

# PARCO CO., LTD.

# Investor Presentation FY2007 Results

(March 1, 2007 - February 29, 2008)

PARCO

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# **Presentation Contents**

- 1. Overview of FY2007 results and FY2008 forecasts
- 2. Overview of sales and key topics in FY2007
- 3. Five-year medium-term management plan: Developments planned for FY2008

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1. Overview of FY2007 results and FY2008 forecasts

# FY2007 Consolidated results

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Record operating income, ordinary income and net income, with net sales and income both up from previous year

Unit: Million yen

|                  | FY2007  | FY2006  | Change ¥ | Change % | Forecast amounts |
|------------------|---------|---------|----------|----------|------------------|
| Net sales        | 286,788 | 266,645 | 20,143   | 7.6%     | 292,000          |
| Operating income | 10,090  | 9,756   | 334      | 3.4%     | 10,000           |
| Ordinary income  | 9,973   | 9,594   | 378      | 3.9%     | 9,900            |
| Net income       | 5,167   | 4,503   | 664      | 14.8%    | 4,600            |

|                                    | End of FY2007 | End of FY2006 | Change ¥ | Change % |
|------------------------------------|---------------|---------------|----------|----------|
| Total assets                       | 189,989       | 182,553       | 7,435    | 4.1%     |
| Net assets                         | 73,981        | 70,777        | 3,204    | 4.5%     |
| Interest-bearing debt              | 33,065        | 34,863        | (1,798)  | (5.2%)   |
| Equity ratio                       | 38.9%         | 38.7%         |          |          |
| Market price-based equity ratio    | 55.5%         | 65.0%         |          |          |
| Debt service coverage ratio: years | 2.6           | 3.4           |          |          |
| Interest coverage ratio: times     | 21.0          | 16.5          |          |          |

# FY2007 Consolidated results by segment

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#### Shopping Complex Business, Space Engineering Business achieved growth

Init: Million ve

#### Shopping Complex Business

Strong performance, driven by the opening of Shizuoka PARCO and Urawa PARCO, and active zone renovation with the introduction of new themes, putting renovated zones into action quickly in accordance with expansions in sales plans, and strengthening customer service using PARCO Card at existing stores

#### **Retail Business**

New and existing stores of NEUVE A CO., LTD. continued to perform well, with sales at wristwatch store TiCTAC exceeding targets for 36 consecutive months. Proceeded with active expansion plans, with total stores up 14 from previous fiscal year to 122

# Space Engineering and Management Business

PARCO SPACE SYSTEMS CO., LTD. achieved growth due to orders for construction work relating to the opening of Shizuoka PARCO and Urawa PARCO and for renovation at existing PARCO stores, as well as orders for construction work from commercial facilities such as department stores and retail stores, including from Northport Mall

#### Other Business

PARCO CITY CO., LTD. opened the online shopping mall PARCO-CITY in April 2007. Ran a loss in first year with sales below targets, but as number of participating stores increase, visitors are also increasing

| Unit: Million yen                         |                       |         |         |        |
|---|-----------------------|---------|---------|--------|
|   |                       | FY2007  | FY2006  | Change |
| Shopping                                  | Net sales             | 266,263 | 248,725 | 17,537 |
| Complex<br>Business                       | Operating income      | 9,085   | 8,698   | 387    |
|   | Net sales             | 17,097  | 16,718  | 379    |
| Retail Business                           | Operating income      | 496     | 495     | 1      |
| Space                                     | Net sales             | 26,365  | 22,754  | 3,610  |
| Engineering and<br>Management<br>Business | Operating income      | 695     | 535     | 159    |
|   | Net sales             | 2,330   | 2,449   | (119)  |
| Other Business                            | Operating income/loss | (118)   | 65      | (184)  |
|   | Net sales             | 312,056 | 290,648 | 21,408 |
| Subtotal                                  | Operating income      | 10,158  | 9,794   | 363    |
|   | Net sales             | 22,774  | 21,994  | (779)  |
| Eliminations or<br>corporate              | Operating income      | 67      | 38      | (29)   |
|   | Net sales             | 289,281 | 268,653 | 20,628 |
| Total                                     | Operating income      | 10,090  | 9,756   | 334    |

Note: Figures for net sales by segment include operating revenue.

