

**Financial Results and Reference Documents for the First Six  
Months of the Fiscal Year Ending February 28, 2023**

Table of contents

1. Financial Summary .....	2
(Consolidated) .....	2
(Non-consolidated).....	2
2. Net Sales (Non-consolidated) .....	3
3. Results/Plans for Capital Expenditures (Consolidated) .....	7
4. Newly Launched Stores/Store Closures and Sales Floor Area at the End of the Period (Non-consolidated).	7
5. Selling, General and Administrative Expenses .....	8
(Consolidated) .....	8
(Non-consolidated).....	8
6. Employees and New Graduates Hired (Consolidated).....	8
7. Key Financial Indicators .....	9
(Consolidated) .....	9
(Non-consolidated).....	9
8. Company Overview .....	9

## 1. Financial Summary

(Consolidated)

(Millions of yen, %)

	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022*		Fiscal year ending February 28, 2023 (forecast)*	
		Change		Change		Change		Change
Operating revenue	386,738	9.4	387,093	0.1	377,563	–	763,000	–
Net sales	375,213	9.5	375,382	0.0	364,251	–	736,000	–
Operating profit	16,914	204.0	15,251	(9.8)	8,914	(41.6)	17,000	(25.9)
Ordinary profit	17,335	190.4	15,603	(10.0)	9,331	(40.2)	18,000	(24.0)
Profit attributable to owners of parent	11,705	205.3	10,782	(7.9)	6,412	(40.5)	11,500	(24.4)
Dividend per share (Yen)	25.00		30.00		35.00		70.00	

(Non-consolidated)

(Millions of yen, %)

	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022*		Fiscal year ending February 28, 2023 (forecast)*	
		Change		Change		Change		Change
Operating revenue	386,302	9.4	386,630	0.1	377,476	–	762,800	–
Net sales	375,213	9.5	375,382	0.0	364,251	–	736,000	–
(Net existing rate of change)		8.5		(1.8)		(1.3)		(0.3)
Operating profit	16,817	201.0	15,201	(9.6)	8,784	(42.2)	16,700	(26.8)
Ordinary profit	17,244	187.5	15,558	(9.8)	9,180	(41.0)	17,700	(24.9)
Profit	11,626	201.0	10,726	(7.7)	6,279	(41.5)	11,200	(25.7)
Newly launched stores	2		2		6		11	

\*The Company has applied the “Accounting Standard for Revenue Recognition” and relevant ASBJ regulations from the beginning of the fiscal year ending February 28, 2023. Therefore, the results and forecast are based on the said standard, etc. The rate of change for operating revenue and net sales is not presented, as the method for calculation differs from the previous method. However, as the effect on the operating profit, ordinary profit and profit is insignificant, the rate of change is presented as a simple comparison with the previous year.

The effects (consolidated) in the six months ended August 31, 2022 were minus ¥10,254 million on the operating revenue, minus ¥11,841 million on the net sales, minus ¥6 million on the operating profit and minus ¥6 million on the ordinary profit. The net existing rate of change has been presented as the method for calculation is the same as before.

## 2. Net Sales (Non-consolidated)

(1) Net sales/number of customers/average sale per customer (year on year)

(%)

	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022*	
	All stores	Existing stores	All stores	Existing stores	All stores	Existing stores
Net sales	109.5	108.5	100.0	98.2	100.2	98.7
Number of customers	95.0	94.0	103.8	101.8	100.2	98.2
Average sale per customer	115.2	115.4	96.4	96.5	100.0	100.5

\*The rate of change compares net sales calculated using the previous method, prior to the application of the Accounting Standard for Revenue Recognition.

## (2) Net sales by division

(Millions of yen, %)

Department	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022*			
		YoY		YoY		YoY	Compared with existing	Sales composition
Food	324,508	110.7	326,564	100.6	321,133	–	–	88.1
Agricultural Produce	51,018	117.4	49,723	97.5	47,728	–	–	13.1
Marine Products	28,922	113.0	29,730	102.8	28,545	–	–	7.8
Meat Products	42,110	117.6	41,459	98.5	40,475	–	–	11.1
Delicatessen	37,015	99.1	41,089	111.0	42,558	–	–	11.7
Process and Daily	165,442	109.7	164,561	99.5	161,826	–	–	44.4
Lifestyle Products	34,301	109.9	32,352	94.3	31,831	–	–	8.7
Apparel	11,538	86.8	11,553	100.1	11,286	–	–	3.1
Others	4,864	96.0	4,912	101.0	–	–	–	–
Total	375,213	109.5	375,382	100.0	364,251	–	–	100.0

\*The net sales for the six months ended August 31, 2022 are presented using the method for calculation after the application of the Accounting Standard for Revenue Recognition, and YoY and Compared with existing are not presented, as the method for calculation differs from the previous method.

