# **117th ANNUAL REPORT**

For the Year Ended February 28, 2001



### **COMPANY PHILOSOPHY**

Our company philosophy is "Service Before Profit", which means those who give priority to service over profit will prosper.

"Service Before Profit" is keeping faith with and loyalty to community and customers and the phrase implies the confidence of community and customers will bring the company in profits. It is rephrased as "The Customer Is Always First" and "Contribution to Community".

To the Shareholders:

We are pleased to inform you that we have settled the accounts and prepared the annual business report for the 117th Fiscal Year from March 1, 2000 through February 28, 2001.

Though the Japanese economy for this year began making a gentle recovery, some indications of a slowdown were seen with unemployment stabilizing at a high rate, sluggish personal consumption and import slackening since the end of 2000.

Under these circumstances, there was keen competition, which led to successive store closures in retail industry and department stores suffered decrease in sales below the previous year's level due to diminished personal and corporate demand.

In the meantime, for the purpose of effectively realizing customer satisfaction to the full, Daimaru pushed forward with a "business reform" and an "improvement in attraction of stores".

The "business reform" includes a "reform of store operation" with the aim of strengthening store-based sales, customer service and merchandising by reviewing the system of "purchase" and "sales and service" to the bottom and a "reform of out-of-store sales" with the aim of profitable operation by restructuring the out-of-store sales in the light of credit business. Our company also initiated a "reform of non-sales service" in order to make the operation of back-office works more efficient by way of integrating, streamlining and standardizing support works of the whole company and batching them at the head office. At the same time, Daimaru laid the foundation of company-wide information network system for advancement and reduction of labor. Furthermore, we worked on thorough operation of merit system and personnel development by way of a "personnel reform", linked with the other reforms mentioned above, with focus on achievements for compensation.

Aiming at "improvement in attraction of stores", we made a reform in stores to win a large patronage by making them fresh and attractive so as to meet their local markets and needs. For this purpose, Daimaru developed original merchandise such as a women's wear brand "Classiques Entier" and a men's wear brand "Halogen" under a tie-up with Nordstrom, one of the major department stores in U.S.A., and "SOFUOL", which offers new styles for career women in their late twenties, with the intention of differentiation from other

companies. With such development, we also intend to accumulate expertise in independent original merchandising such as reasonable pricing through the rationalization of distribution. Our company continues its efforts to realize customers' views and wishes further in merchandising as well as facilities, environment and service under the customer-oriented "Customer's View" project.

Our Osaka Shinsaibashi Store made a refurbishment on a full scale to refine itself as a new high quality department store worth visiting. Positioning fashion and food floors in the main building and home furnishings floors in the annex, it opened "English Garden" and "Relaxing Garden", the first floor exclusively for women of department stores in Japan, in the spring of 2000 and in fall extended fashion floors from four to six, among which the first to the fourth floors are occupied by women's fashion and the fifth and the sixth by men's.

In response to the growing demand for seeking information on the Internet, Daimaru considerably changed the contents of its homepage in November 2000. In addition, we completed arrangements for feeding up-to-date information on each store to customers through their personal computers or cellular phones and started an invitation of the members of "DAIMARU Web-Circle" to offer such service. In order to meet the varying needs of customers and to earn more profit from operations, we increased the number of operating days including January 2, when our stores had never been open before, and extended the opening hours during the seasons for midyear and year-end gifts, summer and winter clearance sales and other busy periods.

Hoping to reinforce the business basis of Daimaru Group, we have decided to liquidate Niihama Daimaru Co., Ltd. from the conclusion that drastic recovery would not be expected due to fiercer competition and other changes in operational situation.

Though more customers visited our stores by our efforts mentioned above, the sales fell by 3.0% from 1999 levels to 406,477 million yen, adversely affected by a decline in purchase amount per person from a downward tendency of unit prices and the separation of Design & Engineering Division from The Daimaru, Inc. to become one of its subsidiaries in June 1999. However, as a result of improvement in gross profit ratio and thoroughgoing cutback in selling and administrative expenses, the ordinary profit increased by 1.7% from a year earlier to 9,027 million yen and the net income for fiscal 2000 amounted to 2,516 million yen, up 18.8%.

Regrettably, we passed the interim dividend and please allow us to pay five (5) yen per share for the term-end dividend, which is the same amount as the previous term. We hope that you will kindly accept our decision thus made.

Personal consumption is not expected to recover and competition has been intensified beyond types or categories of retailers. In addition, drastic changes in enterprise accounting system will have some effect on business results. Thus the operating environment is forecasted to still worsen.