# **FY2007 Non-consolidated results**

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Record operating income, ordinary income and net income, with net sales and income both up from previous year in non-consolidated also

Unit: Million yen

|                  | FY2007  | FY2006  | Change ¥ | Change % | Forecast amounts |
|------------------|---------|---------|----------|----------|------------------|
| Net sales        | 263,525 | 246,439 | 17,086   | 6.9%     | 269,600          |
| Operating income | 9,087   | 8,755   | 331      | 3.8%     | 8,800            |
| Ordinary income  | 8,974   | 8,481   | 493      | 5.8%     | 8,700            |
| Net income       | 4,841   | 3,633   | 1,208    | 33.3%    | 4,000            |

|                       | End of FY2007 | End of FY2006 | Change ¥ | Change % |
|-----------------------|---------------|---------------|----------|----------|
| Total assets          | 182,257       | 173,796       | 8,460    | 4.9%     |
| Net assets            | 73,652        | 70,662        | 2,989    | 4.2%     |
| Interest-bearing debt | 33,925        | 35,563        | (1,638)  | (4.6%)   |
| Equity ratio          | 40.4%         | 40.7%         |          |          |

# FY2008 Forecasts and dividends

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Increased revenue forecast for both consolidated and non-consolidated, with contributions expected from new stores

Unit: Million yen

|                  |                  | FY2008<br>(ending Feb. 2009)<br>forecasts | FY2007<br>(ended Feb. 2008)<br>results | Change ¥ | Change % |
|------------------|------------------|---|--|----------|----------|
|                  | Net sales        | 306,500                                   | 286,788                                | 19,711   | 6.9%     |
| Consolidated     | Operating income | 10,300                                    | 10,090                                 | 209      | 2.1%     |
| lidated          | Ordinary income  | 10,000                                    | 9,973                                  | 26       | 0.3%     |
| <u>u</u>         | Net income       | 5,000                                     | 5,167                                  | (167)    | (3.2%)   |
|                  |                  |   |  |          |          |
| Z                | Net sales        | 284,500                                   | 263,525                                | 20,974   | 8.0%     |
| on-con           | Operating income | 9,400                                     | 9,087                                  | 312      | 3.4%     |
| Non-consolidated | Ordinary income  | 9,450                                     | 8,974                                  | 475      | 5.3%     |
| ted              | Net income       | 4,850                                     | 4,841                                  | 8        | 0.2%     |

#### Dividends

FY2007: Decided to increase year-end dividend by ¥1 to ¥8, meaning an annual dividend of ¥15, up ¥2 FY2008: Plan to increase dividends for fifth consecutive year, with total annual dividend up ¥1 to ¥16 (with an interim dividend of ¥8)

#### FY2007/2008 Selling, general and administrative expenses; capital expenditure Selling, general and administrative expenses Capital expenditure Unit: Billion yen Unit: Million yen Consolidated Consolidated Amount Change ¥ Change % Amount Change ¥ Change % 10.1 2.6 36.0% Personnel 9,562 842 9.7% 9733 1,310 15.6% Capex 15.1 5.0 49.5% 4,256 324 8.2% Advertising 6,362 904 16.6% Agency services Depreciation 4,585 701 18.1% Total SG&A 33,992 3,563 11.7% Depreciation 5,781 1,196 26.1% Total SG&A 37,241 3,248 9.6% Non-consolidated Amount | Change ¥ | Change % Non-consolidated Amount Change ¥ Change % FY2007 result Capex 30.3% 9.0 2.1 4,861 11.4% 496 Personnel Lease/rental 8,789 1,133 14.8% FY2008 forecast Capex 14.6 61.3% 5.5 3,966 347 9.6% Agency servic 7,113 883 14.2% Depreciation 4,267 616 16.9% Total SG&A 25,920 2,851 12.4% 27.9% Depreciation FY2008 forecasts Total SG&A 28,608 2,687 10.4%

