

# Brief Summary of Consolidated Financial Results (March 27, 2003)

(For the year ended February 28, 2003)

Company Name Ryohin Keikaku Co., Ltd.  
 Code Number 7453  
 (URL: <http://www.muji.co.jp>)  
 Securities Traded The Tokyo Stock Exchange, First Section  
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 Board of Directors' Meeting for Settlement of Accounts March 27, 2003

## 1. Results for Fiscal 2002 (March 1, 2001 to February 28, 2003) (Millions of yen)

### (1) Operating results

	Operating Revenue (% of increase/decrease)		Operating Profit (% of increase/decrease)		Ordinary Profit (% of increase/decrease)	
Fiscal 2002	115,110	(-4.0)	6,750	(22.4)	7,134	(25.7)
Fiscal 2001	119,892	(3.8)	5,514	(-52.4)	5,677	(-51.3)

	Net Income (% of increase/decrease)		Net Income per Share (¥)		Net Income per Share after Dilution (¥)		Return on Equity (%)		Ordinary Profit to Total Capital Ratio (%)		Ordinary Profit to Operating Revenue Ratio (%)	
Fiscal 2002	2,350	(17,902.8)	83.77	-	-	-	6.2	14.0	6.2			
Fiscal 2001	13	(-99.8)	0.46	-	-	-	0.0	10.5	4.7			

Note: 1. Equity in earnings of unconsolidated subsidiaries and affiliates accounted for by the equity method - N/A  
 2. The average number of shares outstanding during the each period. Fiscal 2002 - 28,059,817 shares. Fiscal 2001 - 28,077,782 shares  
 3. There are no accounting changes in this period.  
 4. Percentage of increase or decrease is based on comparison with those of the previous period.

### (2) Financial position

	Total Assets	Total Shareholders' Equity	Shareholders' Equity Ratio (%)	Shareholders' Equity per Share (¥)
Fiscal 2002	49,923	38,480	77.1	1,386.73
Fiscal 2001	52,284	37,974	72.6	1,352.47

### (3) Condition of cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of year
Fiscal 2002	8,531	-1,514	-3,684	6,844
Fiscal 2001	5,595	-4,041	-1,436	3,649

### (4) Scope of consolidation and application of the equity method

Consolidated subsidiaries 7 companies  
 Non-consolidated subsidiaries accounted for by the equity method none  
 Affiliates accounted for by the equity method none

### (5) Changes in scope of consolidation and application of the equity method

Consolidated (new) 1 company  
 (eliminated) 3 company  
 Equity method (new) none  
 (eliminated) none

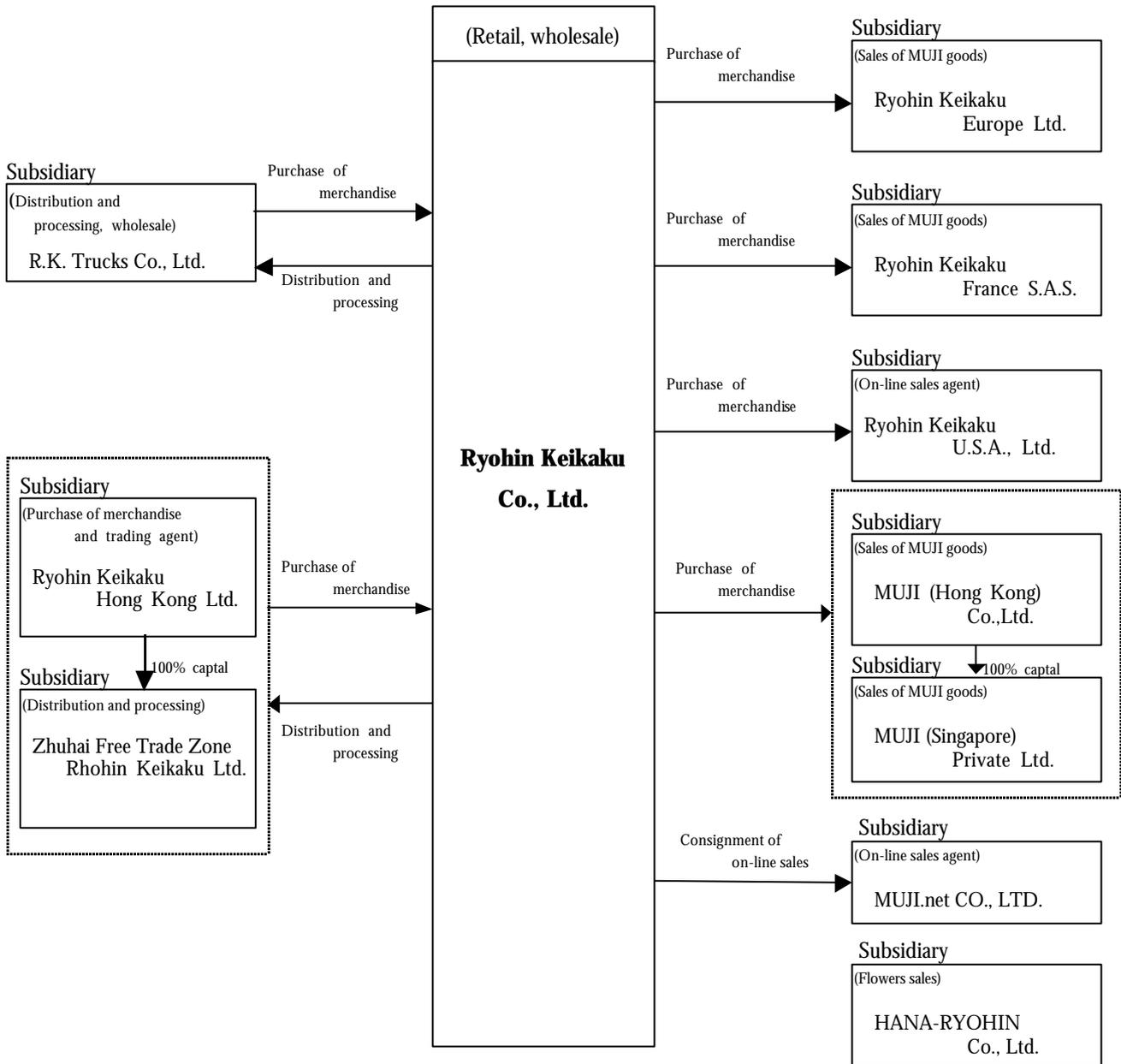
## 2. Forecast for Fiscal 2003 (March 1, 2003 to February 29, 2004) (Millions of yen)

