

**2009 3**

**FINANCIAL INFORMATION  
FOR THE FISCAL YEAR ENDED MARCH 31, 2009**



**Harashin Narus Holdings Co., Ltd.**

8255

# ***CONTENTS***

**2009 3**

**Summary of Selected Financial Data for the Fiscal Year Ended March 31, 2009**

## **I.**

### **Consolidated Financial Results**

<b>1.</b>		
	<b>Business Results</b> -----	<b>1</b>
<b>2.</b>		
	<b>Major Financial Indicators</b> -----	<b>1</b>
<b>3.</b>		
	<b>Selling, General and Administrative Expenses</b> -----	<b>2</b>
<b>4.</b>		
	<b>Employees</b> -----	<b>2</b>
<b>5.</b>		
	<b>Debts Outstanding and Interest Income and Expenses</b> -----	<b>3</b>

## **II.**

### **Supermarket Business**

<b>1.</b>		
	<b>Supermarket Sales Performance</b> -----	<b>4</b>
<b>2.</b>		
	<b>Store Sales</b> -----	<b>5</b>
<b>3.</b>		
	<b>Inventory Turnover Trends (Number of Days to Sell)</b> -----	<b>8</b>
<b>4.</b>		
	<b>Store Expansion</b> -----	<b>9</b>

2009 3

## SUMMARY OF SELECTED FINANCIAL DATA

For the Fiscal Year Ended March 31, 2009

### I. Consolidated Financial Results

#### 1. Business Results

Millions of yen, except where indicated) Full-year estimates

	2007/3		2008/3		2009/3		2010/3	
		YoY (%)		YoY (%)		YoY (%)	(Est.)	YoY (%)
Total revenues	104,325	134.1	111,537	106.9	116,219	104.2	119,000	102.4
Operating income	3,794	124.9	3,629	95.7	3,220	88.7	3,600	111.8
Recurring income	3,747	129.8	3,726	99.4	3,054	82.0	3,500	114.6
Net income	1,218	110.8	1,535	126.0	1,064	69.4	1,400	131.5
Total assets	47,627	141.0	48,664	102.2	52,051	107.0		
Shareholders' equity	20,190	121.6	21,242	105.2	21,744	102.4		
Net income per share Yen	67.6	99.7	85.2	126.0	59.1	69.4		
Shareholders' equity per share Yen	1,121.3	106.7	1,179.8	105.2	1,207.8	102.4		

#### 2. Major Financial Indicators

	2007/3		2008/3		2009/3	
		Change		Change		Change
Return on total assets %	2.6	-0.7	3.2	0.6	2.0	-1.1
Return on shareholders' equity %	6.0	-0.6	7.2	1.2	4.9	-2.3
Current ratio %	70.4	-4.4	70.3	-0.1	69.5	-0.8
Ratio of fixed assets to shareholders' equity %	174.8	17.0	177.1	2.3	182.3	5.3
Shareholders' equity ratio %	42.4	-6.8	43.7	1.3	41.8	-1.9
Turnover ratio of total assets (Times)	2.6	0.2	2.3	-0.2	2.2	-0.1
Turnover ratio of shareholders' equity (Times)	5.2	0.5	5.3	0.1	5.3	0.1
Interest coverage (Times)	28.9	-10.0	21.3	-7.6	17.8	-3.5

\* 
$$\text{Interest coverage} = \frac{\text{Operating income} + \text{Interest received} + \text{Dividends received}}{\text{Interest paid} + \text{Bond interest paid}}$$

## 3.

## Selling, General and Administrative Expenses

( Millions of yen)

	2007/3			2008/3			2009/3		
	Expenses	YoY (%)	% of total revenues	Expenses	YoY (%)	% of total revenues	Expenses	YoY (%)	% of total revenues
Sales promotion expenses	1,391	145.5	1.3	1,498	107.7	1.3	1,448	96.7	1.2
Personnel expenses	13,583	138.6	13.0	14,787	108.9	13.3	15,272	103.3	13.1
Selling expenses	2,178	130.6	2.1	2,053	94.3	1.8	2,475	120.6	2.1
Store-related expenses	7,132	130.2	6.8	7,451	104.5	6.7	7,783	104.5	6.7
Other administrative expenses	1,224	145.3	1.2	1,205	98.4	1.1	1,317	109.3	1.1
Total	25,510	136.1	24.5	26,995	105.8	24.2	28,298	104.8	24.3

