

PARCO CO., LTD. FY2008 Q1 (Mar.-May) Briefing Material



Consolidated results

Unit: Million yen

	FY08 Q1 Mar.-May	FY07 Q1 Mar.-May	Change ¥	Change %
Net sales	68,978	70,608	(1,630)	(2.3%)
Operating income	2,509	3,197	(687)	(21.5%)
Ordinary income	2,441	3,142	(700)	(22.3%)
Net income	1,494	1,723	(228)	(13.2%)

Non-consolidated results

Unit: Million yen

	FY08 Q1 Mar.-May	FY07 Q1 Mar.-May	Change ¥	Change %
Net sales	63,757	63,244	512	0.8%
Operating income	2,379	2,530	(150)	(6.0%)
Ordinary income	2,384	2,525	(140)	(5.6%)
Net income	1,527	1,407	119	8.5%

Non-consolidated tenant sales by store

Unit: Million yen

	Store	Net sales	Change %
Flagship stores	Ikebukuro PARCO	8,470	0.2%
	Shibuya PARCO	4,762	*1 (10.4%)
	Sapporo PARCO	3,073	(4.0%)
	Chofu PARCO	4,347	(3.5%)
	Nagoya PARCO	9,733	0.9%
	Hiroshima PARCO	4,582	(0.8%)
	Total flagship stores	34,970	(2.2%)
Kanto region stores	Kichijoji PARCO	2,649	(2.1%)
	Hibarigaoka PARCO	2,297	*2 29.4%
	Shin-Tokorozawa PARCO	2,300	(2.2%)
	Chiba PARCO	2,230	(6.0%)
	Tsudanuma PARCO	2,661	(6.4%)
	Utsunomiya PARCO	1,896	(4.0%)
	Total Kanto region stores	14,036	0.1%
Regional stores	Matsumoto PARCO	2,151	(3.0%)
	Shinsaibashi PARCO	531	6.5%
	Otsu PARCO	2,102	(1.0%)
	Oita PARCO	1,137	2.5%
	Kumamoto PARCO	1,367	(6.1%)
		Total regional stores	7,291
	Total existing stores	56,298	*3 (1.5%)
	Shizuoka PARCO	2,464	(19.3%)
	Urawa PARCO	3,250	--
	Atsugi PARCO	--	--
	Total	62,013	1.2%

Consolidated results by segment

Unit: Million yen

	FY08 Q1 Mar.-May	FY07 Q1 Mar.-May	Change ¥	
Shopping Complex Business	Net sales	64,500	63,928	572
	Operating income	2,394	2,523	(129)
Retail Business	Net sales	4,152	4,113	39
	Operating income	35	128	(92)
Space Engineering and Management Business	Net sales	5,829	7,992	(2,162)
	Operating income	126	597	(471)
Other Business	Net sales	571	590	(18)
	Operating income (loss)	(16)	(8)	(7)
Subtotal	Net sales	75,054	76,624	(1,569)
	Operating income	2,540	3,240	(700)
Eliminations or corporate	Net sales	(5,392)	(5,391)	(0)
	Operating income	(30)	(43)	12
Total	Net sales	69,662	71,232	(1,570)
	Operating income	2,509	3,197	(687)

Note: Figures for net sales by segment include operating revenue

Consolidated SG&A expenses

Unit: Million yen

	FY08 Q1 Mar.-May	Change ¥	Change %
Personnel	2,385	145	6.5%
Lease/rental	2,549	302	13.5%
Advertising	1,074	(41)	(3.7%)
Agency services	1,624	193	13.5%
Depreciation	1,217	158	14.9%
Total SG&A	8,554	650	8.2%

Non-consolidated sales by item

Category and item	Change %	
	All stores total	Existing stores
Womenswear	1.5%	(0.5%)
Menswear	(3.9%)	(5.7%)
General clothing	0.5%	(0.6%)
Clothing	(0.5%)	(1.7%)
Shoes	(3.5%)	(5.2%)
Bags	(1.0%)	(2.1%)
Accessories	(2.1%)	(6.0%)
Cosmetics	(0.2%)	(0.4%)
Personal items	0.9%	(2.3%)
General merchandise	0.4%	(3.8%)
Foods	52.3%	19.2%
Restaurants	10.7%	(3.1%)
Other	2.4%	(1.6%)

Non-consolidated renovation

FY2008 Q1 renovation results

Scale of renovation:

152 sections, approx. 14,200m²
(of which new stores comprised 76 sections)

Effect of renovation:

Sales up 14.1% in same zone comparison

(Reference)

Planned FY08 renovation:

Scale: 472 sections/approx. 46,000m²
Total stores: 19 stores, 32 buildings
Total tenants: 2,965
Sales area: 425,600m²
(as of Feb. 29, 2008)

*1 Shibuya PARCO Part 2 has temporarily suspended its operations since January 1, 2008 for earthquake retrofitting, and the merchandise floors of Shibuya Quattro Building (B1 floor to 4th floor) closed on May 11, 2008.

*2 The food floor (B1 floor) of Hibarigaoka PARCO was fully closed for renovation from Feb. 5, 2007 to May 29, 2007.

*3 "Total existing stores" does not include Shizuoka PARCO (opened on Mar. 15, 2007), Urawa PARCO (opened on Oct. 10, 2007), or Atsugi PARCO (closed on Feb. 24, 2008).

<Q1 topics>

- <PARCO> Conducted major renovation at Sapporo PARCO and Chofu PARCO in line with partial floor closures. Post-renovation launches in late Apr. 2008 [Shopping Complex Business]
- <PARCO> Successfully introduced major general merchandise store at Oita PARCO at end Feb. 2008 [Shopping Complex Business]
- <NEUVE A> Opened 4 new stores outside PARCO, bringing total stores to 126 [Retail Business]

Sales by item are "integrated sales" of stores. "Integrated sales" demonstrate the overall sales capability of a store, and include net sales by tenants, sales at PARCO Theater and other facilities, and sales to tenants under fixed rent contracts.