	Operating Revenue	Ordinary Profit	Net Income
Interim Period	58,500	3,700	1,700
Fiscal Year	118,500	8,300	4,000

Reference: Estimated net income per share for the full year is ¥144.15

Note: The above forecast is announced presupposing available information at March 27, 2003 and an assumption related to uncertain factors which will influence to future results. Actual results may be different from forecast depend on various factors in future. Please refer to page 5, in which an assumption and matters to be attended to use the forecast are noted.

## Group Companies



→ Flow of merchandise and services

Consolidated subsidiaries

Notes: 1 Ryohin Keikaku Hong Kong Ltd., Zhuhai Free Trade Ryohin Keikaku Ltd. and Ryohin Keikaku U.S.A., Ltd. have been excluded from consolidated financial statements due to immaterial.  
 2 MUJI (Singapore) Private Ltd. was established on January 2, 2003.

## **Management Policy**

### **1. Basic Management Policy**

Since its establishment, Ryohin Keikaku Co., Ltd. (hereinafter referred to as the “Company”) has been operating under the concept of “offering high quality merchandise with reasonable prices”. By cutting out the wasteful frills of many products available in today’s market, the Company has developed sales lines; apparel and accessories, household goods, and food products, that match the current trend toward “value for money” perceived by Japanese customers. In addition, the Company has organized a network of specialty stores which exclusively carry merchandise that is planned and developed by the Company. Thus, all stores are able to adopt a unified concept, including store’s style, layout and atmosphere, and continue to inspire customers with its distinctive and comprehensive life style products.

The Company places a high priority on increasing corporate value, in other words, shareholders’ value, and is committed to broadening its capability as a manufacturer and retailer as it goes forward under intensified global competition.

### **2. Basic Policy on Appropriation of Income**

Returning profit to shareholders is recognized as one of the Company’s most principal tasks, and management considers growth in earnings per share as its primary responsibility. Its fundamental policy on dividends is that they should be determined based on the level of profits.

As for retained earnings, the Company will actively utilize them to invest in highly profitable business with the aim of increasing its return on equity (ROE).

### **3. The Mid-term Business Strategy**

Although the retail industry continues to be directly affected by the prolonged economic downturn, the Company intends to pursue the expansion of its retail business with the adoption of the following managerial strategies:

#### **(1) Improvement of efficiency and standardization of stores**

The Company will establish retail stores of an appropriate size for the relevant market, setting 1000 square meters as the standard store dimension. This effort will be made through a so-called “scrap and build” approach, which will also aim at standardizing the store size. Through these stores the Company will focus on promoting a unique lifestyle, which can be achieved only by MUJI products.

#### **(2) Enhancement of brand image**

The Company aims to maintain a solid brand position that will command full customer support, by responding properly to changes in the customer strata and their consumption preferences.

#### **(3) Approach to new lines of business**

In order to extend its business field where further worth in or magnetism to MUJI products might be developed, the Company will actively explore opportunities to launch new lines of business.

### **4. Major Issues to be challenged**

The Company will address the following issues in order to pursue growth potential and profitability, and maximize corporate value.

#### **(1) To strengthen its product development capability**

The Company aims to promote customer satisfaction by reforming its product development structure.

#### **(2) To upgrade quality control**

Since the Company recognizes that one of its greatest risks is losing customer confidence, it is committed to upgrading quality control.

#### **(3) To reinforce its sales operations**

The Company will endeavor to improve its productivity, by cutting out marginal practice and thus enhancing efficiency of the store operation.