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2. Overview of sales and key topics in FY2007

# FY2007 Tenant sales by store

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# Year-on-year growth at 8 stores, driven by flagship stores

Quickly disseminated to all stores information such as the very latest product trends at our urban center stores, which are very sensitive to the latest trends. Enhanced the scale of our sales plans through collaboration with other companies such as tenant companies, media organizations and major manufacturers, in line with market changes. Also specifically focused on strengthening sales plans using PARCO Card, such as through special invitation sales for PARCO Card holders These initiatives and our renovations were successful at flagship stores, with Ikebukuro PARCO, Nagoya PARCO and Hiroshima PARCO performing well
At Kanto region stores and regional stores, Otsu PARCO, Shin-Tokorozawa PARCO and Tsudanuma

At Kanto region stores and regional stores, Otsu PARCO, Shin-Tokorozawa PARCO and Tsudanuma PARCO performed strongly, through strengthening ability to meet market needs by revamping floor concepts and tenant composition

Atsugi PARCO closed on February 24, 2008 Shibuya PARCO Part 2 temporarily suspended its business operations on December 31, 2007 to carry out earthquake retrofitting work

"Existing stores" does not include figures for Shizuoka PARCO (opened on March 15, 2007), Urawa PARCO (opened on October 10, 2007), or Gifu PARCO (closed on August 20, 2006)

# Unit: Million yen

|                    |                       |                        | FY2007  |         |
|--------------------|-----------------------|------------------------|---------|---------|
|                    |                       | Trend Net sales Change |         |         |
|                    | Ikebukuro             | <b>T</b>               | 34,788  | 2.2%    |
| Flagship<br>stores | Shibuya               |                        | 21,634  | (1.4%)  |
| stores             | Sapporo               |                        | 13,177  | (10.8%) |
|                    | Chofu                 | 1                      | 17,465  | (0.2%)  |
|                    | Nagoya                | ~                      | 41,193  | 1.6%    |
|                    | Hiroshima             | 7                      | 19,027  | 3.6%    |
|                    | Sub-total             |                        | 147,288 | 0.1%    |
| Kanto region       | Kichijoji             |                        | 10,756  | (0.1%)  |
| stores             | Hibarigaoka           |                        | 8,633   | (1.9%)  |
|                    | Shin-Tokorozawa       | 1                      | 9,355   | 0.2%    |
|                    | Chiba                 | 1                      | 9,583   | 1.5%    |
|                    | Tsudanuma             | 1                      | 11,202  | 1.6%    |
|                    | Utsunomiya            | •                      | 8,083   | (4.8%)  |
|                    | Atsugi                |                        | 3,992   | (11.0%) |
|                    | Sub-total             |                        | 61,608  | (1.2%)  |
| Regional           | Matsumoto             |                        | 9,256   | (0.7%)  |
| stores             | Shinsaibashi          | 7                      | 1,911   | 5.0%    |
|                    | Otsu                  | 7                      | 8,476   | 3.6%    |
|                    | Oita                  | Ť                      | 4,514   | (6.9%)  |
|                    | Kumamoto              |                        | 5,910   | (3.8%)  |
|                    | Sub-total             |                        | 30,069  | (0.8%)  |
|                    | Existing stores total |                        | 238,965 | (0.4%)  |
|                    | Shizuoka              |                        | 10,950  |         |
|                    | Urawa                 |                        | 6,967   |         |
|                    | Gifu                  |                        |         | 0.0%    |
|                    | Total                 | 7                      | 256,883 | 6.7%    |

# FY2007 Year-on-year sales comparisons by item

#### Clothing was main driver, with a knock-on effect on shoes

FY2007 sales mix Othe 9.2% 5.5% Foods 5.0% Clothing 48.1% merchandise 17.3% Personal items 14.9%