Daimaru drew up a new medium-range management plan for the period of three years from fiscal 2001 to 2003 in order to cope with such harsh surroundings and aims to make rapid progress as a competitive and profitable business group.

Under the plan, we will further strengthen the competitiveness and profitability of our principal line of department store business. In regard to group business, we will work hard on building up the management constitution of each company and improving the operating efficiency of the whole group. In particular, positioning supermarket business as the second principal line, Daimaru will reconstruct a strategy and invest in management for mid-to-long term growth. We will make the utmost efforts to train our employees and renovate the business climate to perform these tasks expeditiously.

Our challenges for fiscal 2001, the first year of the above-mentioned management plan, include reinforcing merchandising through further development of merchandise and sales floors, some of which will be made in collaboration with suppliers, improving store-based operation through better customer service and adding to regular customers toward consolidation of operation. Furthermore, Daimaru will increase attraction of its stores and enhance competitiveness in each area by investing in refurbishment of Kyoto Store in fall 2001 and others, following remodeling of Osaka Shinsaibashi and Umeda Stores in spring 2001. Whereas we are planning the right placement of personnel, joint purchase of supplies and other materials and promotion of efficiency in assets such as merchandise and accounts receivable for low-cost operations with high profitability.

Under a basic concept of creating a "department store seeking pleasure", we will open a new store in Sapporo in the spring of 2003 and the preparations will get into a working stage including floor planning based on a master plan and dispatch of opening staff. As mentioned above, all of us, management and employment united, are determined to recover the business performance by overcoming the tasks imposed on us. Your more and more support will be highly appreciated.

Please note that a deficit of 37.7 billion yen in reserve resulting from the introduction of the accounting for retirement benefits in fiscal 2001 and a decrease of 20 billion yen in shares and credits due to a change in the accounting standard concerning financial instruments will be depreciated in a lump in fiscal 2001, as announced on April 20, 2001, in order to solidify the management foundation at an early stage and to ensure the realization of the new medium-range management plan, which has been initiated in 2001.

May 2001

Tsutomu Okuda President

### FINANCIAL SECTION

### **BALANCE SHEET**

(As of February 28, 2001)

(Unit: ¥Million)

| ASSETS                                   | 252,235         |
|--|-----------------|
| Current Assets                           | 97,098          |
| Cash on hand and in banks                | 27,259          |
| Notes receivable                         | 376             |
| Accounts receivable-trade                | 29,424          |
| Merchandise                              | 16,332          |
| Supplies                                 | 170             |
| Advance payments<br>Prepaid expenses     | 12<br>1,032     |
| Short-term loans receivable              | 17,957          |
| Deferred tax assets                      | 1,766           |
| Other current assets                     | 4,394           |
| Allowance for doubtful accounts          | -1,629          |
| Fixed Assets                             | 155,137         |
| Tangible fixed assets                    | 61,251          |
| Buildings and structures                 | 41,751          |
| Vehicles and furniture/fixtures          | 521             |
| Land                                     | 16,755          |
| Construction in progress                 | 2,223           |
| Intangible fixed assets                  | 3,918           |
| Leasehold land                           | 2,084           |
| Software                                 | 1,359           |
| Other intangible fixed assets            | 474             |
| Investments                              | 89,967          |
| Investment securities                    | 33,195          |
| Investment in subsidiaries               | 6,775           |
| Long-term loans receivable               | 19,028          |
| Long-term guarantee deposits             | 30,522          |
| Long-term prepaid expenses               | 440             |
| Deferred tax assets<br>Other investments | 600<br>1 003    |
| Allowance for doubtful accounts          | 1,093<br>-1,688 |
| Total                                    | 252,235         |

| LIABILITIES  | 170,605  |
|--|--|
| Current Liabilities  | 121,171  |
| Notes payable<br>Accounts payable-trade<br>Short-term loans payable<br>Accounts payable-not trade<br>Accrued corporation taxes<br>Accrued consumption taxes<br>Accrued expenses<br>Advances received<br>Deposits received<br>Allowance for bonuses<br>Reserve for loss on disposal of subsidiaries and affiliates<br>Other current liabilities | 3,396<br>28,802<br>39,557<br>4,295<br>1,622<br>1,080<br>1,500<br>16,478<br>19,674<br>4,012<br>540<br>210 |
| Fixed Liabilities  | 49,433   |
| Bonds<br>Convertible debentures<br>Long-term loans payable<br>Reserve for retirement allowance<br>Other fixed liabilities  | 10,000<br>5,218<br>29,140<br>4,647<br>428  |
| SHAREHOLDERS' EQUITY   | 81,630   |
| Capital  | 20,283   |
| <b>Legal reserve</b><br>Capital reserve<br>Earned surplus reserve  | <b>27,705</b><br>23,184<br>4,521   |
| <b>Earned surplus</b><br>General reserve<br>Reserve for advanced depreciation deduction of fixed assets<br>Reserve for special depreciation<br>Unappropriated retained earnings<br>(Net income)  | <b>33,641</b><br>20,340<br>2,221<br>530<br>10,549<br>(2,516)   |
| Total  | 252,235  |