## Reference: Prior to the application of the Accounting Standard for Revenue Recognition

Department	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022			
		YoY		YoY		YoY	Compared with existing	Sales composition
Food	324,508	110.7	326,564	100.6	327,135	100.2	98.4	87.0
Agricultural Produce	51,018	117.4	49,723	97.5	51,154	102.9	101.1	13.6
Marine Products	28,922	113.0	29,730	102.8	28,854	97.1	95.2	7.7
Meat Products	42,110	117.6	41,459	98.5	40,821	98.5	96.6	10.9
Delicatessen	37,015	99.1	41,089	111.0	42,911	104.4	101.9	11.4
Process and Daily	165,442	109.7	164,561	99.5	163,394	99.3	97.7	43.4
Lifestyle Products	34,301	109.9	32,352	94.3	32,370	100.1	100.1	8.6
Apparel	11,538	86.8	11,553	100.1	11,429	98.9	100.8	3.0
Others	4,864	96.0	4,912	101.0	5,157	105.0	106.8	1.4
Total	375,213	109.5	375,382	100.0	376,092	100.2	98.7	100.0

## (3) Net sales by region

(Stores, millions of yen, %)

	Six months ended August 31, 2020			Six months ended August 31, 2021			Six months ended August 31, 2022*		
	Number of stores	Net sales	Sales composition	Number of stores	Net sales	Sales composition	Number of stores	Net sales	Sales composition
Tokyo Region	120	184,406	49.1	124	185,731	49.5	129	179,643	49.3
Tokyo	80	127,564	34.0	82	126,723	33.8	88	123,675	33.9
Saitama	8	11,161	3.0	8	10,972	2.9	7	9,447	2.6
Chiba	5	4,838	1.3	5	4,456	1.2	5	4,264	1.2
Kanagawa	27	40,842	10.9	29	43,579	11.6	29	42,256	11.6
Osaka Region	155	190,806	50.9	157	189,650	50.5	162	184,607	50.7
Osaka	120	148,119	39.5	122	145,657	38.8	125	141,348	38.8
Hyogo	16	20,703	5.5	17	22,408	6.0	17	21,733	6.0
Nara	4	5,023	1.3	3	4,867	1.3	3	3,643	1.0
Kyoto	15	16,959	4.5	15	16,717	4.4	17	17,882	4.9
Total	275	375,213	100.0	281	375,382	100.0	291	364,251	100.0

\*The net sales for the six months ended August 31, 2022 are presented using the method for calculation after the application of the Accounting Standard for Revenue Recognition.

Reference: Prior to the application of the Accounting Standard for Revenue Recognition

	Six months ended August 31, 2020			Six months ended August 31, 2021			Six months ended August 31, 2022		
	Number of stores	Net sales	Sales composition	Number of stores	Net sales	Sales composition	Number of stores	Net sales	Sales composition
Tokyo Region	120	184,406	49.1	124	185,731	49.5	129	185,950	49.4
Tokyo	80	127,564	34.0	82	126,723	33.8	88	128,086	34.0
Saitama	8	11,161	3.0	8	10,972	2.9	7	10,004	2.7
Chiba	5	4,838	1.3	5	4,456	1.2	5	4,461	1.2
Kanagawa	27	40,842	10.9	29	43,579	11.6	29	43,397	11.5
Osaka Region	155	190,806	50.9	157	189,650	50.5	162	190,142	50.6
Osaka	120	148,119	39.5	122	145,657	38.8	125	145,485	38.7
Hyogo	16	20,703	5.5	17	22,408	6.0	17	22,342	6.0
Nara	4	5,023	1.3	3	4,867	1.3	3	3,840	1.0
Kyoto	15	16,959	4.5	15	16,717	4.4	17	18,473	4.9
Total	275	375,213	100.0	281	375,382	100.0	291	376,092	100.0

## (4) Gross profit ratio by division

(%)

Department	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022*	
		Change		Change		Change
Food	30.7	+1.3	31.0	+0.3	30.8	–
Agricultural Produce	28.4	+1.6	28.9	+0.5	29.2	–
Marine Products	32.5	+3.0	32.6	+0.1	31.6	–
Meat Products	31.0	+2.4	30.9	(0.1)	29.9	–
Delicatessen	54.9	+1.2	55.2	+0.3	55.1	–
Process and Daily	25.7	+1.4	25.4	(0.3)	25.0	–
Lifestyle Products	27.0	+2.2	26.6	(0.4)	26.3	–
Apparel	38.1	(0.2)	39.3	+1.2	39.8	–
Others	10.1	+0.2	10.2	+0.1	–	–
Total	30.3	+1.3	30.6	+0.3	30.7	–

\*The gross profit ratio for the six months ended August 31, 2022 is presented using the method for calculation after the application of the Accounting Standard for Revenue Recognition, and Change is not presented, as the method for calculation differs from the previous method.

