.4%	8,000	+ 3.8
	3,300	+ 227	8,000	+ 2

## Operating revenue

Department stores in Japan expect to record a fall of 32.2 billion yen, taking proactive marketing measures (see Pages 8-10 for details) designed to reduce the percentage decrease in the severe consumer environment where the downward trend in sales is expected to continue. In contrast, subsidiaries expect to achieve a decrease of 31.3 billion yen on a consolidated basis, planning increased operating revenue of 900 million yen, at Takashimaya Singapore Ltd. (up 1.9 billion yen), Takashimaya Credit Co., Ltd. (up 800 million yen) and Toshin Development Co., Ltd. (up 600 million yen).

#### SG&A expenses

Cost-cutting of 12 billion yen is planned, especially in personnel-related expenses and operation costs through the development of efficient store operating system (see Page 11 for details) and fundamental cost reforms at Takashimaya Space Create Co., Ltd.

#### Operating income

An increase of 1.6 billion yen is expected by offsetting the decline in gross profit attributable to lower operating income with cost-cutting measures as part of group reforms, etc.

#### Ordinary income

An increase of 200 million yen is anticipated from the rise in operating income (up 1.6 billion yen), the decrease in the revenue from gift certificates outstanding (down 200 million yen) and the increase in interest expense (up 500 million yen).

#### Net income

An increase of 300 million yen is expected from the increase in ordinary income (up 200 million yen) and decrease in inventory write-downs (down 1 billion yen), as well as the decrease in the gain on sale of fixed assets (down 700 million yen) and the reversal of the allowance for the loss on disposal of buildings and structures (down 200 million yen).

Companies	Operating Revenue	YoY	Operating Income	YoY
Takashimaya Co., Ltd. &		- 4.2%		+ 82.1%
Domestic Department store subsidiaries	733,394	- 32,172	6,271	+ 2,827
Takashimaya	25 770	+ 5.7%	2 150	+ 11.9%
Singapore Ltd.	35,779	+ 1,942	3,150	+ 335
Toshin Development		+ 1.8%	7 000	+ 9.9%
Co., Ltd	35,050	+ 615	7,000	+ 628
Takashimaya	16,000	+ 4.9%	1 750	+ 8.4%
Credit Co., Ltd.	16,000	+ 753	1,750	+ 135
Takashimaya	20,000	- 4.3%	320	
Space Create Co., Ltd.	20,000	- 908	320	+ 843
Others and eliminations	6,277		(3,491)	
others and climinations	0,277	- 1,492	(3,491)	- 3,197
Consolidated	846,500	- 3.6%	15,000	+ 11.7%
consolidated	840,500	- 31,262	15,000	+ 1,572

## Takashimaya Co., Ltd. & Domestic department store subsidiaries

Operating revenue is expected to decrease 32.2 billion yen given the downward sales trend (down 6.6%, decrease by about 50 billion yen), coupled with the effect of expanding the sales area of the Osaka store (up 12 billion yen) and other marketing measures. In contrast, operating income is likely to nearly double (up 2.8 billion yen) as a result of cost-cutting measures (down 12.3 billion yen).

## Takashimaya Singapore Ltd.

Both operating revenue and operating income are expected to rise by 1.9 billion yen and 300 million yen, respectively, by increasing sales through additional enhancements to the merchandise selection aimed at communicating Takashimaya's identity and through stepped-up marketing activities, such as joint initiatives with clients in sending out direct mail and advertising tie-ups.

# Toshin Development Co., Ltd.

Operating income is expected to climb (up 600 million yen), given an anticipated rise in operating revenue (up 600 million yen) from opening the restaurant floor in Osaka Store and events for the 40th anniversary of the opening of Tamagawa Takashimaya Shopping Center.

## Takashimaya Credit Co., Ltd.

Both operating revenue and operating income are expected to increase – by 700 million yen and 100 million yen, respectively – as the cost increase arising out of the revision of the Moneylending Control Act (up 500 million yen) is offset with the increase in revolving charge (up 400 million yen) and card handling fees (up 200 million yen).