Note: 1. Any fractional sum less than one million yen is omitted.

2. Important financial policies and explanatory notes relating to the balance sheet are provided separately.

### **INCOME STATEMENT**

(March 1, 2000 – February 28, 2001)

| (Unit <sup>.</sup> | ¥Million)     |
|--------------------|---------------|
| (Orme.             | $\pm 1000000$ |

### **Ordinary Income and Expenses**

Operating income and expenses

| Operating income   |              |                         |
|--|--------------|-------------------------|
| Sales  | 406,477      |                         |
| Other income   | 2,627        | 409,105                 |
| Operating expenses   | ~~ ~ ~ ~ ~   |                         |
| Cost of sales  | 294,237      | 200 564                 |
| Selling, general and administrative expenses<br>Operating profit                                     | 105,327      | 399,564<br><b>9,540</b> |
| Non-operating income and expenses  |              |                         |
| Non-operating income   |              |                         |
| Interest received  | 815          |                         |
| Dividend received  | 489<br>1,085 | 2 200                   |
| Miscellaneous income Non-operating expenses  | 1,065        | 2,390                   |
| Interest paid  | 2,046        |                         |
| Miscellaneous expenses   | 857          | 2,903                   |
| Ordinary profit  |              | 9,027                   |
| Extraordinary Items  |              |                         |
| Extraordinary income   |              |                         |
| Profit on disposal of fixed assets   | 485          |                         |
| Profit on sale of investment securities  | 1,593        | 2,078                   |
| Extraordinary loss<br>Past service cost under retirement pension plan                                | 1,873        |                         |
| Special contribution to employees' pension funds   | 1,605        |                         |
| Loss on retirement of fixed assets   | 342          |                         |
| Loss on disposal of subsidiaries and affiliates  | 1,104        |                         |
| Loss on sale of investment securities  | 595          |                         |
| Loss from valuation of investment securities   | 846          | 6,367                   |
| Income before taxes  |              | 4,738                   |
| Income, inhabitant and enterprise taxes  |              | 1,720                   |
| Income tax adjustment  |              | 502                     |
| Net income   |              | 2,516                   |
| Retained earnings brought forward  |              | 3,172                   |
| Tax effect adjustment for fiscal 1999<br>Reversal of reserve for advanced depreciation deduction     |              | 2,868                   |
| of fixed assets resulting from tax effect accounting<br>Reversal of reserve for special depreciation |              | 1,608                   |
| resulting from tax effect accounting   |              | 384                     |
| Unappropriated retained earnings   |              | 10,549                  |
|  |              |                         |

Note:

 Any fractional sum less than one million yen is omitted.
 Important financial policies and explanatory notes relating to the income statement are provided separately.

### **Important Financial Policies**

Important financial policies adopted in preparing the balance sheet and the income statement are as follows:

- 1. Appraisal of securities: By moving average cost method
- 2. Appraisal of inventory
  - Goods: By reduction-to-retail cost method; For imported goods not yet delivered, by individual cost method of book inventory
  - Stores: By first-in first-out cost method
- 3. Fixed assets depreciation
  - Tangible fixed assets: By declining balance method pursuant to Corporation Tax Law For buildings and structures purchased in and after April 1998 excluding facilities and structures attached to buildings, by straight-line method pursuant to Corporation Tax Law
  - Intangible fixed assets:By straight-line method pursuant to Corporation Tax Law For software used in house, by straight-line method according to the usable period of five years
- 4. Allowance and reserve

Allowance for doubtful accounts:

To provide against loss due to bad debts, debtor's assets are taken into consideration in addition to the transfer amount prescribed by Corporation Tax Law (Statutory Transfer Rate).

Accrued bonuses: Stated according to estimated amount Reserve for loss on disposal of subsidiaries and affiliates:

To provide against loss on liquidation of subsidiaries and affiliates, reserve is stated according to estimated amount of loss.