#### **(4) To sustain the low cost operation**

To meet the challenge of further cost reduction, the Company will work on a severe review of practices both in the corporate office and the stores, and thorough structural reforms.

#### **(5) To ensure the steady expansion of its overseas business**

The Company will engage in steady expansion of its overseas business based on its successful performance in Hong Kong.

### **5. Targeted Financial Ratios**

The Company recognizes that what best serves shareholders’ interests is to maximize corporate value by boosting growth and profitability. With this in mind, the Company intends to achieve ROE of 15%, ROA of 10%, and EPS of ¥200 on a consolidated basis by fiscal 2004, which ends on February 28, 2005.

## Operating Review

### 1. Results of Operations

During the fiscal year, the Company put its key focus on proactive enhancement of the streamlining and standardization of its store business. In Japan, the Company opened 6 stores, including “Mujirushi Ryohin Lumine Tachikawa”, expanded the floor space of 6 stores, scaled down the floor space of 11 stores, and closed 15 unprofitable stores, including “Mujirushi Ryohin Hon-Atsugi”.

As of February 28, 2003, the Company had a total of 265 stores (100 directly managed stores), total sales floor space of 193,138 square meters (93,886 square meters for directly managed stores), and average sales floor space per store of 729 square meters (939 square meters for directly managed stores).

Furthermore, “Mujirushi Ryohin com KIOSK”, a business alliance with East-Japan Kiosk Co., Ltd. closed 3 stores, and now operates 18 stores in total.

In the overseas market, the number of stores operated in the United Kingdom and France has not changed since the end of the previous year, being 16 and 4, respectively. The first store was opened in Ireland, making the total number of stores operated in Europe 21. The Company opened the third store in Hong Kong.

As strategies for strengthening of sales capability, the Company asked store managers to study the operations that were performing well and remodeled layout and furnishings in aged stores. In order to revitalize existing stores, the Company also attempted to stock a proper volume of inventory through an originally developed system for inventory replenishing, and carried out particular selection of merchandise based on sales trend at the store. For apparel, the Company reduced its markup rate by 2 per cent to activate licensed stores sales and made efforts to reduce inventory volume to be carried over to next season.

In line with its merchandising policy, the Company strived hard to promote its product development capability by creating core products and reviewing its product procurement process, as well as pushing to minimize unsold inventory.

In the “apparel” category, the Company’s policy of attempting to get back to basic styles was successful for such core products as shirts. In addition, improvements in the product supply process enabled the Company not to miss sales chances for basic items, and also contributed to better inventory control.

In the Spring and Summer season in 2003, the Company introduced newly designed products using higher quality material, so that fresh atmosphere was brought to the sales floor in the stores.

In the “household goods” category, the Company experienced a tough time especially in the electronic and stationery goods under severe competitions among retailers, where it faced somewhat un-match with customers’ tastes. However, furniture and fabrics showed strong sales throughout the year.

In the “food products” category, the Company focused on strengthening its sales capability and profitability under the slogan of “safety (physically non hazardous)”. For sweets and snack foods, the Company changed their recipes to emphasize on their originality and revised either the unit prices or the quantities per package. For processed foods, the Company developed new core items and instant foods, and renovated its logistics and distribution process.

As for profitability, the Company accomplished its aim of overall cost cutting and streamlining in its practice to achieve a “low cost operation focused on profitability”. Thanks to these efforts, transportation costs and personnel costs for the year were successfully reduced. In the second half of the year, the Company succeeded to decrease its tenancy costs as a results of its policy to close or downsize stores.

Thus, consolidated operating revenue for the period was ¥115,110 million, (96.0% of the last year’s figure). Ordinary profit during the period rose to ¥7,134 million (125.7% of the last year’s figure), while net income totaled ¥2,350 million.

On March 1, 2003 the Company got an assignment of management of 17 stores which had been operated by EFU Co., Ltd., The Seibu Department Stores Co., Ltd. or Honkin-Seibu Co. Ltd..

### Finance Overview Cash Flows

Operating activities generated ¥8,531 million, which consist of 'net income before income taxes' of ¥4,487 million, 'depreciation' of ¥2,174 million and a 'decrease in inventories' of ¥1,555 million.

This contrasts with an increase of ¥2,935 million over last year.

Investing activities created an outflow of ¥1,514 million, due to the acquisition of tangible assets of ¥1,076 million and software of ¥502 million. This contrasts with a decrease of exhausted cash amount by ¥2,526 million, against an outflow of ¥4,041 million which was expended for opening large-scale stores last year.

Financing activities also showed an outflow of ¥3,684, primarily due to repayment of short-term loans of ¥1,784 million. This represents an increase of expended cash amount by ¥2,247 million, compared with the last year.

As a result, in addition to the effect of exchange rate fluctuations, the balance of 'cash and cash equivalents' at the end of this year was ¥6,844 million, an increase of ¥3,194 million since the end of last year.

### 2. Forecast for the Next Fiscal Year

(Millions of yen)

	Operating revenue	Ordinary profit	Net income	Earnings per share
February, 2004	118,500	8,300	4,000	144.15
February, 2003	115,110	7,134	2,350	83.77
Growth rate	102.9	116.3	170.2	170.1

While the Japanese economy is showing partial signs of recovery, it is likely that the perception of consumers will continue to be somewhat pessimistic, so the retail industry will continue to face an unfavorable business environment.