Key item clothing secured a 0.5% increase from previous year at existing stores, due to the success of renovations to increase multiple purchases at different stores through making specific styling proposals General merchandise saw success in original plans for hobby and furniture and household products, and tie-ups with PARCO Card services and others, but culture-related merchandise such as books and CDs continued to experience difficulties

| Category and item   |                              | FY2007                  |                     |  |
|---------------------|------------------------------|-------------------------|---------------------|--|
|                     |                              | Change %                |                     |  |
|                     |                              | All stores total        | Existing stores     |  |
|                     | Womenswear                   | 7.6%                    | 1.0%                |  |
|                     | Menswear                     | 3.6%                    | (1.9%)              |  |
|                     | General clothing             | 8.6%                    | 5.5%                |  |
|                     | Sportswear                   | 7.2%                    | (1.5%)              |  |
|                     | Kimonos                      | 11.3%                   | (5.7%)              |  |
|                     | Childrenswear                | (7.8%)                  | (9.9%)              |  |
| Clothing            |                              | 6.6%                    | 0.5%                |  |
|                     | Shoes                        | 6.8%                    | 2.1%                |  |
|                     | Bags                         | 0.5%                    | (9.5%)              |  |
|                     | Accessories                  | 2.2%                    | (4.9%)              |  |
|                     | Cosmetics                    | 3.7%                    | 3.3%                |  |
| Pers                | onal items                   | 5.0%                    | (0.6%)              |  |
| General merchandise |                              | 6.4%                    | (1.7%)              |  |
| Food                | ds                           | 23.7%                   | (2.4%)              |  |
| Rest                | aurants                      | 13.7%                   | (1.2%)              |  |
| Othe                | er                           | 6.8%                    | 0.9%                |  |
| Note: C             | omparisons with the provious | fiscal year are based o | on intograted store |  |

Note: Comparisons with the previous fiscal year are based on integrated store sales. Integrated store sales indicates the overall sales strength of stores, as it includes tenant sales as well as the sales of PARCO Theater and fixed rate

# FY2007 Shizuoka PARCO opened

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Opened on March 15, 2007 in central shopping district in front of Shizuoka Station Achieved sales target of ¥11 billion for first year since opening (March 15, 2007 to March 14, 2008)



Brought on board many tenants opening stores in Shizuoka City for the first time, mainly specialist retailers sought by consumers, as ascertained through thorough research on the commercial environment. Differentiated ourselves from our competitors, secured a unique position and won support from customers from wide areas by incorporating brands, layouts, business types and a merchandising mix hitherto not seen in shopping complexes in Shizuoka

Actively pursued strategic, multifaceted advertising campaign aiming to raise public awareness through a wide-reaching teaser campaign before opening

Achieved Shizuoka PARCO's concept of "shin" (new and advanced) space through a design that completely reformed the old facility in terms of both exterior and interior, such as by putting in a new atrium Achieved strong customer circulation and retention



Atrium and escalators at 2nd floor

# FY2007 Urawa PARCO opened

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#### Opened on October 10, 2007 in front of east exit of Urawa Station

Major shopping complex, PARCO's 2nd largest in floor area, combining traditional shopping complex facilities with use of the upper floors for public facilities such as a municipal library

Meeting needs of a broad range of customers as ascertained through a market survey, with functions ranging from supplying daily necessities to serving as a place to pass time, through its line-up of fashion-related tenants selling clothing and accessories, tenants meeting diverse needs for lifestyle-related products and services such as large household goods, culture-related products and services, food, and beauty care, a fitness club, a cinema complex and others

Striving to raise customer satisfaction by providing relaxing spatial layout, making in-store navigation easy by offering color-coded zone indications, and assigning rest areas that reflect the characteristics of each floor



Exterior of Urawa PARCO



1st floor red rest area

# FY2007 Renovation

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# Continued to carry out renovation. Renovated 49,000m<sup>2</sup> in total