Reserve for retirement allowance:

- (1) For employees, employees' retirement allowance is provided on the basis of voluntary retirement in accordance with the present value method. Adjusted pension plan is adopted as part of retirement allowance system.
- (2) For directors, directors' retirement allowance is provided in accordance with the company's by-law.
- 5. Lease

Finance lease is stated in the same way as ordinary lease unless the transfer of ownership of leased assets to the lessee is recognized.

- 6. Consumption taxes: By tax-excluded method
- 7. Adoption of tax effect accounting provides deferred tax assets of 2,366 million yen (including current assets of 1,766 million yen and investments of 600 million yen) and decreases net income by 502 million yen while increasing unappropriated retained earnings by 4,358 million yen.
- 8. Software cost stated as "long-term prepaid expenses" of investments before is accounted for as in the past by adopting interim measures stipulated in "Practical Guidance for Accounting for Research and Development Costs, etc." (Accounting Committee Report No. 12 of The Japanese Institute of Certified Public Accountants effective March 31, 1999). Pursuant to the same Report, however, the statement of the relevant software changes from "long-term prepaid expenses" of investments to "software" of intangible fixed assets and depreciation is made by straight-line method according to the usable period of five years.

### Explanatory Notes relating to the Balance Sheet

|  | (Unit: ¥Million) |
|--|------------------|
| 1. Treasury stock included in other current assets                           | -                |
| 2. Short term money credit receivable from the subsidiaries                  | 17,322           |
| Short term debt payable to the subsidiaries                                  | 15,934           |
| Long term money credit receivable from the subsidiaries                      | 5,397            |
| Long term money debt payable to the subsidiaries                             | 221              |
| 3. Accumulated depreciation for tangible fixed assets                        | 69,406           |
| 4. Material assets/liabilities in foreign currency                           |                  |
| Investment securities AUS\$70 million (                                      | ¥7,592 million)  |
| 5. Assets put up as security   |                  |
| Buildings and structures   | 18,633           |
| Land   | 1,540            |
| Investment securities  | 13,770           |
| 6. In addition to the fixed assets stated in the balance sheet, some         | e vehicles and   |
| furniture/fixtures are provided by lease.                                    |                  |
| 7. Loan guarantees   | 20,119           |
| Loan guarantees to be made   | 2,100            |
| 8. Reserve for loss on disposal of subsidiaries and affiliates (¥540 million | and directors'   |
| retirement allowance (¥235 million) included in reserve for retirement allow | ance are stated  |
| in accordance with the provision of Article 287-2 of the Commercial Code.    |                  |
| 9. Net income per share  | ¥9.29            |

# Explanatory Notes relating to the Income Statement

|   | (Unit: ¥Million) |
|---|------------------|
| 1. Amount of sales to subsidiaries  | 36               |
| 2. Amount of purchase from subsidiaries                                     | 9,641            |
| 3. Amount of transactions other than the normal operation with subsidiaries | 3,816            |

### STATEMENT OF APPROPRIATIONS

|   | (Unit: ¥)      |
|---|----------------|
| Unappropriated retained earnings  | 10,549,296,309 |
| Reversal of reserve for advanced depreciation deduction of fixed assets | 105,651,046    |
| Reversal of reserve for special depreciation                            | 106,140,000    |
| Total   | 10,761,087,355 |
| Appropriation shall be made as follows:                                 |                |
| Earned surplus reserve  | 136,000,000    |

Dividends (¥5 per share)1,354,147,575Retained earnings brought forward to the next term9,270,939,780

Note: Reversal of reserve for advanced depreciation deduction of fixed assets and reversal of reserve for special depreciation are stated in accordance with the Ordinance on Special Tax Arrangements and the Earthquake Law on Exceptional Provisions concerning the Great Hanshin/Awaji Earthquake respectively.

# CONSOLIDATED BALANCE SHEET

(As of February 28, 2001)

|  | (Unit: ¥Million) |
|--|------------------|
| ASSETS   | 389,430          |
| Current Assets                                 | 155,708          |
| Cash on hand and in banks                      | 36,851           |
| Notes receivable and accounts receivable-trade | 73,902           |
| Inventories                                    | 33,519           |
| Deferred tax assets                            | 2,724            |
| Other current assets                           | 10,574           |
| Allowance for doubtful accounts                | -1,863           |
| Fixed Assets                                   | 232,475          |
| Tangible fixed assets                          | 124,906          |
| Buildings and structures                       | 70,025           |
| Machinery, equipment and vehicles              | 207              |
| Furniture and fixtures                         | 1,550            |
| Land   | 50,800           |
| Construction in progress                       | 2,322            |
| Intangible fixed assets                        | 7,558            |
| Consolidation adjustments account              | 2,119            |
| Other intangible fixed assets                  | 5,438            |
| Investments and other assets                   | 100,010          |
| Investment securities                          | 31,530           |
| Long-term loans receivable                     | 19,272           |
| Long-term guarantee deposits                   | 46,813           |
| Deferred tax assets                            | 956              |
| Other investments and assets                   | 3,995            |
| Allowance for doubtful accounts                | -2,558           |
| Foreign currency translation adjustments       | 1,246            |
| Total  | 389,430          |