As for the world economy, it is assumed that there will be increased uncertainty in the US economy in addition to stagnant activity in Europe led by Germany. Meanwhile, the Asian economy is expected to maintain its upward trend.

In such circumstances, the Company will push forward its work on structural reforms, started last year, and will continue to sustain stable growth.

As for the Company's sales policy, the strengthening of store sales capability, the revitalization of existing stores, and the opening of highly efficient new stores are set out. As for its merchandising policy, the Company will aim for improvement in product planning and renovation of its product development and inventory control structure.

Based on the forecast above, the Company expects that the annual dividend per share will be 44 yen.

## Consolidated Balance Sheets

Ryohin Keikaku Co., Ltd. and its subsidiaries

(Millions of yen)

	February 28, 2003	February 28, 2002	Changes from previous year
<b>Assets</b>			
<b>Current Assets:</b>			
Cash on hand and in banks	6,844	3,649	3,194
Notes and accounts receivable	3,441	3,798	(357)
Inventories	8,726	10,246	(1,519)
Deferred tax assets – current	418	402	16
Other current assets	3,966	3,910	55
Less: Allowance for doubtful accounts	(14)	(23)	9
Total current assets	<u>23,383</u>	<u>21,983</u>	<u>1,400</u>
<b>Fixed Assets:</b>			
<b>Tangible Fixed Assets:</b>			
Buildings and structures	6,602	8,287	(1,685)
Machinery and equipment	610	765	(155)
Tools and furniture	2,162	2,950	(788)
Land	246	246	-
Total tangible fixed assets	<u>9,621</u>	<u>12,250</u>	<u>(2,629)</u>
<b>Intangible Fixed Assets:</b>			
Leasehold	1,644	1,626	18
Software	1,408	1,763	(354)
Other intangible fixed assets	44	75	(30)
Total intangible fixed assets	<u>3,098</u>	<u>3,465</u>	<u>(366)</u>
<b>Investments and Advances:</b>			
Investments in securities	515	518	(3)
Long-term prepaid expenses	53	95	(41)
Deferred tax assets - non-current	156	1,102	(946)
Guarantee deposits	6,104	6,090	13
Fixed leasehold deposits	6,666	7,036	(370)
Other investments and advances	460	149	310
Less: Allowance for doubtful accounts	(135)	(408)	272
Total investments and advances	<u>13,820</u>	<u>14,584</u>	<u>(764)</u>
Total fixed assets	<u>26,540</u>	<u>30,300</u>	<u>(3,760)</u>
<b>Total Assets</b>	<u>49,923</u>	<u>52,284</u>	<u>(2,360)</u>

(Millions of yen)

	February 28, 2003	February 28, 2002	Changes from previous year
<b>Liabilities</b>			
Current Liabilities:			
Notes and accounts payable	5,734	6,060	(326)
Short-term loans payable	-	1,775	(1,775)
Income taxes payable	1,157	87	1,069
Accrued bonuses	12	13	0
Other current liabilities	3,654	3,663	(9)
Total current liabilities	<u>10,560</u>	<u>11,601</u>	<u>(1,040)</u>
Long-Term Liabilities:			
Accrued retirement benefits for employees	-	1,933	(1,933)
Accrued retirement benefits for directors and corporate auditors	246	240	5
Other long-term liabilities	266	233	33
Total long-term liabilities	<u>512</u>	<u>2,406</u>	<u>(1,894)</u>
Total Liabilities	<u>11,072</u>	<u>14,008</u>	<u>(2,935)</u>
<b>Minority Interests in Consolidated Subsidiaries</b>	<b>370</b>	<b>301</b>	<b>68</b>
<b>Shareholders' Equity:</b>			
Common stock	6,766	6,766	-
Capital surplus	10,075	10,075	-
Retained earnings	22,150	21,073	1,077
Net unrealized gain on other securities	36	4	32
Foreign currency translation adjustments	118	55	63
Sub-total	<u>39,147</u>	<u>37,975</u>	<u>1,172</u>
Treasury stock	(667)	(0)	(666)
Total Shareholders' Equity	<u>38,480</u>	<u>37,974</u>	<u>505</u>
<b>Total Liabilities, Minority Interests and Shareholder's Equity</b>	<b>49,923</b>	<b>52,284</b>	<b>(2,360)</b>