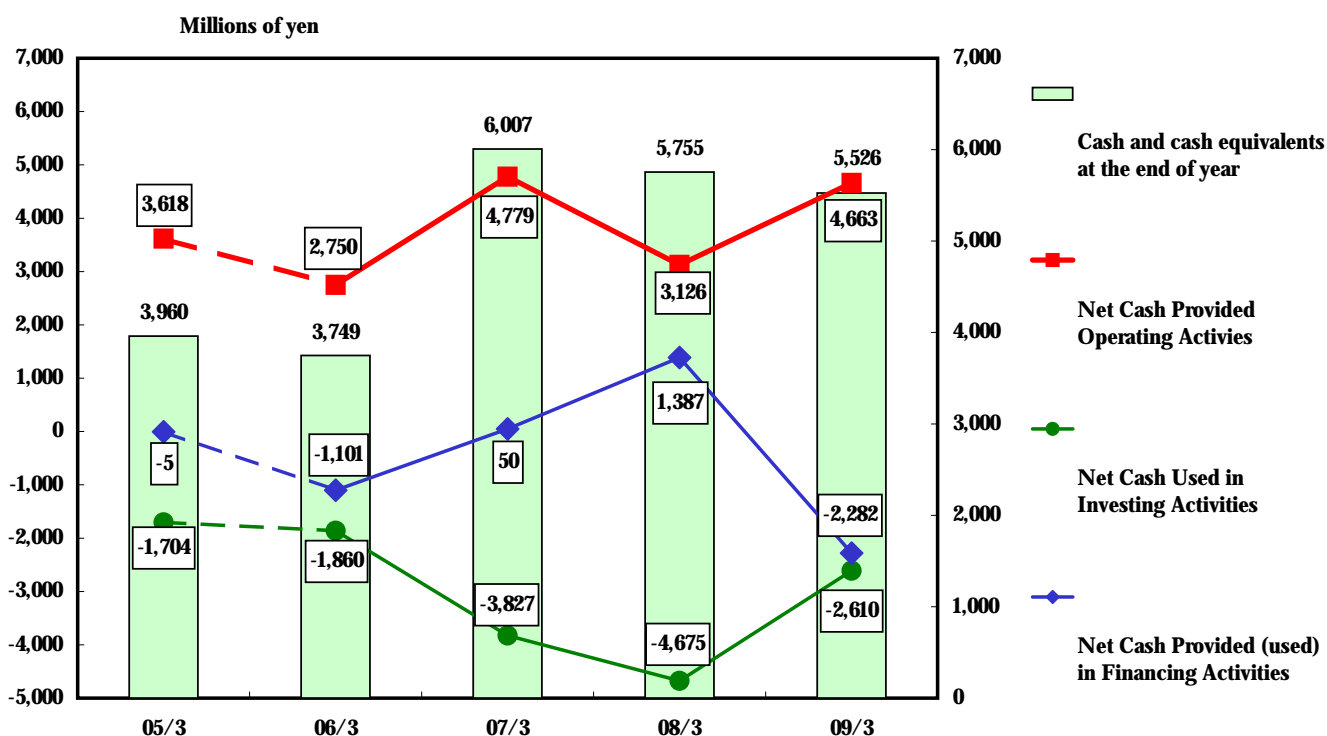
## 4. Employees

	2007/3	Change	2008/3	Change	2009/3	Change
A						
Regular staff	1,107	242	1,172	65	1,279	107
B						
Part-time staff	2,879	825	3,198	319	3,310	112
% B/(A+B)						
Ratio of part-time to total staff	72.2	1.9	73.2	1.0	72.1	-1.1
%)						
Personnel expenses/Gross profit	46.4	1.4	48.3	1.9	48.5	0.2

200

$$\text{Number of part-time staff} = \frac{\text{Total monthly working hours of part-time staff}}{200 \text{ (hours)} \times 12 \text{ (months)}}$$

5. Cashu Flow from Operating Activities



6. Debts Outstanding and Interest Income and Expenses

(1) Debts Outstanding

Millions of yen

	2007/3	Change	2008/3	Change	2009/3	Change
Short-term debt	870	-230	820	-50	620	-200
Long-term debt	8,681	4,433	10,901	2,220	10,713	-188
Subtotal	9,551	4,203	11,721	2,170	11,333	-388
<b>Bonds outstanding</b>						
Domestic issue of unsecured bonds	2,598	1,182	2,230	-368	1,550	-680
Subtotal	2,598	1,182	2,230	-368	1,550	-680
<b>Total</b>	<b>12,149</b>	<b>5,385</b>	<b>13,951</b>	<b>1,802</b>	<b>12,883</b>	<b>-1,068</b>

(2) Interest Income and Expenses

Millions of yen

	2007/3	YoY(%)	2008/3	YoY(%)	2009/3	YoY(%)
Interest income	39	113.8	44	113.8	50	112.8
Dividend income	37	176.7	50	133.9	33	65.9
<b>Total</b>	<b>76</b>	<b>137.7</b>	<b>94</b>	<b>123.6</b>	<b>83</b>	<b>88.0</b>
Interest expenses	104	145.8	143	138.1	160	112.0
Bond interest paid	30	358.1	32	106.5	26	82.0
<b>Total</b>	<b>134</b>	<b>168.4</b>	<b>175</b>	<b>130.9</b>	<b>187</b>	<b>106.5</b>
<b>Net interest expenses</b>	<b>-58</b>		<b>-81</b>		<b>-104</b>	
<b>Change</b>	<b>-34</b>		<b>-23</b>		<b>-23</b>	