| LIABILITIES  | 309,333       |
|--|---------------|
| Current Liabilities  | 218,490       |
| Notes payable and accounts payable-trade   | 77,459        |
| Short-term loans payable   | 76,424        |
| Accrued corporation taxes  | 2,555         |
| Advances received  | 30,748        |
| Allowance for bonuses  | 7,430         |
| Reserve for loss on disposal of subsidiaries and affiliates<br>Other current liabilities | 540<br>23,331 |
| Other current habilities   | 23,331        |
| Fixed Liabilities  | 90,834        |
| Bonds  | 12,000        |
| Convertible debentures   | 5,218         |
| Long-term loans payable  | 59,720        |
| Deferred tax liabilities   | 1,548         |
| Reserve for retirement allowance   | 10,201        |
| Reserve for directors' retirement allowance  | 263           |
| Other fixed liabilities  | 1,891         |
| MINORITY INTERESTS   | 466           |
| Minority interests   | 466           |
| SHAREHOLDERS' EQUITY   | 79,630        |
| Capital  | 20,283        |
| Capital reserve  | 23,184        |
| Consolidated earned surplus  | 36,163        |
| Treasury stock   | 0             |
| Total  | 389,430       |

Note: Any fractional sum less than one million yen is omitted.

# CONSOLIDATED INCOME STATEMENT

(March 1, 2000 - February 28, 2001)

|  | (Unit: ¥Million) |
|--|------------------|
| Sales  | 794,760          |
| Cost of sales                                    | 594,641          |
| Gross profit                                     | 200,118          |
| Other operating revenue                          | 1,208            |
| Selling, general and administrative expenses     | 186,576          |
| Operating profit                                 | 14,749           |
| Non-operating income                             | 3,142            |
| Interest received                                | 691              |
| Dividend received                                | 368              |
| Miscellaneous income                             | 2,083            |
| Non-operating expenses                           | 6,705            |
| Interest paid                                    | 3,496            |
| Investment loss on equity method                 | 161              |
| Miscellaneous expenses                           | 3,046            |
| Ordinary profit                                  | 11,187           |
| Extraordinary income                             | 3,309            |
| Profit on disposal of fixed assets               | 2,165            |
| Profit on sale of investment securities          | 1,144            |
| Extraordinary loss                               | 7,645            |
| Past service cost under retirement pension plan  | 2,073            |
| Special contribution to employees' pension funds | 1,833            |
| Loss on retirement of fixed assets               | 633              |
| Loss on disposal of subsidiaries and affiliates  | 1,663            |
| Loss on sale of investment securities            | 595              |
| Loss from valuation of investment securities     | 846              |
| Income before taxes, etc.                        | 6,851            |
| Income, inhabitant and enterprise taxes          | 3,826            |
| Income tax adjustment                            | 187              |
| Minority interests                               | 33               |
| Net income                                       | 2,804            |

Note: Any fractional sum less than one million yen is omitted.

### **Consolidated Subsidiaries**

### **Department Stores**

Daimaru Co., Ltd. Nagasaki Daimaru Co., Ltd. Kochi Daimaru Co., Ltd. Hakata Daimaru Co., Ltd. Imabari Daimaru Co., Ltd. Daimaru Australia (Retail) Pty Ltd

### Supermarkets

Daimaru Peacock Co., Ltd.

## Wholesale Daimaru Kogyo, Ltd.

Other Businesses The Daimaru Home Shopping, Inc. Daimaru Design & Engineering Co., Ltd. Daimaru Mokko Co., Ltd. Daimaru Credit Service Co., Ltd. Restaurant Peacock Co., Ltd.

and other 14 subsidiaries, totaling 27

### **Consolidated Sales by Type of Business**

|                   | (Unit: ¥Million) |
|-------------------|------------------|
| Department stores | 540,632          |
| Supermarkets      | 114,555          |
| Wholesale         | 93,840           |
| Other businesses  | 46,939           |
|                   |                  |
| Total             | 795,968          |

Note: The sales amount includes other operating revenue of 1,208 million yen.