## Consolidated Statements of Income

Ryohin Keikaku Co., Ltd. and its subsidiaries

	Fiscal 2002		Fiscal 2001		Changes from previous year
	Millions of yen	%	Millions of yen	%	%
<b>Operating Revenue:</b>					
Net Sales	114,324	100.0	119,188	100.0	95.9
Cost of sales	68,792	60.2	71,796	60.2	95.8
Gross profit	45,531	39.8	47,391	39.8	96.1
Other Operating revenue	786	0.7	703	0.6	111.7
Sub total	46,317	40.5	48,095	40.4	96.3
Selling, general and administrative expenses	39,567	34.6	42,580	35.7	92.9
<b>Operating Profit</b>	<b>6,750</b>	<b>5.9</b>	<b>5,514</b>	<b>4.7</b>	<b>122.4</b>
Non-Operating Income:	450	0.4	363	0.3	124.1
Interest and dividend income	31		20		
Other non-operating income	419		343		
Non-Operating Expense:	66	0.1	199	0.2	33.5
Interest expenses	8		72		
Other non-operating expenses	57		127		
<b>Ordinary Profit</b>	<b>7,134</b>	<b>6.2</b>	<b>5,677</b>	<b>4.8</b>	<b>125.7</b>
<b>Extraordinary Gains:</b>	<b>1,078</b>	<b>0.9</b>	<b>573</b>	<b>0.5</b>	<b>188.0</b>
Gain on sales of investments in securities	49		-		
Reversal of allowance for doubtful accounts	10		-		
Reversal of accrued retirement benefits for employees	891		-		
Gain on redemption of insurance funds	-		263		
Other extraordinary gains	127		310		
<b>Extraordinary Losses:</b>	<b>3,725</b>	<b>3.2</b>	<b>5,939</b>	<b>5.1</b>	<b>62.7</b>
Loss on disposal of fixed assets	1,073		587		
Loss on disposal of inventories	499		2,446		
Write-down of inventories	-		1,400		
Loss on cancellation of store rental contracts	1,150		564		
Loss on settlement of coupon issued previous year	599		-		
Amortization of the unrecognized transition amount arising from adopting the new accounting standard for retirements benefit for employees	-		449		
Other extraordinary losses	402		490		
<b>Income before income taxes</b>	<b>4,487</b>	<b>3.9</b>	<b>312</b>	<b>0.2</b>	<b>1,437.8</b>
Income Taxes					
- Current	1,159	1.0	283	0.2	408.2
- Deferred	91	0.8	(30)	0.0	-
Minority interests in net expense of consolidated subsidiaries	66	0.1	45	0.0	145.0
<b>Net Income</b>	<b>2,350</b>	<b>2.0</b>	<b>13</b>	<b>0.0</b>	<b>18,002.8</b>

## Consolidated Statements of Surplus

Ryohin Keikaku Co., Ltd. and its subsidiaries

(Millions of yen)

	Fiscal 2002	Fiscal 2001
<b>Balance of capital surplus</b>		
Balance of capital surplus at beginning of year	10,075	10,075
Increase in capital surplus	-	-
Decrease in capital surplus	-	-
Balance of capital surplus at end of year	10,075	10,075
<b>Balance of retained earnings</b>		
Retained earnings at beginning of year	21,073	22,296
Increase in retained earnings	2,350	13
Net income	2,350	13
Decrease in retained earnings	1,273	1,235
Net loss	-	-
Cash dividends	1,235	1,235
Exclusion from consolidation of consolidated subsidiaries	38	-
Balance of retained earnings at end of year	22,150	21,073

## Consolidated Statements of Cash Flows

Ryohin Keikaku Co., Ltd. and its subsidiaries

(Millions of yen)

	Fiscal 2002	Fiscal 2001
<b>I. Cash Flows from Operating Activities:</b>		
Net income before income taxes	4,487	312
Depreciation	2,190	3,056
Amortization of computer software	576	590
Increase in allowance for doubtful accounts	(328)	394
Increase in accrued retirement benefits	(1,927)	468
Interest and dividend income	(31)	(20)
Interest expenses	8	72
Foreign exchange loss	(2)	0
Loss on disposal of fixed assets	997	587
Write-down of long-term prepaid expenses	76	247
Write-down of membership	-	82
Gain on sales of investment in securities	(49)	-
Increase/Decrease in notes and accounts receivables	439	226
Increase/Decrease in inventories	1,555	2,110
Increase/Decrease in notes and accounts payables	(329)	120
Increase/Decrease in other assets	336	(632)
Increase/Decrease in other liabilities	596	(274)
Subtotal	8,597	7,343
Interest and dividend income received	31	20
Interest expenses paid	(8)	(72)
Income tax paid	(88)	(1,696)
Total	8,531	5,595
<b>II. Cash Flows from Investing Activities:</b>		
Payments for acquisition of fixed assets	(1,076)	(2,986)
Payment of fixed leasehold deposits, guaranty deposits and leasehold	(38)	(636)
Collection of fixed leasehold deposits and guaranty deposit	58	458
Payments for acquisition of computer software	(502)	(973)
Proceeds from deposit receipt for guaranty	21	3
Redemption from insurance funds	-	291
Payment for acquisition of investment in securities	(39)	(199)
Proceeds from sales of investment in securities	62	-
Total	(1,514)	(4,041)
<b>III. Cash Flows from Financing Activities:</b>		
Increase/Decrease in short-term loans payable	(1,784)	(215)
Payment for acquisition of treasury stocks	(666)	-
Proceeds from sale of treasury stocks	-	2
Dividend paid	(1,223)	(1,223)
Total	(3,684)	(1,436)
<b>IV. Effect of exchange rate changes on Cash and Cash Equivalents</b>	71	54
<b>V. Net Increase/Decrease in Cash and Cash Equivalents</b>	3,403	171
<b>VI. Cash and Cash Equivalents at beginning of year</b>	3,649	3,478
<b>VII. Decrease due to exclusion from consolidation of consolidated subsidiaries</b>	(209)	-
<b>VIII. Cash and Cash Equivalents at end of year</b>	6,844	3,649

## **Basis of Presentation of Consolidated Financial Statements**

### **1. Scope of Consolidation**

The consolidated financial statements include the accounts of all of the Company's subsidiaries.