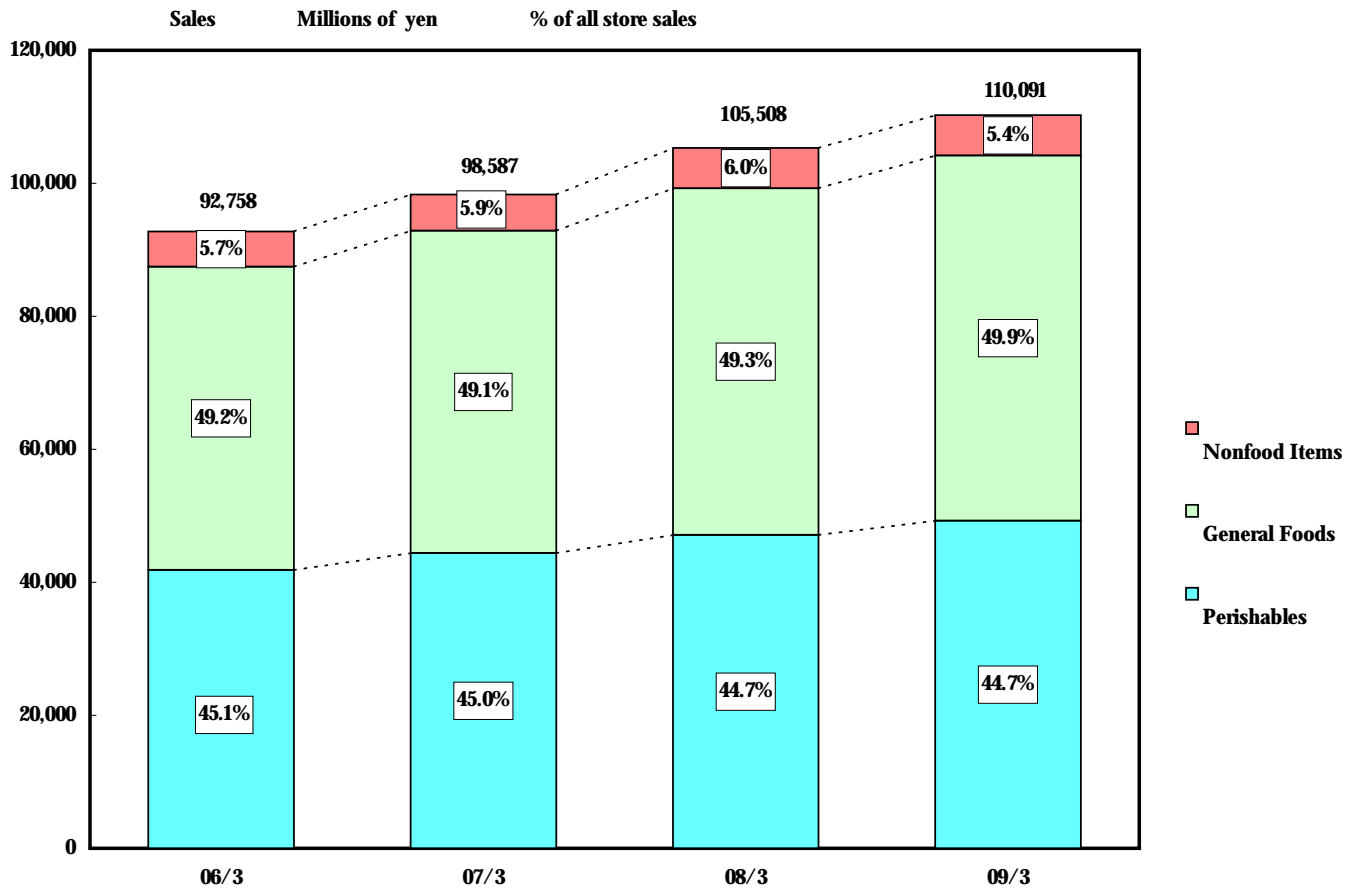
## 2.

## Store Sales

## (1) Net Store Sales by Product Category

( Millions of yen

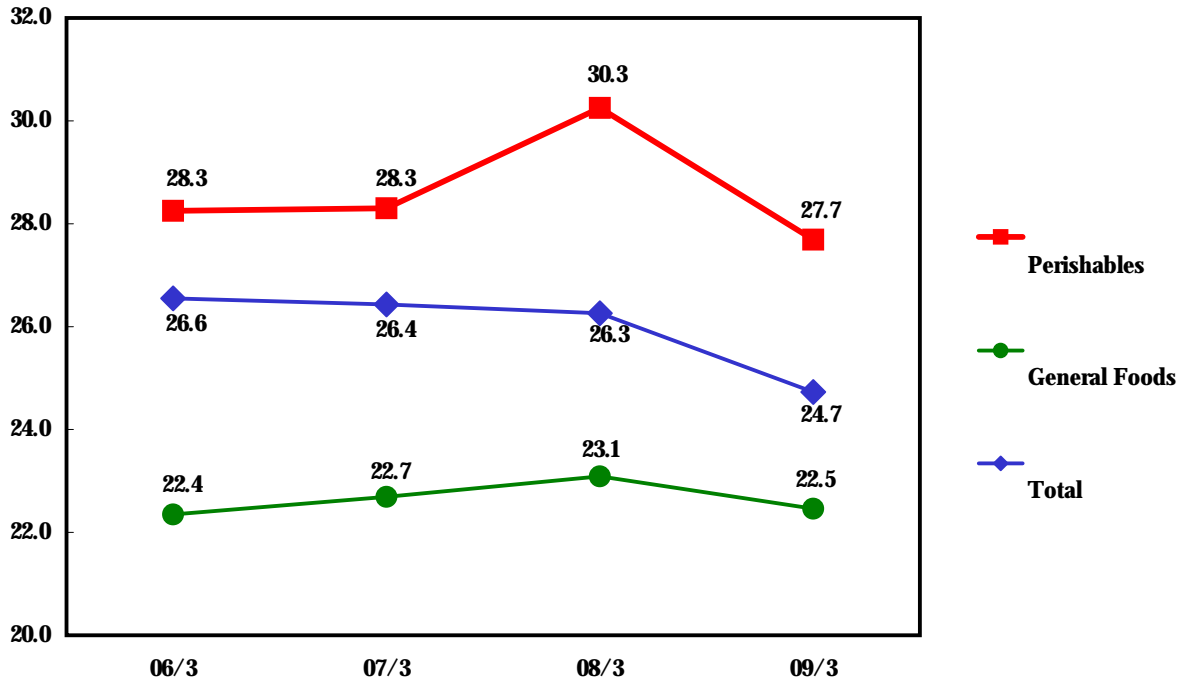
	2007/3			2008/3			2009/3		
	Sales	YoY(%)	% of all store sales	Sales	YoY(%)	% of all store sales	Sales	YoY(%)	% of all store sales
Perishables total	44,399	134.2	45.0	47,124	106.1	44.7	49,258	104.5	44.7
General foods total	48,329	133.7	49.1	52,031	107.7	49.3	54,937	105.6	49.9
Foods total	92,727	133.9	94.1	99,156	106.9	94.0	104,195	105.1	94.6
Sundries	5,531	138.3	5.6	5,760	104.1	5.4	5,604	97.3	5.1
Clothing	310	83.9	0.3	286	92.3	0.3	276	96.5	0.3
Other merchandise	19	78.9	0.0	306	1,643.7	0.3	16	5.2	0.0
Total	98,587	133.9	100.0	105,508	107.0	100.0	110,091	104.3	100.0