Renewed store images to meet changes in market and times. Carried out renovation with a zone and floor focus, aiming to maximize knock-on effects for all stores, boost customer numbers and increase multiple purchases in different stores



Nagoya PARCO



Ikebukuro P' PARCO

#### FY2007 renovation results:

Scale of renovation: 465 sections, approx. 49,000m<sup>2</sup> (of which new stores comprised 221 sections)
Effect of renovation: Sales up 17.1% in same zone comparison

Total store overview as of end Feb. 2008: 19 stores, 32 buildings,

2,965 tenants, sales area of 425,600m<sup>2</sup>

#### Stores undergoing major renovation

Renewing store image to meet changes in competitive market environment and times

Nagoya PARCO:

Carried out renovation to renew mainly the men's select casual fashion zone on the lower and middle floors of the East Building, as part of our plan to make clear the functions of each of Nagoya PARCO's 3 buildings

(66 sections, approx. 5,500m<sup>2</sup>)

Ikebukuro PARCO: Carried out full reorganization of P' PARCO's fashion zone, aiming to

enhance the building's function of serving as a fashion incubator (39 sections, approx. 2,500m²)

Renovation to achieve knock-on effect on all stores by evolving success models of flagship stores

Carried out renovation focusing on foods and fashion, aiming to increase customer numbers and multiple purchases in different stores, targeting Hibarigaoka PARCO:

young married women (19 sections, approx. 4,100m²)

Shin-Tokorozawa PARCO: Carried our renovation to strengthen multiple purchases at different

stores by young married women and increase family customers, incorporating successful elements of the renovation at Hibarigaoka PARCO

(31 sections, approx. 3,800m<sup>2</sup>)

Expanding by improving on and strengthening the essential elements of floor concept and tenant

composition reorganization that has already been carried out

Carried out renovation to expand floor area, based on the successful men's zone renovations carried out at stores such as Nagoya PARCO and Hiroshima PARCO (35 sections, approx. 4,100m²) Tsudanuma PARCO:

# **FY2007 Entertainment Business**

# <PARCO> Le Theatre GINZA by PARCO started operations from March 2007 [Shopping Complex Business]



Managing a second, much larger cultural facility in addition to PARCO Theater in Shibuya is increasing the variety of our plays, shows and contents and contributing to the expansion of performances outside PARCO



Cabaret (Aoyama Theatre)



### Plays performed and movies invested in were highly rated and won many awards



les CONFIDENTS (PARCO Theater)

In the Theater Division, les CONFIDENTS won 7 awards including the Yomiuri Drama Award In the Movie Division, the three movies we invested in all won awards: Kisaragi won 5 Japan Academy Awards and 1 Blue Ribbon Award; Sakuran won 2 Japan Academy Awards; and Happily Ever After won 1 Japan Academy Award



Kisaragi (CINE QUINTO)

#### FY2007 Property Management Business/Space Engineering and Management Business17/27

<PARCO>

Northport Mall, for which we are mandated to take care of property management, opened in April 2007. Started administration and operation [Shopping Complex Business]

Situated in Kohoku Newtown, which has a rising population and number of households, Northport Mall is a shopping complex that is attuned to the characteristics of the area and caters to the needs of a broad spectrum of age groups. Mandated to carry out pre-opening preparation support and post-opening property management Developing the project leveraging the strengths of our entire Group, with a Group company involved in interior construction and supervision, Retail Business companies entering as tenants, and a Group company mandated to develop the mall's website



Northport Mall

<PARCO SPACE SYSTEMS>

Interior Work Division performing well

[Space Engineering and Management Business]

Results improved, driven by interior work at new stores Shizuoka PARCO and Urawa PARCO, orders from tenant stores at Northport Mall and commercial facilities such as department stores and specialist retailers, and a general increase in orders for interior work and electrical work by new and existing clients. Sales up 15.9% from previous year