Reference: Prior to the application of the Accounting Standard for Revenue Recognition

Department	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022	
		Change		Change		Change
Food	30.7	+1.3	31.0	+0.3	31.3	+0.3
Agricultural Produce	28.4	+1.6	28.9	+0.5	29.1	+0.2
Marine Products	32.5	+3.0	32.6	+0.1	32.2	(0.4)
Meat Products	31.0	+2.4	30.9	(0.1)	30.5	(0.4)
Delicatessen	54.9	+1.2	55.2	+0.3	55.5	+0.3
Process and Daily	25.7	+1.4	25.4	(0.3)	25.6	+0.2
Lifestyle Products	27.0	+2.2	26.6	(0.4)	26.9	+0.3
Apparel	38.1	(0.2)	39.3	+1.2	40.1	+0.8
Others	10.1	+0.2	10.2	+0.1	9.9	(0.3)
Total	30.3	+1.3	30.6	+0.3	30.9	+0.3

### 3. Results/Plans for Capital Expenditures (Consolidated)

(Millions of yen)

	Six months ended August 31, 2020	Six months ended August 31, 2021	Six months ended August 31, 2022	Fiscal year ending February 28, 2023 (plan)
New store investment	6,235	2,845	9,828	17,600
Renovation investment	1,417	840	831	1,200
System investment	524	1,099	1,301	3,500
Others	5,732	2,620	1,337	3,900
Total	13,908	7,404	13,297	26,200

Note: Above is based on construction

### 4. Newly Launched Stores/Store Closures and Sales Floor Area at the End of the Period (Non-consolidated)

(1) Stores planned to be launched in the fiscal year ending February 28, 2023

11 stores (7 stores in Tokyo Region and 4 stores in Osaka Region)

	Name of store (format)	Location	Sales floor area (m <sup>2</sup> )	Date of launch
1	Central Square Yebisu Garden Place Store	Shibuya-ku, Tokyo	1,765	April 15, 2022
2	Horikawa Kitayama Store	Kita-ku, Kyoto-shi	992	April 27, 2022
3	Kameido Clock Store	Koto-ku, Tokyo	1,861	April 28, 2022
4	BIO-RAL Shinjuku Marui Store	Shinjuku-ku, Tokyo	231	May 28, 2022
5	Moriguchi Takii Store	Moriguchi-shi, Osaka	2,295	July 9, 2022
6	Nishiogikubo Store	Suginami-ku, Tokyo	2,940	July 23, 2022
7	Toyosu Store	Koto-ku, Tokyo	2,172	September 10, 2022
8	Hanazono Central Park Store	Higashi Osaka-shi, Osaka	1,492	September 17, 2022
9	Shijo Omiya Store	Nakagyo-ku, Kyoto	1,328	September 28, 2022
10	VIERRA Maita Store	Yokohama-shi, Kanagawa	1,699	October 20, 2022
11	Ichigayayakuoji Store (SM)	Shinjuku-ku, Tokyo	–	Second half

(2) Sales floor area at the end of the period

(m<sup>2</sup>)

	Six months ended August 31, 2020	Six months ended August 31, 2021	Six months ended August 31, 2022
Sales floor area at the end of the period	675,702	672,081	679,019

## 5. Selling, General and Administrative Expenses

(Consolidated)

(Millions of yen, %)

	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022*		
		Ratio to net sales		Ratio to net sales		Ratio to net sales	YoY
Personnel expenses	50,689	13.5	52,807	14.1	55,276	15.2	—
Non-personnel expenses	51,356	13.7	51,758	13.8	53,638	14.7	—
Depreciation	6,405	1.7	6,907	1.8	7,326	2.0	—
Total	108,451	28.9	111,473	29.7	116,241	31.9	—

(Non-consolidated)

(Millions of yen, %)

	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022*		
		Ratio to net sales		Ratio to net sales		Ratio to net sales	YoY
Personnel expenses	50,641	13.5	52,755	14.1	55,221	15.2	—
Non-personnel expenses	51,086	13.6	51,413	13.7	53,743	14.8	—
Depreciation	6,384	1.7	6,892	1.8	7,320	2.0	—
Total	108,112	28.8	111,060	29.6	116,284	31.9	—

\*The figures for the six months ended August 31, 2022 are presented as the amount calculated using the method for calculation based on the application of the Accounting Standard for Revenue Recognition.