\* Nonfood items include sundries, clothing and other merchandise.

(2)

Gross Profit Margin for Stores by Main Product Category

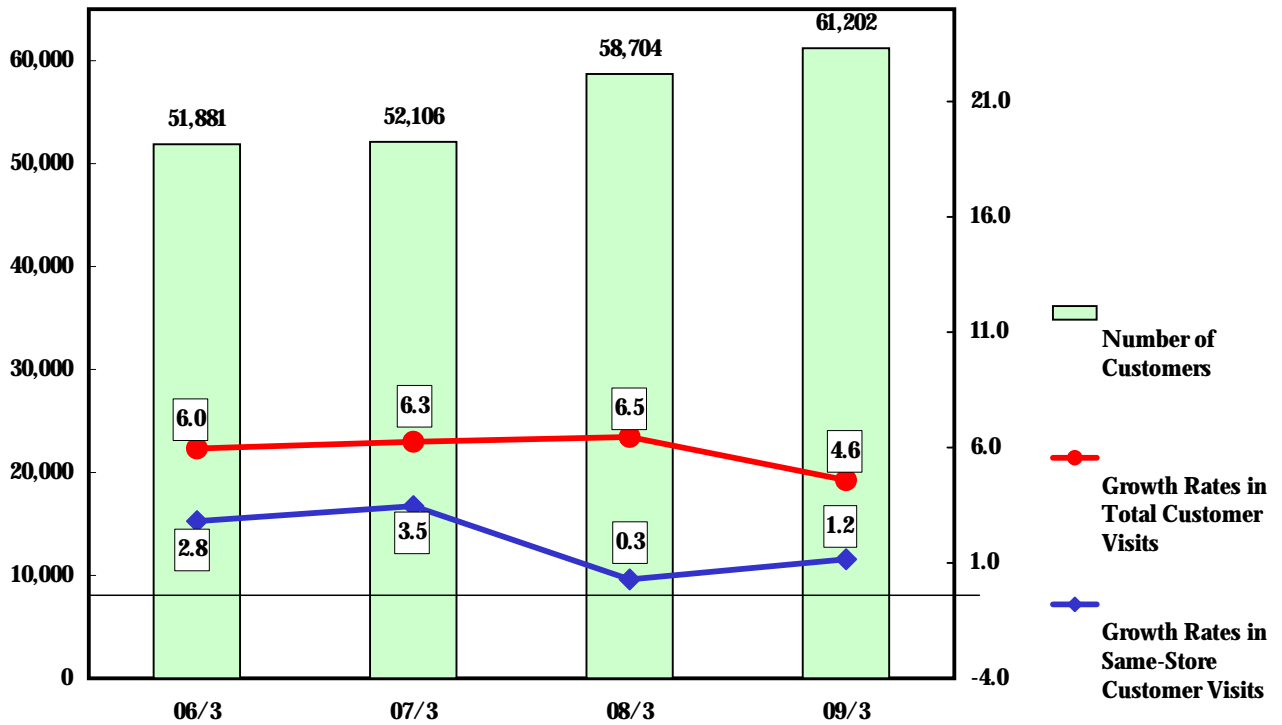


(3)