## Takashimaya Space Create Co., Ltd.

Expects to move into the black with fundamental cost reforms focused on a reduction in costs and fixed costs (down 900 million yen)

# Non-Consolidated Cost and Revenue Projections

•			Ten	in Million
	1 H	YoY	Full-year	YoY
Onersting Devenue	220,000	- 4.8%		- 4.2%
Operating Revenue	329,000	- 16,695	676,500	- 29,917
Gross Margin	26.25%	- 0.16	26.15%	- 0.09
	00.027	- 6.1%	177 014	- 6.1%
SG&A expenses	88,837	- 5,768	177,814	- 11,601
Operating Income	1,000	+ 189.0%	6,000	+ 86.8%
Operating income	1,000	+ 654	0,000	+ 2,787
Ordinary Income	3,000	+ 66.7%	7,500	+ 60.2%
ordinary income	3,000	+ 1,200	7,500	+ 2,817
Net Income	1,500	+ 141.9%	2,500	+ 57.1%
Net meome	1,500	+ 880	2,500	+ 909

## Operating revenue

A decline of 29.9 billion yen year on year projected based on the downward sales trend (down 6.6%, a decrease of about 46 billion yen), coupled with the effect of expanding the sales area of the Osaka store (up 12 billion yen) and other marketing measures.

#### Gross profit margin

On a par with the previous fiscal year (down 0.09%) projected by focusing on sales of merchandise with a high gross profit margin through the marketing measures described below, although the upward trend in the share of merchandise with low gross margins is expected to continue.

#### SG&A expenses

A reduction of 11.6 billion yen projected mainly in personnel-related expenses (down 7.8 billion yen) and transport expenses and other (down 2 billion yen) by pushing forward with Group reforms, including the development of an efficient store operating system and the integration of functional subsidiaries.

## Operating income

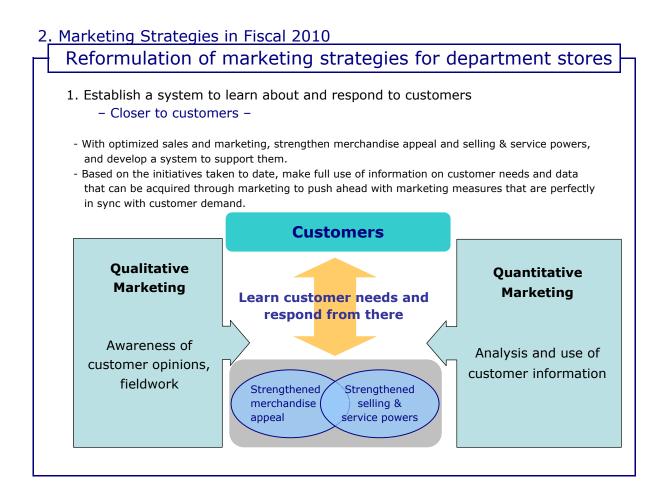
A near doubling of operating income (up 2.8 billion yen) projected by offsetting the decrease in gross profit attributable to lower operating revenue with cost-cutting measures as part of structural reforms, etc.

#### Ordinary income

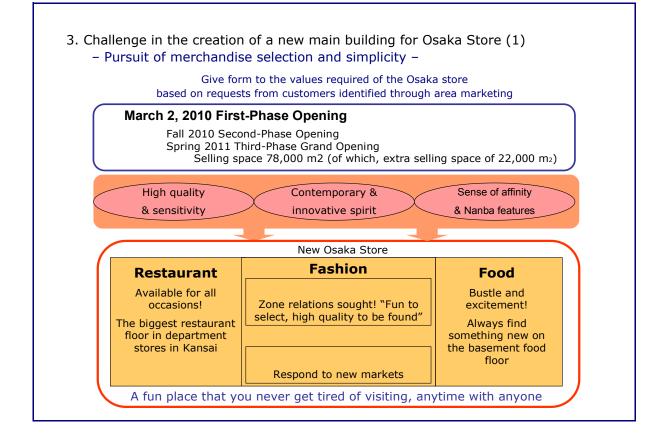
An increase of 2.8 billion yen projected given an increase in operating income.

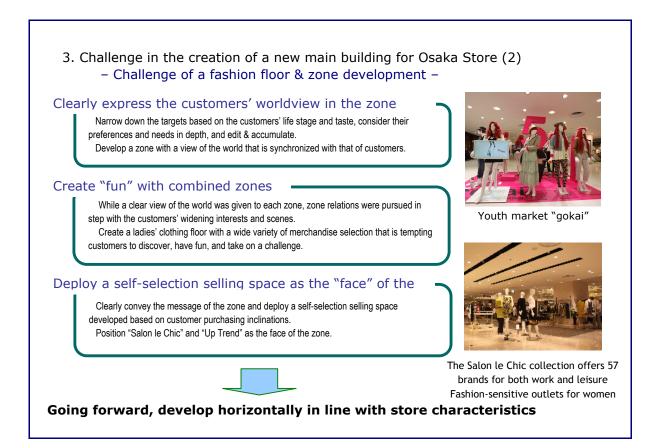
#### Net income

An increase of 900 million yen projected thanks to a rise in ordinary income, which should offset the decrease in the gain on sale of fixed assets (down 700 million yen) and a reversal of the allowance for a loss on disposal of buildings and structures (down 200 million yen) of the previous fiscal year.