### BASIS OF PRESENTING CONSOLIDATED FINANCIAL STATEMENTS

- 1. Range of consolidation
  - (1) Consolidated subsidiaries

(Twenty-seven companies including Daimaru Co., Ltd., Kochi Daimaru Co., Ltd., Nagasaki Daimaru Co., Ltd., Hakata Daimaru Co., Ltd., Daimaru Peacock Co., Ltd. and Daimaru Kogyo, Ltd.) Imabari Daimaru Co., Ltd. and The Daimaru Home Shopping, Inc., to which equity method was applied, are included in consolidation with other six companies. Daimaru Creation Co., Ltd. is excluded due to the transfer of shares.

(2) Non-consolidated subsidiaries

(Twenty-one companies including Hakata Daimaru Tomo no Kai Co., Ltd., Hakata Daimaru Card Service Co., Ltd. and Nagasaki Daimaru Tomo no Kai Co., Ltd.) Total assets, sales, net income and loss (amount of equity) and retained earnings (amount of equity) of non-consolidated subsidiaries are excluded from consolidation because they do not have significant effects on consolidated financial statements.

- 2. Application of equity method
  - (1) Non-consolidated subsidiaries and affiliates to which equity method is applied
    - Seven affiliates including Shimonoseki Daimaru Co., Ltd., Niihama Daimaru Co., Ltd., Daimaru Australia Pty Ltd and Daimaru Singapore Pte Ltd From fiscal 2000, equity method is applied to Hakuseisha Co., Ltd., Shinsaibashi Kyodo Center Building Co., Ltd. and other one company and Machida Daimaru Co., Ltd. is excluded from such application due to the completion of liquidation.
  - (2) Non-consolidated subsidiaries and affiliates to which equity method is not applied
    - Twenty-one non-consolidated subsidiaries including Hakata Daimaru Tomo no Kai Co., Ltd., Hakata Daimaru Card Service Co., Ltd. and Nagasaki Daimaru Tomo no Kai Co., Ltd.
    - Affiliates including Osaka Diamond Chikagai Co., Ltd., BIG STEP CO., LTD. and Shimonoseki Daimaru Tomo no Kai Co., Ltd. The above-mentioned non-consolidated subsidiaries and affiliates are excluded from the application of equity method because they have slight effects on net income and loss and consolidated earned surplus and they are of no significance as a whole.
  - (3) For non-consolidated subsidiaries that do not settle accounts on consolidated settlement day, financial statements for the business year of such subsidiaries are used.

3. Business year of consolidated subsidiaries

As Daimaru Australia (Retail) Pty Ltd settles account in July, it makes assumed settlement in January for consolidation. In regard to significant transactions occurring between such assumed settlement day and consolidated settlement day, adjustments necessary for consolidation are made. Other consolidated subsidiaries settle accounts on consolidated settlement day.

- 4. Accounting principles
  - (1) Appraisal of securities: By moving average cost method
  - (2) Appraisal of inventory: Principally by reduction-to-retail cost method
  - (3) Fixed assets depreciation

| Tangible fixed assets:   | In principle, by declining balance method pursuant to<br>Corporation Tax Law<br>For buildings and structures purchased in and after<br>April 1998 excluding facilities and structures attached<br>to buildings, by straight-line method; and<br>For some of consolidated subsidiaries, by straight-line<br>method |
|--------------------------|---|
| Intangible fixed assets: | By straight-line method pursuant to Corporation Tax<br>Law<br>For software used in house, by straight-line method<br>according to the usable period of five years   |

(4) Allowance and reserve

Allowance for doubtful accounts:

To provide against loss due to bad debts, debtor's assets are taken into consideration in addition to the transfer amount prescribed by Corporation Tax Law (Statutory Transfer Rate)

Accrued bonuses: Stated according to estimated amount

Reserve for loss on disposal of subsidiaries and affiliates:

To provide against loss on liquidation of subsidiaries and affiliates, reserve is stated according to estimated amount of loss.

Reserve for retirement allowance:

For employees, employees' retirement allowance is provided on the basis of voluntary retirement in accordance with the present value method. Adjusted pension plan is adopted as part of retirement allowance system. Some consolidated subsidiaries adopt tax-qualified retirement pension plan.

Reserve for directors' retirement allowance: Provided in accordance with the company's by-law

(5) Significant lease

Finance lease is stated in the same way as ordinary lease unless the transfer of ownership of leased assets to the lessee is recognized.