Total Customer Visits

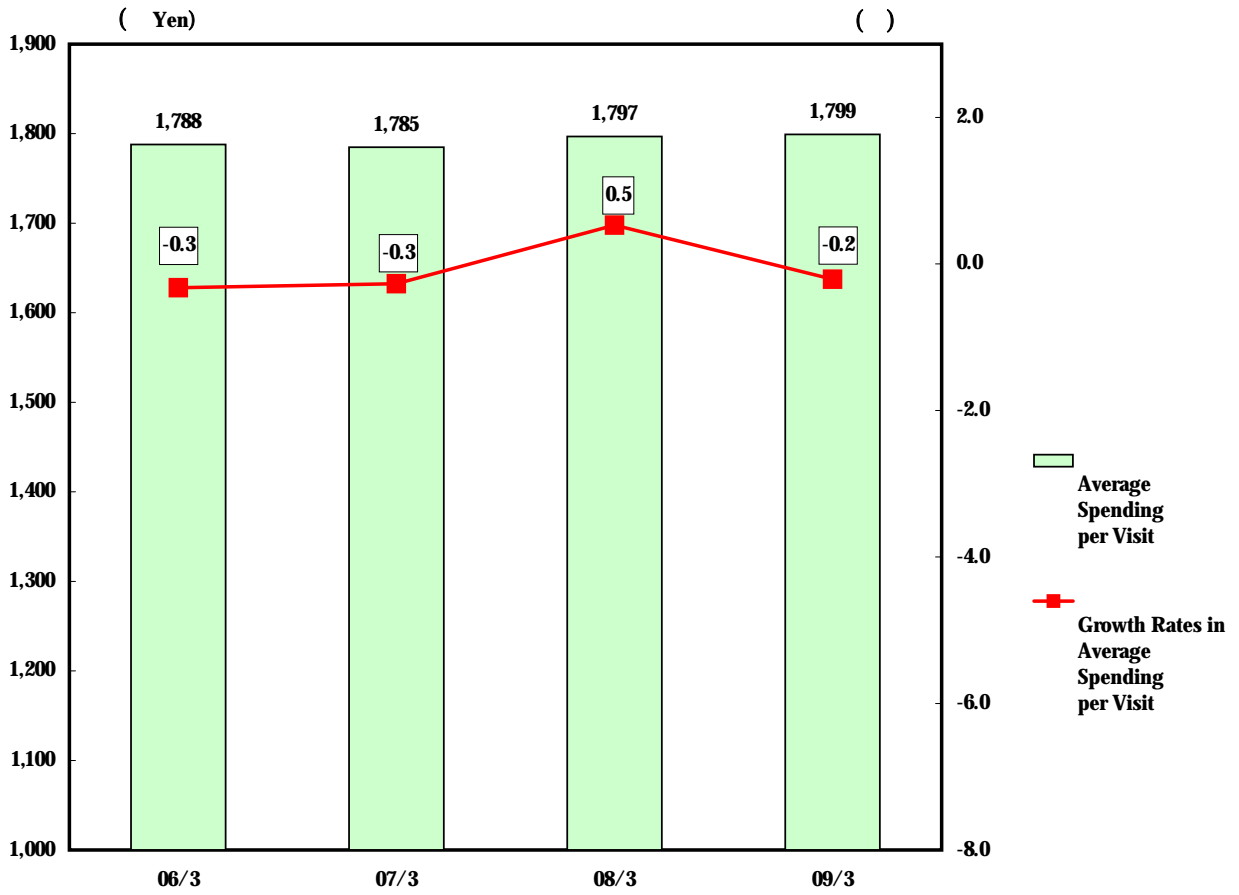
( Thousands of people

( )