YoY for personnel expenses and non-personnel expenses is not presented as the method for calculation differs from the previous method.

The effect (consolidated) in the six months ended August 31, 2022 was a decrease of ¥2,609 million in total on the selling, general and administrative expenses.

## 6. Employees and New Graduates Hired (Consolidated)

(1) Employees

(People, %)

	Six months ended August 31, 2020		Six months ended August 31, 2021		Six months ended August 31, 2022	
	Number of people	Composition ratio	Number of people	Composition ratio	Number of people	Composition ratio
Employees	6,621	23.0	6,881	22.8	7,163	23.0
Partners	22,223	77.0	23,288	77.2	23,977	77.0
Total	28,844	100.0	30,169	100.0	31,140	100.0

\* Number of people at end of period. Partners are the number of people calculated on the basis of eight hours per day.

(2) New graduates hired

(People)

	Joined in 2021	Joined in 2022	Joining in 2023 (plan)
Total number of new graduates hired	264	337	340



## 7. Key Financial Indicators

(Consolidated)

(%)

	Six months ended August 31, 2020	Six months ended August 31, 2021	Six months ended August 31, 2022
Ratio of operating profit to operating revenue	4.4	3.9	2.4
Ratio of ordinary profit to operating revenue	4.5	4.0	2.5
Ratio of profit to operating revenue	3.0	2.8	1.7
Ratio of ordinary profit to total assets	6.5	5.9	3.4
Ratio of profit to total assets	4.4	4.1	2.4
Return on equity	13.5	10.5	5.7
Equity ratio	34.2	41.1	42.1

(Non-consolidated)

(%)

	Six months ended August 31, 2020	Six months ended August 31, 2021	Six months ended August 31, 2022
Ratio of operating profit to operating revenue	4.4	3.9	2.3
Ratio of ordinary profit to operating revenue	4.5	4.0	2.4
Ratio of profit to operating revenue	3.0	2.8	1.7
Ratio of ordinary profit to total assets	6.3	5.7	3.3
Ratio of profit to total assets	4.3	3.9	2.3
Return on equity	13.2	10.4	5.6
Equity ratio	33.6	40.1	41.4

## 8. Company Overview

Name of company	LIFE CORPORATION
Founded	1910
Established	October 24, 1956
Share capital	¥10,004 million
Total number of issued shares	49,450,800 shares
Consolidated subsidiary	One company, LIFE FINANCIAL SERVICE

[Supplemental Information]

Effects of the application of the “Accounting Standard for Revenue Recognition”

(Consolidated)

(Millions of yen)

	Six months ended August 31, 2022		
	After application (1)	Effect (1)-(2)	Before application (2)
Operating revenue	377,563	(10,254)	387,817
Net sales	364,251	(11,841)	376,092
Cost of sales	252,407	(7,637)	260,045
Gross profit	111,843	(4,203)	116,046
Receipts from operating revenue	13,311	+1,586	11,724
Operating gross profit	125,155	(2,616)	127,771
Selling, general and administrative expenses	116,241	(2,609)	118,850
Operating profit	8,914	(6)	8,921
Ordinary profit	9,331	(6)	9,337
Profit	6,412	(4)	6,417

Year-on-year changes based on the standard prior to application of the “Accounting Standard for Revenue Recognition”

(Consolidated)

(Millions of yen, %)

	Six months ended August 31, 2022	Six months ended August 31, 2021	Change	Rate of change
Operating revenue	387,817	387,093	+724	0.2
Net sales	376,092	375,382	+709	0.2
Cost of sales	260,045	260,368	(322)	(0.1)
Gross profit	116,046	115,014	+1,032	0.9
Receipts from operating revenue	11,724	11,710	+14	0.1
Operating gross profit	127,771	126,725	+1,046	0.8
Selling, general and administrative expenses	118,850	111,473	+7,377	6.6
Operating profit	8,921	15,251	(6,330)	(41.5)
Ordinary profit	9,337	15,603	(6,265)	(40.2)
Profit	6,417	10,782	(4,364)	(40.5)