R.K. Trucks Co., Ltd.  
Ryohin Keikaku Europe Ltd.  
Ryohin Keikaku France S.A.  
MUJI (Hong Kong) Co., Ltd.  
MUJI (Singapore) Private Ltd.  
MUJI.net CO., LTD.  
HANA-RYOHIN Co., Ltd.

Note: Ryohin Keikaku Hong Kong Ltd., Zhuhai Free Trade Zone Ryohin Keikaku Ltd. and Ryohin Keikaku U.S.A., Ltd. have been excluded from consolidated financial statements due to immaterial.

MUJI (Singapore) Private Ltd. is included in consolidation for the first time, having been established during the fiscal year.

### **2. Application of the Equity Method**

There are no subsidiaries and/or affiliates to be applied for the equity method.

3. The following consolidated subsidiaries have fiscal year ends that differ from that of the Company. In preparing the consolidated financial statements, the financial statements for the most recent fiscal year of each subsidiary have been used. Important transactions that occurred between their fiscal year ends and the consolidation date have been included in the consolidation figures as necessary.

Fiscal year ending December 31	MUJI (Hong Kong) Co., Ltd. MUJI (Singapore) Private Ltd.
Fiscal year ending January 31	Ryohin Keikaku Europe Ltd. Ryohin Keikaku France S.A.S.

### **4. Summary of Significant Accounting Policies**

#### **(a) Valuation method of main assets**

##### **Investments in securities**

Other securities

-Securities with market quotations:

Stated at fair value as determined by the market value at the fiscal year end (Net unrealized gains or losses on these securities are reported as separate item in the shareholders' equity at a net-of-tax amount. Cost is mainly determined by the moving-average method).

-Securities without market quotations:

Stated at cost, cost being determined by the moving-average method.

##### **Derivatives**

Stated at fair value

##### **Inventories**

Merchandise is mainly stated at cost, determined by the specific identification method, and supplies are valued at cost determined by the last purchase method.

#### **(b) Depreciation methods for assets**

##### **Tangible fixed assets**

The Company and domestic subsidiaries compute depreciation of tangible fixed assets mainly by the declining balance method. Foreign subsidiaries compute depreciation on a straight-line basis according to regulations set by the accounting standards of the countries they are located in. In Japan, however, depreciation on buildings (excluding leasehold improvements and auxiliary facilities attached to buildings) acquired on or after April 1, 1998 also is computed on the straight-line basis.

##### **Intangible fixed assets**

Amortization of intangible fixed assets except for computer software (internal use) is computed by the straight-line method. Amortization of computer software for internal use is computed by the straight-line method and related useful life is determined by the estimated period of internal use (5 years).

#### **(c) Allowances and accrual**

(1) Allowance for doubtful accounts

Allowance for doubtful accounts is provided at the aggregated of the maximum amount, which is calculated based on the prior loss experience and the estimated amount of probable individual bad debts at the accounting period end. This amount is considered sufficient to cover possible losses on collection.

(2) Accrued retirement benefits for directors and corporate auditors

Accrued retirement benefits for directors and corporate auditors is provided in an amount required to be paid at the end of each term, based upon internal regulations.

**(d) Method of Accounting for Lease Transactions**

Finance lease transactions, other than those which are deemed to transfer ownership of the leased assets to the lessee, are accounted for as operating lease transactions.

**(e) Hedging accounting**

Gains or losses arising from changes in the fair value of derivatives designated as hedging instruments are deferred as an asset or liability and included in net profit or loss in the same period in which the gains and losses on the hedged items or transactions are recognized.

Hedging instruments and hedging items

Hedging instruments

Forward foreign exchange contracts

Hedging items

Foreign currency trade payables

Basic policies for hedging

The Company enters into derivative transactions related foreign currency exchange rates in order to reduce risk exposure arising from fluctuations in the rate.

The Company basically enters into derivative transactions only to cover actual requirements for the effective management of liabilities, and not for speculative or dealing purposes.

Control of hedging

The Company evaluates the hedging effectiveness by comparing the cumulative changes in fair value of hedging items and corresponding changes in the hedging derivative instruments.

**(f) Method of Accounting for Consumption Taxes**

Consumption taxes are excluded from the amounts of items in the Consolidated Statements of Income.

**5. The Scope of Assets Represented in the Consolidated Statement of Cash Flows**

Cash and cash equivalents in the consolidated statement of cash flows are included petty cash, deposits which are readily convertible to known amount of cash, and short-term financial instruments with original maturities of three months or less, and they present insignificant risk of changes in value.