Saitama City Citizens Activities Support Center (client for interior work)

# FY2007 Retail Business

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<NEUVE A> Opened 23 stores (including 14 outside PARCO) and closed 9 stores in FY2007. Continued strong business performance, pursuing efficiency improvements through scrap-and-build policy [Retail Business]

active initiatives



SPINDLE, a new TiCTAC business type (Shin-Marunouchi Building)

Third consecutive year of doubledigit revenue and profit growth. Sales strong at existing stores, up 1.2% YoY New business types such as SPINDLE and porte continued

FY2007 net sales: Up 13.4%, including a 1.2% increase at existing stores

**SPINDLE** is a more high-end store than our conventional wristwatch business type TiCTAC, offering a more conceptual mix of wristwatches. Opened in Shin-Marunouchi Building

porte is an eyewear store combining the select shop and three-price shop approach. Opened in Northport Mall



| COLLECTORS | (Shizuoka | PARCO |
|------------|-----------|-------|
|            |           |       |

| *As of end Feb. 2007                           | No. of<br>stores |
|--|------------------|
| TiCTAC (watches)                               | 42               |
| EYEWEAR (eyewear)                              | 27               |
| COLLECTORS (men's accessories)                 | 22               |
| ROSEMARY (cosmetics and cosmetics accessories) | 21               |
| ANNABEILLE (women's accessories)               | 10               |
| Total of 5 types                               | 122              |

Stores outside PARCO: 52% Stores in PARCO: 48%

# **FY2007 Other Business**

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#### <PARCO-CITY> Online shopping mall PARCO-CITY, a new business, started in April 2007 [Other Business]



http://www.parco-city.com/

Our online shopping mall is currently increasing its participating stores, focusing mainly on leading companies that are already tenants of various PARCO stores. PARCO-CITY has a rich variety of online stores, specializing in clothing, general merchandise, culture, entertainment and other areas. Coordinating and mirroring the marketing approach used at PARCO stores, such as "PARCO GRAND BAZAR" and the 5% off preferential campaign for PARCO Card holders. As the number of participating stores increases, visitors are also increasing

From FY2007, operation of "WEB ACROSS," which had been conducted by PARCO, was transferred to PARCO-CITY. Aiming to strengthen business by harnessing synergies through collaboration in marketing functions and fulfill the role of providing information to PARCO



"WEB ACROSS" has its roots in the Monthly PARCO Report first published in 1974. Newly published as a web magazine called Marketing Information Magazine in 2000. Also pursuing our marketing business for other companies based on the concept of street culture and fashion marketing

PARCO

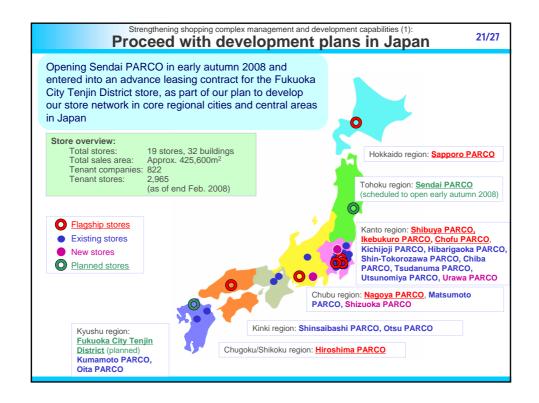
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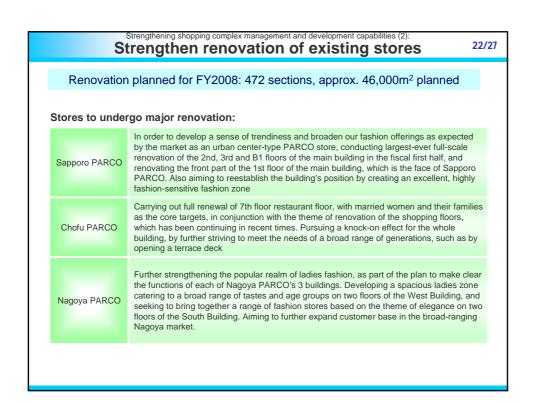
# 3. Five-year medium-term management plan: Developments planned for FY2008