(6) Consumption taxes: By tax-excluded method

### Additional information

Tax effect accounting

Adoption of tax effect accounting provides deferred tax assets of 3,680 million yen (including current assets of 2,724 million yen and investments and other assets of 956 million yen) and deferred tax liabilities (fixed liabilities of 1,548 million yen) and decreases net income by 187 million yen while increasing the ending balance of consolidated earned surplus by 2,222 million yen.

### Software

Software cost stated as "other investments and assets" of investments and other assets before is accounted for as in the past by adopting interim measures stipulated in "Practical Guidance for Accounting for Research and Development Costs, etc." (Accounting Committee Report No. 12 of The Japanese Institute of Certified Public Accountants effective March 31, 1999). Pursuant to the same Report, however, the statement of the relevant software changes from "other investments and assets" of investments and other assets to "other intangible fixed assets" of intangible fixed assets (2,160 million yen for fiscal 2000) and depreciation is made by straight-line method according to the usable period of five years.

### **NETWORK OF DAIMARU GROUP**

#### Department Stores under Direct Management

#### Osaka Shinsaibashi Store

7-1, Shinsaibashi-suji 1-chome, Chuo-ku, Osaka 542-8501 Tel: 06-6271-1231

### **Osaka Umeda Store**

1-1, Umeda 3-chome, Kita-ku, Osaka 530-0001 Tel: 06-6343-1231

#### **Tokyo Store**

9-1, Marunouchi 1-chome, Chiyoda-ku, Tokyo 100-0005 Tel: 03-3212-8011

Kyoto Store 79, Shijo Takakura, Shimogyo-ku, Kyoto 600-8511 Tel: 075-211-8111

#### Yamashina Store

91, Takehana Takenouchikaido-cho, Yamashina-ku, Kyoto 607-8080 Tel: 075-255-7365

#### **Kobe Store**

40, Akashi-cho, Chuo-ku, Kobe 650-0037 Tel: 078-331-8121

#### Shinnagata Store

5-1, Wakamatsu-cho 5-chome, Nagata-ku, Kobe 653-0038 Tel: 078-643-2951

#### Affiliated Department Stores

#### Daimaru Co., Ltd.

Suma Store Ashiya Store Hakata Daimaru Co., Ltd. Shimonoseki Daimaru Co., Ltd. Kochi Daimaru Co., Ltd. Tottori Daimaru Co., Ltd. Imabari Daimaru Co., Ltd. Nagasaki Daimaru Co., Ltd.

**Daimaru Singapore Pte Ltd** Liang Court Store Junction 8 Store **Orchard Store** Daimaru Australia Pty Ltd Daimaru Melbourne Daimaru Australia (Retail) Pty Ltd Daimaru Gold Coast

#### **Supermarkets**

#### Daimaru Peacock Co., Ltd.

Kanto District (34 locations):

Aoyama, Sodegaura, Takanawa, Mejiro, Jiyugaoka, Asagaya, Shimokitazawa, Machidakiso, Nakano, Fujisawa, Misato, Ebisu, Tama, Kunitachi, Tsurumi, Rokkakubashi, Yokohamabashi, Kugayama, Takadanobaba, Azabu, Senkawa, logi, Kyodo Takanodai, Kitakarasuyama, Kyodo, Ikėjiriohashi, Shinurayasu, Toritsukasei, Higashikoganei, Kamiikedai, Sakurashinmachi, Tamachi, Honkomagome and Mita

Kansai District (27 locations)

Kori, Tsukumodai, Kitasenri, Takemidai, Meimai, Senrichuo, Nakamiya, Chayamadai, Harumidai, Neyagawa, Takakuradai, Shakusonji, Matsugaoka, Osaka Hospital, Myodani, Karibadai, Tsukahara, Hoshida, Senriminamimachi Plaza, Ashiyanangu, Konan, Koshien, Kotoen, Senriyamada, Mukonoso, Senriyama and Mino

Mail Order

The Daimaru Home Shopping, Inc.

Specialty Shop

**Givenchy Boutiques Co., Ltd.** 

Manufacturing

Mode Atelier Co., Ltd. Mich International Co., Ltd.

**Restaurants** 

Restaurant Peacock Co., Ltd. Paracucchi Japan, Inc.

Leisure

Daimaru Sports Co., Ltd.

**Complex Commercial Business** 

### COM Planning and Development Co., Ltd.

Credit Cards and Customer Circle

Daimaru Credit Service Co., Ltd. Daimaru Tomo no Kai Co., Ltd.