<ul> <li>2. Drive forward community-based marketing strategies</li> <li>Drive forward community-based marketing strategies that enhance all 18 stores</li> <li>Drive forward common measures that exploit the Takashimaya's endower to support the marketing activities of each store.</li> </ul>	e the presence in the areas of
Community-based marketing strategies	
Offer merchandise selection that is perfectly in sync with the needs of local customers Strengthen marketing activities to deepen ties with local customers Enhance community-based marketing strategies through capital alliances with local companies	Common measures Enhance the merchandise purchasing capability Renovate the VOICE FILE of common merchandise policies Push ahead with the measure to acquire new customers





# 4. Move forward with common measures to acquire new customers. Take common measures using new channels of promotion to attract new customers -

# Introduce mobile site & email publication

In March 2010, we started to use mobile site & email publication as new media to send out

information in a timely and on-demand manner.

Aim to acquire customers from the mobile generation.

## Harness the cross-media business

Inaugurated the Cross Media Division (September 2009) to organically harness each sales channel (catalog, TV, Internet). As a first step, three websites were integrated at the end of March. Plan to link them with real stores (department stores) and collaborate with other companies.

# Drive collaboration between companies

Run joint promotions in collaboration with companies from different industries and between Group companies.

(NTT DoCoMo Premium Club "Happy Campaign" in April, and "Times Square Festival," a promotional campaign where corporate tenants such as UNIQLO and Yuzawaya collaborate with Takashimaya at Shinjuku Takashimaya Shopping Center)

# 3. FY2010 Cost Reforms

# Non-consolidated SG&A Expense Projections

	1 H	ΥοΥ	Full-year	YoY
Personnel-related	24 520	- 12.0%	(2.0.42)	- 11.0%
expenses	31,528	- 4,305	62,942	- 7,790
		- 2.2%	(774)	- 4.7%
General affairs expenses	(355)	+ 8	(771)	+ 37
	11.224	- 4.6%	22 671	- 2.4%
Advertising expenses	11,224	- 545	23,671	- 584
Transport expenses	20 540	+ 0.1%	50.000	- 3.2%
and other	30,549	+ 43	59,880	- 1,957
Accounting-related	15 001	- 5.7%	22.000	- 3.9%
expenses	15,891	- 967	32,090	- 1,309
Tabal	00.027	- 6.1%	177 014	- 6.1%
Total	88,837	- 5,768	177,814	- 11,601

# Cost-cutting of 11.6 billion yen is planned with a focus on the following:

# Personnel-related expenses

Down 7.8 billion yen; decrease in salaries & bonuses (down 6.4 billion yen) and welfare program expenses (down 600 million yen) with the decline in the number of personnel, decrease in retirement benefit expenses (down 600 million yen) with fewer retiring personnel, etc.

## Advertising expenses

Down 600 million yen, mainly from the decrease in event expenses (down 400 million yen).

# Transport expenses and other

Down 2 billion yen from the decrease in expenses for sales fluctuations, such as operating costs arising out of the integration of functional subsidiaries, etc. (down 1.2 billion yen), fees and commissions due to the fall in card/ gift certificate handling fees (down 900 million yen), shipping costs (down 400 million yen) and supplies expenses (down 300 million yen), despite the increase in depreciation and amortization from the effect of expanding the sales area of the Osaka Store (up 1 billion yen).

#### Accounting-related expenses

Down 1.3 billion yen with the reduction in land rent (down 900 million yen) as a result of negotiations to revise the rent, and in the decrease in taxes and public charges. (down 400 million yen)

Shinjuku Store structural reforms
<ul> <li>(1) Cost reforms (down 3.2 billion yen from FY2009)</li> <li>Fundamentally review the cost structure, particularly for Personnel-related expenses and Transport and other expenses, to strengthen the profit foundations.</li> </ul>
Personnel-related expenses <down 2.1="" billion="" yen=""></down>
Transport expenses and other <down 400="" million="" yen=""></down>
Accounting-related expenses, Advertising expenses, depreciation and amortization, etc. <down 700="" million="" yen=""></down>
(2) Marketing reforms
Harness the Toshin Development's expertise of managing tenants
Increase the number of store buyers and strengthen the cooperative structure between buyers and sales managers.

# Tachikawa Store structural reforms

(1) Cost reforms (Down 700 million yen from FY2009)
 Develop a new low-cost store operating model

 (Going forward, horizontally develop in accordance with store characteristics.)