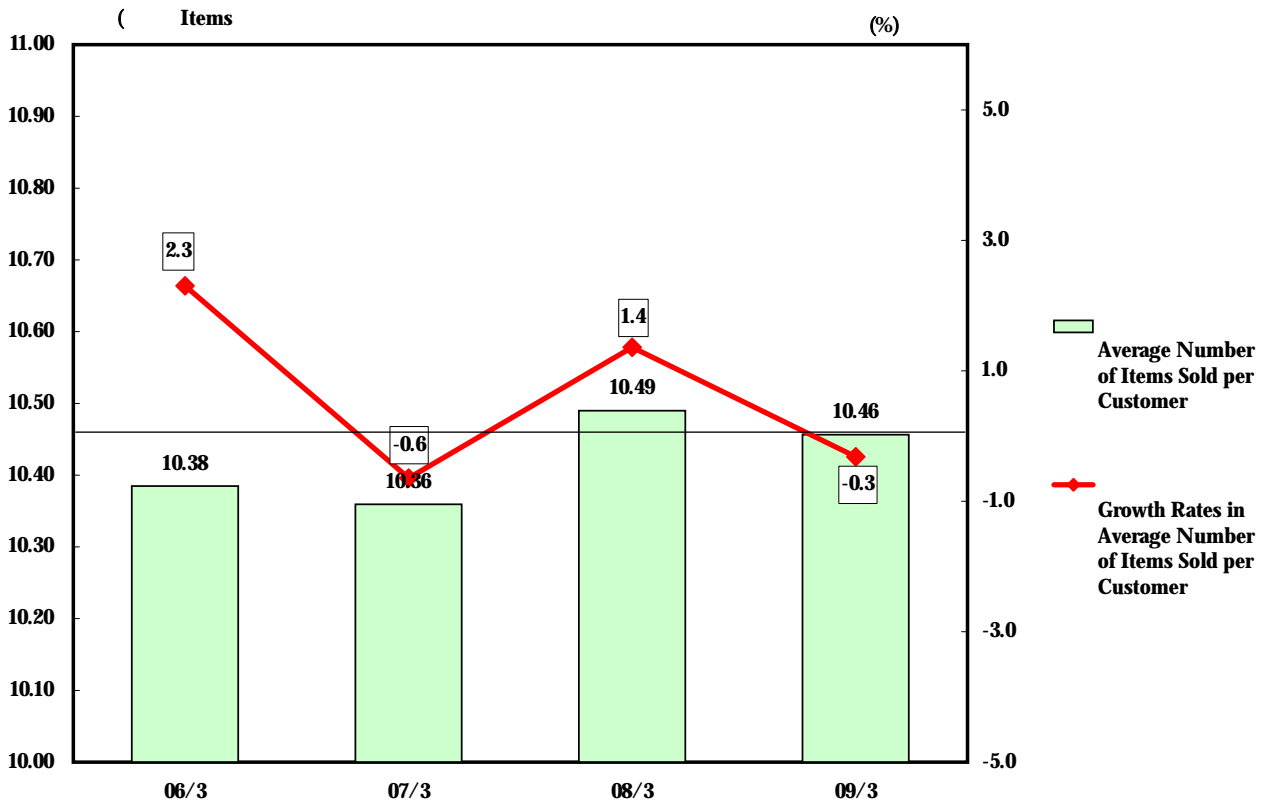




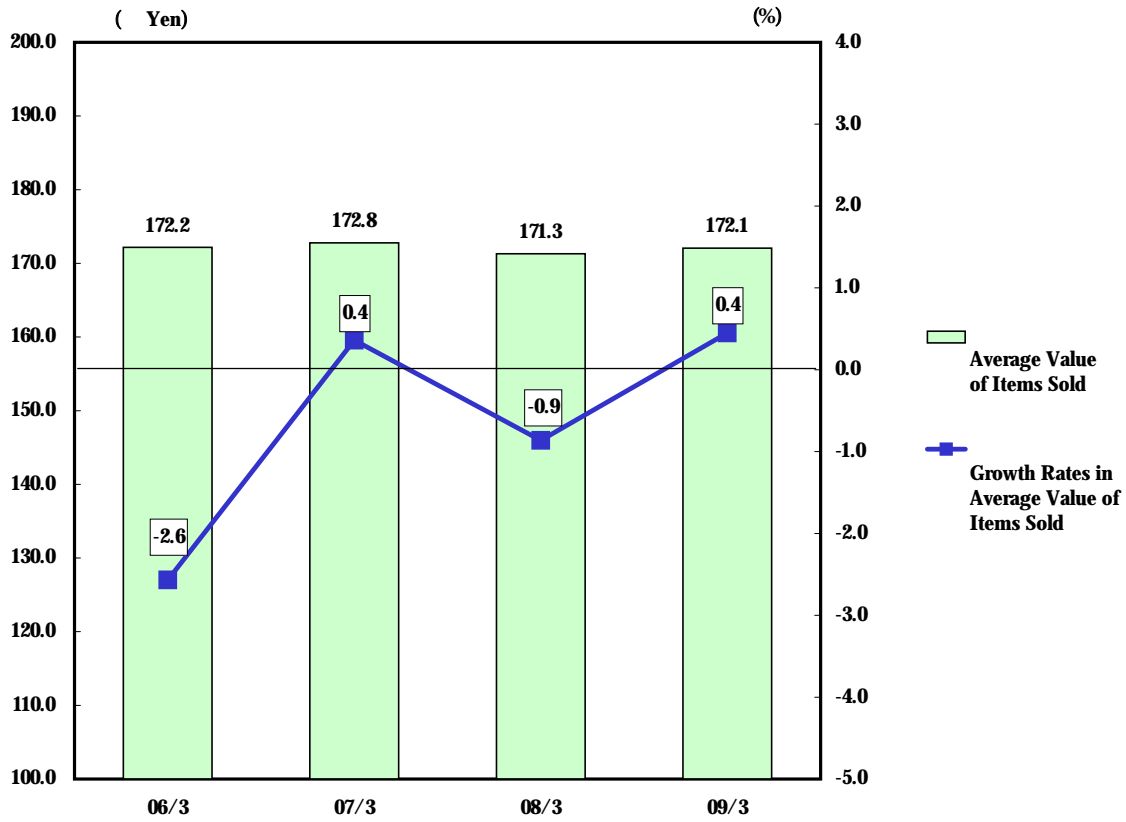
(4) Average Spending per Visit



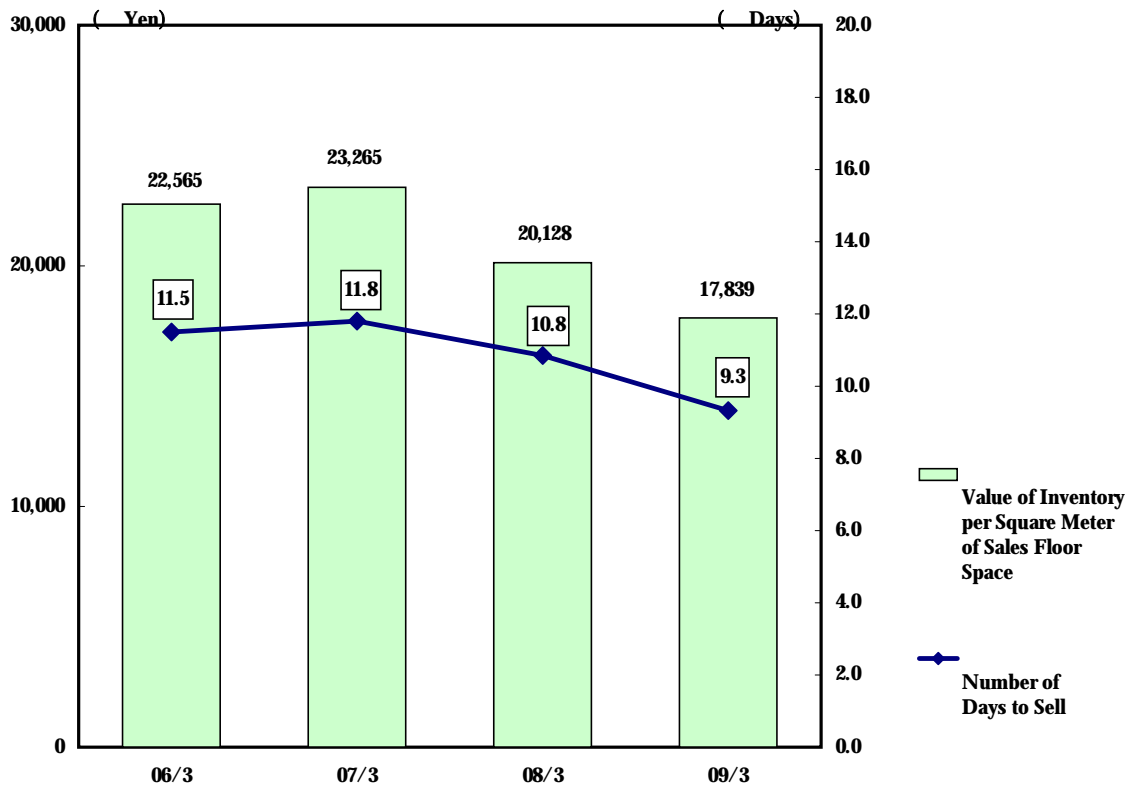
(5) Average Number of Items Sold



(6) Average Value of Items Sold



3. Inventory Turnover Trends (Number of Days to Sell)



## 4

## Store Expansion

(1)

## Store Expansion by Type

Number of Stores)

	2005/3			2006/3			2007/3			2008/3			2009/3		
	Closed	Opened	Total	Closed	Opened	Total	Closed	Opened	Total	Closed	Opened	Total	Closed	Opened	Total
Supermarkets	5	-	18	1	4	21	-	-	21	-	-	21	2	-	19
Super-supermarkets	-	5	35	-	1	36	-	2	38	-	3	41	-	2	43
other stores	(*1) 2	-	3	-	-	3	-	-	3	(*2) 2	-	1	-	-	(*3) 1
Total	7	5	56	1	5	60	0	2	62	2	3	63	2	2	63

\*1

Super ware house stores were closed and changed into Supermarket.

\*2

"Home centers" were closed.

\*3

100-yen shop is opened.

(2)

## Hours of Operation

	Harashin Co., Ltd.			Narus Co., Ltd.			
Business hours	9:00	9:00	1	9:00	8:00	(*4)	1