# Five-year medium-term management plan (FY2005-2009): Key themes

- (1) Strengthening shopping complex management and development capabilities Undertake strategic grouping of stores
  - Concentrate store development in major urban centers
- (2) Entering new business arenas
  - Expand and enhance property management operations
  - Engage in new development schemes
- (3) Deepening and broadening peripheral business
  - Actively expand store network
  - Expand content-based business

Develop online shopping malls





# Plans for future stores and developments

# Sendai PARCO scheduled to open in early autumn 2008



Note: Picture is an indicative illustration. Actual design may vary

| Opening             | Scheduled for early autumn 2008                       |
|---------------------|---|
| Building type       | 9 floors and 1 basement level (in part used by PARCO) |
| Annual sales target | ¥14,000 million*                                      |
| Investment amount   | Approx. ¥13,000 million                               |
| Floor area          | Approx. 24,000m <sup>2</sup> (in part used by PARCO)  |

Opening store in a new multifunctional building including office space being built in a prime location near JR Sendai Station in Sendai City, a key city in the Tohoku region of northern Japan. Connects directly to the station via a pedestrian deck, creating a thriving inflow of new customers to the store Launched Sendai PARCO's website in March 2008. Raising awareness by providing regularly updated information about

Sendai PARCO. Began opening campaign in order to raise popularity of Sendai PARCO

- · Start online application system for PARCO Card
- Perform plays produced by PARCO in Sendai Akihiro Miwa, Kurotokage (Black Lizard) Woman in Black
- The Polka of the Dinosaur and the Neighbors -K/T BOUNDARY-
- Hold advance screening in Sendai of After School, a movie PARCO has invested in that will be shown in CINE QUINTO in Shibuya PARCO Part 3
- Support Sendai's three major professional sports baseball, soccer and basketball—by entering into sponsorship agreements

\* Not including sales of tenants with fixed lease contracts

Entered into an advance lease agreement for Fukuoka Tenjin 2-chome Building (formerly Iwataya Honkan) in the Tenjin district of Fukuoka City in February 2008. Currently making specific considerations ahead of development of the store opening plan

#### Entering new business arenas

# Strengthen system for new business and overseas development

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# <PARCO> Foster new business by cross-organizational sharing of expertise within PARCO [Shopping Complex Business]

Carried out organizational restructuring with respect to store development areas, business types, methods and schemes in March 2008, focusing on flexibly exploring the possibility of pursuing a broad range of initiatives including the development of urban center-type shopping complexes such as PARCO stores and winning

mandates for master leasing, property management and consulting for existing commercial facilities

| Main projects currently mandated in Japan |                 |  |  |
|---|-----------------|--|--|
| Property management                       | Northport Mall  |  |  |
| Consulting                                | JR Kyushu Group |  |  |
| Master leasing                            | Pedi SHIODOME   |  |  |



<PARCO (Singapore)> Conducted planning and leasing for CENTRAL, a multifunctional commercial facility in Singapore. Currently mandated to carry out

post-opening management [Shopping Complex Business]

Establish a new division responsible for overseas business in PARCO's head

Establish a new division responsible for overseas business in PARCO's flead office in Japan, and develop overseas business strategy and strengthen system for putting this strategy into practice, through collaboration with PARCO (Singapore)

Explore the possibility of pursuing business in developed and developing countries and regions in the future, leveraging the expertise of PARCO

| Overview of CENTRAL, Singapore     |                                  |  |  |  |  |
|------------------------------------|----------------------------------|--|--|--|--|
| Size (total floor area)            | Approx. 77,000m <sup>2</sup>     |  |  |  |  |
| Commercial section                 | 5 floors and 1<br>basement level |  |  |  |  |
| Floor area<br>(commercial section) | Approx. 30,000m <sup>2</sup>     |  |  |  |  |



CENTRAL

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# **Expand Entertainment Business and Retail Business**

<PARCO> CLUB QUATTRO, Shibuya, to carry out 20th anniversary renewal.