Personnel-related expenses <Down 400 million yen>

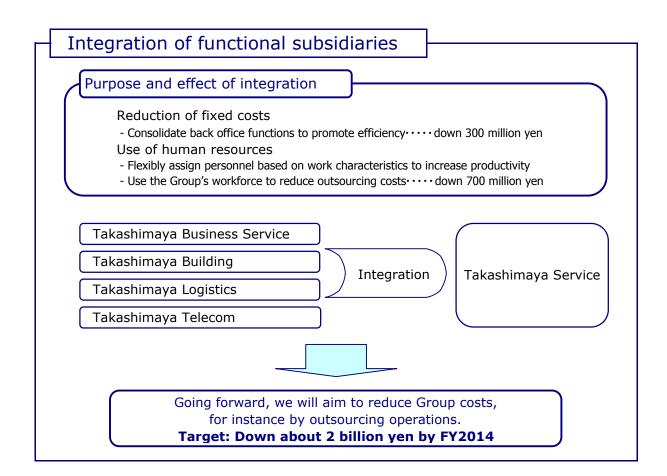
Transport expenses and other <Down 100 million yen>

Accounting-related expenses, Advertising expenses, depreciation and amortization, etc. <Down 200 million yen>

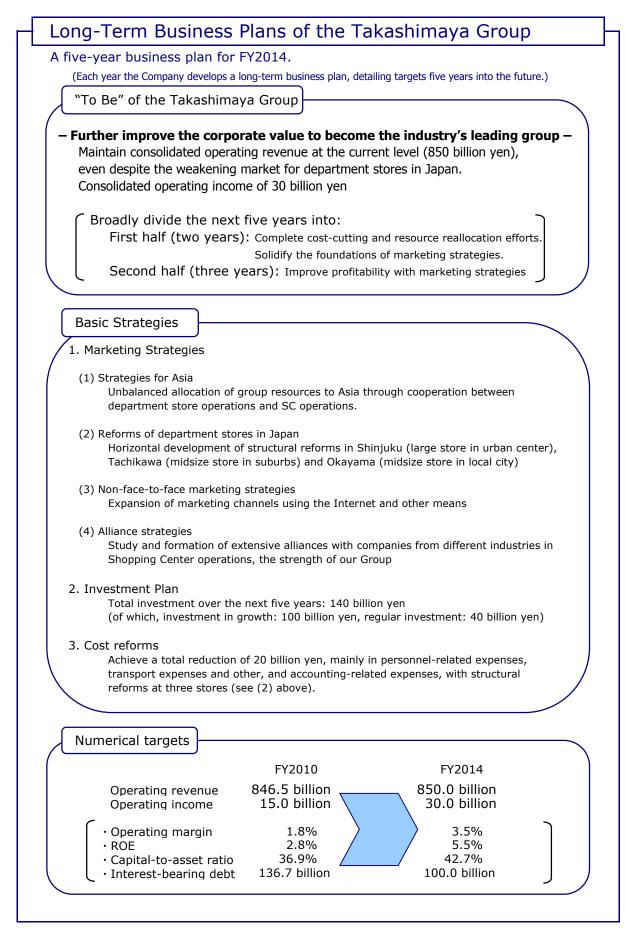
# (2) Marketing reforms

Cooperative operation with clients

Use of the expertise of managing tenants



# III. Growth Strategy



# Strategies for Shanghai & Asia

Decided to open a new store in Shanghai City in China, where there is enormous potential for growth. Plan to open the new store in fall of 2012.

The basic concept is a department store that provides a full lineup of quality products and services.

Outline of shop opening plan Date of opening: Fall of 2012 Total investment: about 4 billion yen Selling space: about 40,000 m<sub>2</sub> (one floor underground and seven floors above ground)



Conceptualized drawing on completion

Use the managerial resources and expertise of Takashimaya Singapore and Toshin Development as in the case with Shanghai Takashimaya to open more department stores and develop shopping centers in Asian markets centering on China, with a concerted effort by the Group.

# Tokyo Store redevelopment plan

Undertaking a large-scale redevelopment project that covers several streets in collaboration with landholders in the areas surrounding the historical Tokyo Store building (designated as a nationally important cultural property in June 2009), the revitalization of which is among the goals of the project.

Build a new urban-type department store as the core of an appealing commercial complex that combines the commercial, office and rooftop garden functions to be developed in an area of four city blocks (about 1.7 ha), including Tokyo Store.

Taking advantage of being the urban redevelopment project, aim to expand the sales space  $(50,000 \text{ m}_2 \text{ to } 62,000 \text{ m}_2)$ using the real estate held by Takashimaya. Keep the total investment, including the renewal and functions upgrade of the main building, at around 15 billion yen to increase investment efficiency.

Planned opening FY2017

Investment

15 billion yen



# IV. Environmental Management