	Stores open from 9:00 a.m. until 9:00 p.m.		1 store	Stores open from 9:00 a.m. until 8:00 p.m.			1 store
	9:00	10:00	8	9:00	9:00		2
	Stores open from 9:00 a.m. until 10:00 p.m.		8 stores	Stores open from 9:00 a.m. until 9:00 p.m.			2 stores
	9:00	10:30	2	9:00	10:00		7
	Stores open from 9:00 a.m. until 10:30 p.m.		2 stores	Stores open from 9:00 a.m. until 10:00 p.m.			7 stores
	9:00	11:00	2	7:00	0:00		1
	Stores open from 9:00 a.m. until 11:00 p.m.		2 stores	Stores open from 7:00 a.m. until 12:00 a.m.			1 store
	9:00	0:00	17	9:00	0:00		3
	Stores open from 9:00 a.m. until 12:00 a.m.		17 stores	Stores open from 9:00 a.m. until 12:00 a.m.			3 stores
	7:00	11:00	1	24			2
	Stores open from 7:00 a.m. until 11:00 p.m.		1 store	Twenty-four hour stores			2 stores
	7:00	0:00	5				
	Stores open from 7:00 a.m. until 12:00 a.m.		5 stores				
	24		11				
	Twenty-four hour stores		11 stores				

\*4

100-yen shop is opened.