Targeting 1.5-fold increase in plays produced by PARCO itself at Le
Theatre GINZA by PARCO

[Shopping Complex Business]



Shibuya live house CLUB QUATTRO to carry out renewal to mark 20th anniversary of opening. Post-renewal launch planned for August Aiming to increase plays created by PARCO itself 1.5-fold year-on-year in second year of operation of Le Theatre GINZA by PARCO. Seek to improve originality of the theater's character and its profitability, and broaden the range of contents

#### <NEUVE A> Plan to open 11 stores, including trial stores for new business types, in FY2008 Continue to pursue scrap-and-build policy [Retail Business]



COMPLETE WORKS TOKYO, akasaka Sacas

Continue to strengthen branding, focusing on TiCTAC, which has a strong market position and continues to perform well, and COLLECTORS, which will take on the challenge of pursuing new business types

< Stores opened or planned in FY2008 H1 >

Mar. akasaka Sacas COMPLETE WORKS TOKYO

Apr. EMIFULL MASAKI TICTAC

Apr. GRANDUO Kamata TiCTAC

Apr. Hiratsuka LUSCA

TiCTAC

TiCTAC

COMPLETE WORKS TOKYO is a new business type of COLLECTORS. A specialist retail store for men's general merchandise retail store for men's general merchandise for working men, combining urban-type, small-scale high efficiency-type functionality and a sense of fashion

#### Five-year medium-term management plan (FY2005-2009) progress update 26/27

# Making steady progress toward achieving our FY2009 management targets

#### Management targets (FY2009 consolidated)

| Unit: Million yen | FY2004<br>Results | FY2005<br>Results | FY2006<br>Results | FY2007<br>Results | FY2009 Targets Change from FY2004 |        |
|-------------------|-------------------|-------------------|-------------------|-------------------|-----------------------------------|--------|
| Net sales         | 257,625           | 262,408           | 266,645           | 286,788           | 300,000                           | 42,375 |
| Ordinary income   | 8,079             | 8,879             | 9,594             | 9,973             | 12,000                            | 3,921  |
| Net income        | 1,742             | 4,006             | 4,503             | 5,167             | 6,000                             | 4,258  |
| ROE               | 3.0%              | 6.2%              | 6.5%              | 7.2%              | 8.2%                              | 5.2%   |

| FY2008<br>Forecasts |  |  |
|---------------------|--|--|
| 306,500             |  |  |
| 10,000              |  |  |
| 5,000               |  |  |
|                     |  |  |

#### Net sales targets by segment

| Unit: Million yen                            | FY2004<br>Results | FY2005<br>Results | FY2006<br>Results | FY2007<br>Results | FY2009  |                       |
|--|-------------------|-------------------|-------------------|-------------------|---------|-----------------------|
|  |                   |                   |                   |                   | Targets | Change from<br>FY2004 |
| Shopping Complex Business                    | 236,456           | 242,675           | 246,450           | 263,525           | 276,819 | 40,362                |
| Retail Business                              | 15,321            | 15,946            | 16,718            | 17,097            | 18,812  | 3,491                 |
| Space Engineering and<br>Management Business | 25,729            | 21,985            | 22,754            | 26,365            | 24,252  | (1,477)               |
| Other Business                               | 2,504             | 2,579             | 2,442             | 2,326             | 2,614   | 110                   |
|  |                   |                   |                   |                   |         |                       |
| Consolidated total (after eliminations)      | 257,625           | 262,408           | 266,645           | 286,788           | 300,000 | 42,375                |



Statements in this presentation that are not historical fact, such as forecasts, are forward-looking statements, based on information available as of April 7, 2008, and are subject to a number of risks and uncertainties. Actual results may be materially different.

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