Construction and Interior Finishing

#### Daimaru Design & Engineering Co., Ltd. Daimaru Mokko Co., Ltd.

<u>Lease</u>

Chuo Kogyo Co., Ltd.

Foreign Trade and Wholesale

Daimaru Kogyo, Ltd.

**Distribution** 

Asocia Co., Ltd.

Information and Supporting Business

Consumer Product End-Use Research Institute Co., Ltd. Dimples' Co., Ltd. Daimaru Information Center Co., Ltd.

### **PRIVILEGES TO SHAREHOLDERS**

### Shareholders' Complimentary Cards

(1) Daimaru Shareholders' Complimentary Cards are issued to the holders of 1,000 shares or more as of the last day of February and the new holders of 1,000 shares or more as of August 31 and a 7 percent discount off the prices marked is allowed for cash within the following limit of purchase at the stores under the direct management of The Daimaru, Inc. (Osaka Shinsaibashi, Osaka Umeda, Tokyo, Kyoto, Yamashina, Kobe and Shinnagata) and Suma and Ashiya Stores. At Daimaru stores in Hakata, Shimonoseki, Kochi, Tottori, Imabari and Nagasaki, a 5 percent discount is given.

For the shareholders as of the last day of February, annual limit of purchase for such discount is determined according to the number of shareholdings as follows. The cards are issued in May and available until May 31 of the following year.

| No. of shareholdings as of the last day of Feb. | Annual limit of purchase           |
|---|------------------------------------|
| 1,000 – 1,999                                   | 500,000 yen                        |
| 2,000 – 9,999                                   | 500,000 yen for every 1,000 shares |
| 10,000 -  | 5,000,000 yen (maximum limit)      |

For the new shareholders as of August 31, annual limit of purchase is determined at a half of the above-mentioned amount according to the number of shareholdings. The cards are issued in November and available until May 31 of the following year.

(2) The card grants free admission to cultural events held at Daimaru Osaka Shinsaibashi, Osaka Umeda, Tokyo, Kyoto and Kobe Stores to two persons including its holder.

### Notes

- (1) The card is available for Daimaru Gift Certificates, the membership card of Daimaru Tomo no Kai and Shopping Coupons for Department Stores issued by the member department stores of Japan Department Stores Association as well as for cash. (It is not available for other certificates, coupons, tickets and debit cards.)
- (2) The card is not available for charge accounts, credit cards, mail orders and COD.
- (3) The card does not allow a discount on the following articles: Perishables (marine products, meat, vegetables and fruits), books, CDs, cigarettes, stamps, all kinds of certificates and coupons, bullion, coins, handling charges, packages, repairs, eating and drinking, beauty treatment, travels and other specified articles (Louis Vuitton, Tiffany, Bulgari, Cartier, etc.)
- (4) The card is not available together with other discounts.

### **BOARD OF DIRECTORS**

(As of May 1, 2001)

President

Tsutomu Okuda

Senior Managing Director

Takashi Masuda

Naoshi Hirata

Managing Director

Directors

Hisaya Nara Tadao Matsumoto Etsuji Nishio Hiroshi Kitano Syuichi Tani Koichi Saito Masamiki Takagi Keiichiro Matsuda

Auditors

Gentaro Kawase Masafumi Onishi Bunichiro Mikami Hiroshi lida

# CORPORATE DATA

(As of February 28, 2001)

| Company Name:   | The Daimaru, Inc.   |
|---|---|
| Founded:  | 1717  |
| Incorporated:   | April 16, 1920  |
| Capital:  | ¥270,283,044,920  |
| Number of Shares Issued:  | 270,830,356   |
| Location of Main Store:   | 7-1, Shinsaibashisuji 1-chome, Chuo-ku<br>Osaka 542-8501  |
| Account Settlement:   | Last day of February  |
| Determination of Dividend Received<br>Term-end Dividend:<br>Interim Dividend: | Last day of February<br>August 31   |
| Annual General Meeting of Shareholders:                                       | Мау   |
| Transfer Office:  | Osaka Branch of The Toyo Trust and Banking Co. Ltd.<br>6-3, Fushimi-cho 3-chome, Chuo-ku, Osaka 541-8502<br>Tel: 06-6229-3011 |
| Transfer Agents:  | Head Offices and Branches of The Toyo Trust and Banking Co., Ltd. and The Nomura Securities Co., Ltd.                         |
| Media of Public Notice:   | The Nihon Keizai Shimbun  |
| URL:  | http://www.daimaru.co.jp/   |