**[Additional Information]**

1. Consolidated Balance Sheets

Shareholders' equity in consolidated balance sheets as of February 28, 2003 was classified into "Common stock", "Capital surplus", "Retained earnings" and others in accordance with Clause 2 of Supplementary Provisions of Ministry Ordinance related to a partial amendment of the Regulation Relating to Terminology, Form and Methods of Preparation of Consolidated Financial Statements, etc. (Ministry Ordinance No. 11)

Shareholders' equity in consolidated balance sheets as of February 28, 2002 were reclassified in accordance with the revised regulation.

2. Consolidated Statements of Surplus

Consolidated statements of surplus for the year ended February 28, 2003 were classified into "Capital surplus" and "Retained earnings" in accordance with Clause 2 of Supplementary Provisions of Ministry Ordinance related to a partial amendment of the Regulation Relating to Terminology, Form and Methods of Preparation of Consolidated Financial Statements, etc. (Ministry Ordinance No. 11)

Consolidated statements of surplus for the year ended February 28, 2002 were reclassified in accordance with the revised regulation.

3. Abolition of retirement plans

Effective from March 1, 2002, the Company abolished the present retirement plans (pension plan under the Japanese Welfare Pension Insurance Law, retirement benefit plan of a lump-sum payment) and settled retirement benefits for their employees.

Until the year ended February 28, 2002, the Company represented accrued retirement benefits for employees as the estimated present value of projected benefit obligations in excess of the fair value of plan assets. Effective from March 1, 2002, the Company reversed accrued retirement benefits for employees after unrecognized prior service cost and unrecognized actuarial differences were amortized, and paid lump-sum benefit payments for qualified employees, and paid special premiums for the cancellation. As a result of abolition of retirement plans, "Extraordinary Gains" amounting to ¥891 million were charged to Consolidated Statements of Income.

## Additional Notes to the Consolidated Statements

1. Figures of less than one million are rounded down.

### 2. Consolidated Balance Sheets

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Accumulated depreciation on tangible fixed assets	11,326	9,969

### 3. Consolidated Statement of Cash Flows

Relationship between "cash and cash equivalents" and related balance sheet items.

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Cash on hand and in banks	6,844	3,649
MMF	-	-
Time deposits with maturities exceeding three months	-	-
Cash and cash equivalents at end of year	6,844	3,649

### 4. Leases

(a) Finance leases, other than those which are deemed to transfer ownership of the leased assets to the lessee

#### 1) Amount equivalent to purchase price and amount equivalent to accumulated depreciation

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Amount equivalent to purchase price	23	10
Amount equivalent to accumulated depreciation	8	5
Amount equivalent to fiscal year-end balance	15	4

Note: Since the balance of remaining lease payments accounts for only a small proportion of the fiscal year-end balance of tangible fixed assets, the amount equivalent to purchase price has been calculated using the expected interest payment method.

#### 2) Amount equivalent to balance of remaining lease payments

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Within one year	5	2
Over one year	10	2
Total	15	4

Note: Since the balance of remaining lease payments accounts for only a small proportion of the fiscal year-end balance of tangible fixed assets, the amount equivalent to the balance of remaining lease payments has been calculated using the expected interest payment method.

#### 3) Lease payments during the fiscal year under review and amount equivalent to depreciation expenses

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Lease payments (amount equivalent to depreciation expenses)	5	2

#### 4) Method of calculating amount equivalent to depreciation expenses

Depreciation is calculated using the straight-line method (zero residual value) over the term of lease contract.

#### (b) Remaining Payments on Operating Leases

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Within one year	1	1
Over one year	1	3
Total	3	4

## Segment Information

### 1. By Business

(Millions of yen)

	Fiscal 2002			Unallocated & eliminations	Consolidated
	Muji brand sales	Other business	Total		
Outside customers	<b>114,218</b>	<b>892</b>	<b>115,110</b>	-	<b>115,110</b>
Intersegment	-	-	-	-	-
Operating revenue	<b>114,218</b>	<b>892</b>	<b>115,110</b>	-	<b>115,110</b>
Operating expenses	<b>107,305</b>	<b>1,054</b>	<b>108,359</b>	-	<b>108,359</b>
Operating profit (loss)	<b>6,912</b>	<b>(161)</b>	<b>6,750</b>	-	<b>6,750</b>
Assets	<b>48,887</b>	<b>468</b>	<b>49,355</b>	<b>567</b>	<b>49,923</b>
Depreciation and Amortization	<b>2,158</b>	<b>31</b>	<b>2,190</b>	-	<b>2,190</b>
Capital expenditure	<b>544</b>	<b>98</b>	<b>642</b>	-	<b>642</b>

(Millions of yen)

	Fiscal 2001			Unallocated & eliminations	Consolidated
	Muji brand sales	Other business	Total		
Outside customers	119,292	599	119,892	-	119,892
Intersegment	-	-	-	-	-
Operating revenue	119,292	599	119,892	-	119,892
Operating expenses	113,582	795	114,377	-	114,377
Operating profit (loss)	5,710	(195)	5,514	-	5,514
Assets	51,104	598	51,703	580	52,284
Depreciation and Amortization	3,019	37	3,056	-	3,056
Capital expenditure	2,314	27	2,342	-	2,342

Notes: 1. Business divisions are determined according to business development considerations within the Group.