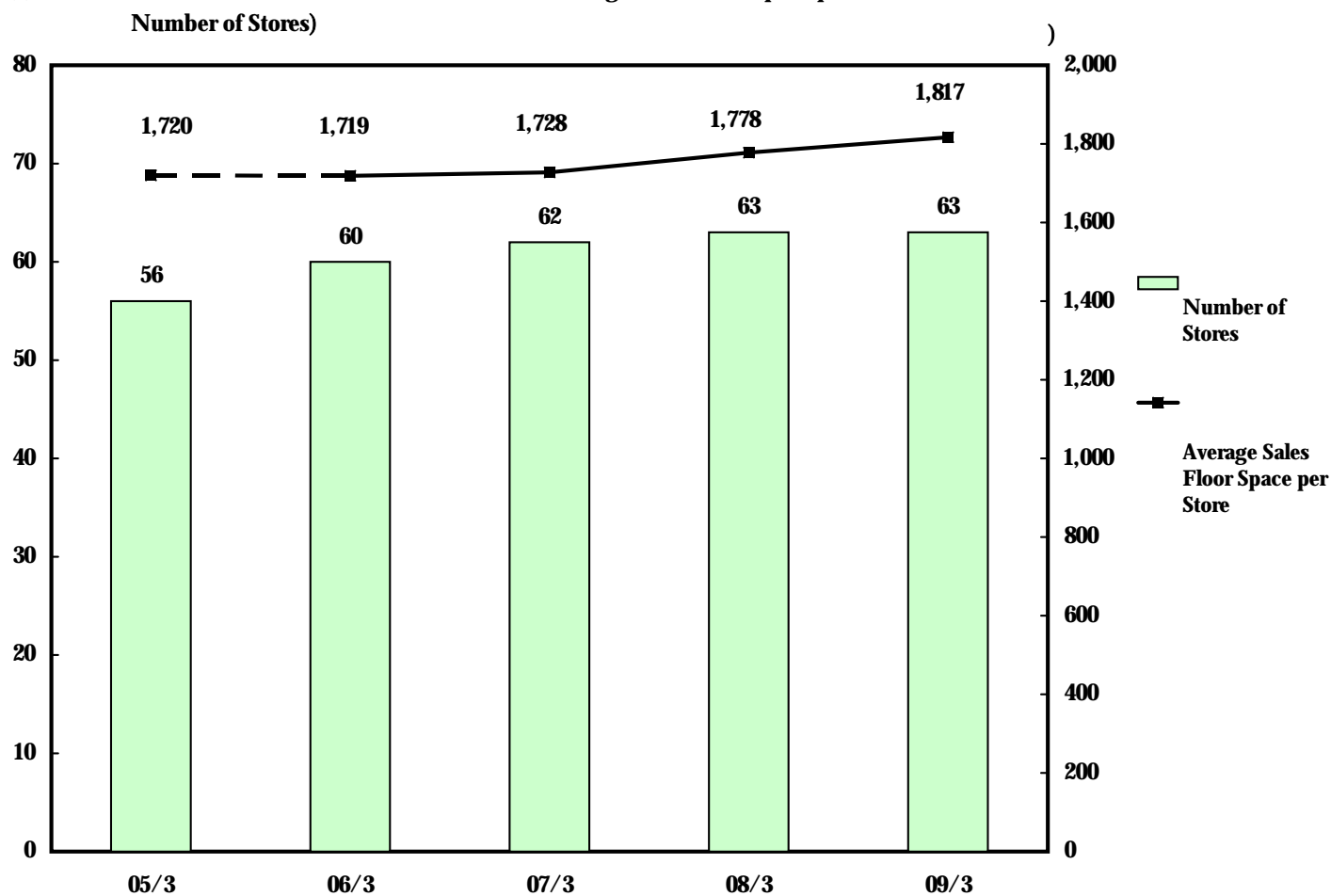
(3) Sales Floor Space

	2005/3	YoY(%)	2006/3	YoY(%)	2007/3	YoY(%)	2008/3	YoY(%)	2009/3	YoY(%)
Average total floor space during the year	97,192	105.6	101,829	104.8	103,875	102.0	110,308	106.2	112,869	102.3
1 * Annual total revenues per square meters of sales floor space* (Thousands of yen)	907	107.8	914	100.8	949	103.8	956	100.7	975	102.0

\* ÷

\*Annual total revenues / Average total floor space during the year

(4) Number of Stores and Average Sales Floor Space per Store



(5) Store Openings

2009 3 For the fiscal year ended March 31, 2009

	Store name		Location	Date	Sales floor space			Store sales (Millions of yen)	Projected annual turnover (Millions of yen)
					Directly operated	Operated by tenants	Total		
Opened	Harashin	Minamibandai	Niigata City, Niigata Pref.	Nov. 2008	2,069	0	2,069	660	1,700
	Narus	Kokufu	Joetsu City, Niigata Pref.	Dec. 2008	2,213	30	2,243	810	2,200
Closed	Harashin	Please	Nagaoka City, Niigata Pref.	Spe. 2008	998	0	998	230	
	Narus	Kokufu	Joetsu City, Niigata Pref.	Dec. 2008	1,256	20	1,276	1,270	

2010 3 For the fiscal year ending March 31, 2010

	Store name		Location	Date	Sales floor space			Projected store sales (Millions of yen)	Projected annual turnover (Millions of yen)
					Directly operated	Operated by tenants	Total		
Planned opening	Harashin	* *Murakaminishi	Murakami City, Niigata Pref.	Jun. 2009	1,985	20	2,005	1,170	1,450
	Harashin	* *Hanyu	Chikuma City, Nagano Pref.	Aug. 2009	2,021	23	2,044	690	1,500
	Harashin	* *Oumi	Niigata City, Niigata Pref.	Mar. 2010	2,148	21	2,169	120	2,000
	Harashin	* *Shiroumaru	Nagaoka City, Niigata Pref.	Mar. 2010	2,083	0	2,083	60	1,700

\*

\*Intended or planned name at the time of publication