2. Muji brand sales consist of retail sales and wholesale of Mujirushi Ryohin merchandise while other businesses consist of operation of campsites and retail sales of flowers.

## 2. By Region

(Millions of yen)

Fiscal 2002						
	Japan	Europe	Other regions	Total	Unallocated & eliminations	Consolidated
Outside customers	107,910	5,659	1,540	115,110	-	115,110
Intersegment	236	3	-	239	(239)	-
Operating revenue	<b>108,147</b>	<b>5,662</b>	<b>1,540</b>	<b>115,350</b>	<b>(239)</b>	<b>115,110</b>
Operating expenses	<b>101,448</b>	<b>5,810</b>	<b>1,348</b>	<b>108,606</b>	<b>(246)</b>	<b>108,359</b>
Operating profit (loss)	<b>6,699</b>	<b>(147)</b>	<b>191</b>	<b>6,743</b>	<b>7</b>	<b>6,750</b>
Assets	<b>49,430</b>	<b>2,805</b>	<b>949</b>	<b>53,185</b>	<b>(3,262)</b>	<b>49,923</b>

(Millions of yen)

Fiscal 2001						
	Japan	Europe	Other regions	Total	Unallocated & eliminations	Consolidated
Outside customers	113,473	5,606	813	119,892	-	119,892
Intersegment	-	-	109	109	(109)	-
Operating revenue	113,473	5,606	922	120,001	(109)	119,892
Operating expenses	106,668	6,991	891	114,550	(173)	114,377
Operating profit (loss)	6,804	(1,385)	31	5,450	64	5,514
Assets	50,580	3,093	1,191	54,865	(2,581)	52,284

- Notes: 1.Regional separations are determined by proximity.  
 2.Main countries and areas in regions other than Japan are the United Kingdom and France in Europe and Hong Kong, China, and the United States in Other regions.

## 3. Overseas Operating Revenues

Overseas operating revenues for the fiscal year under review have been eliminated from the segment information as intersegment transfers.

## Breakdown by Major Categories

### Net Sales by Product

Product	Fiscal 2002		Fiscal 2001		Changes from previous year (%)
	Net sales	Percentage of total (%)	Net sales	Percentage of total (%)	
Apparel	36,847	32.2	39,336	33.0	93.7
Household goods	64,155	56.1	66,451	55.7	96.5
Food	10,865	9.5	12,003	10.1	90.5
Other	2,455	2.2	1,395	1.2	175.9
<b>Total</b>	<b>114,324</b>	<b>100.0</b>	<b>119,188</b>	<b>100.0</b>	<b>95.9</b>

### Net Sales by Type of Sale

Type of Sale	Fiscal 2002		Fiscal 2001		Changes from previous year (%)
	Net sales	Percentage of total (%)	Net sales	Percentage of total (%)	
Japan	65,586	57.4	67,414	56.6	97.3
U.K.	4,316	3.8	3,960	3.3	109.0
France	1,231	1.1	1,591	1.3	77.4
Hong Kong	1,538	1.3	800	0.7	192.2
Total of directory managed stores	72,672	63.6	73,766	61.9	98.5
Seiyu	10,919	9.6	12,385	10.4	88.2
Seibu Dept. Stores group	4,167	3.6	4,673	3.9	89.2
Non-Season group stores	23,601	20.6	25,833	21.7	89.2
Total of other stores	38,687	33.8	42,892	36.0	91.4
Other	2,963	2.6	2,528	2.1	117.2
<b>Total</b>	<b>114,324</b>	<b>100.0</b>	<b>119,188</b>	<b>100.0</b>	<b>95.9</b>

### Net Sales by Region

Region	Number of stores	Fiscal 2002		Number of stores	Fiscal 2001		Changes from previous year (%)
		Net sales	Percentage of total (%)		Net sales	Percentage of total (%)	
Hokkaido	3	1,437	1.9	3	1,757	2.4	81.8
Tohoku	3	984	1.4	3	1,306	1.8	75.4
Kanto	54	36,075	49.6	59	35,658	48.3	101.2
Kohshin-etsu	5	1,619	2.2	5	1,764	2.4	91.8
Hokuriku	1	581	0.8	2	803	1.1	72.3
Tohkai	13	5,458	7.5	14	5,945	8.1	91.8
Kinki	21	13,267	18.3	26	13,429	18.2	98.8
Chugoku/Kyushu	9	6,159	8.5	13	6,748	9.1	91.3
Total of Japan	109	65,586	90.2	125	67,414	91.4	97.3
U.K.	16	4,316	6.0	17	3,960	5.4	109.0
France	4	1,231	1.7	9	1,591	2.1	77.4
Hong Kong	3	1,538	2.1	2	800	1.1	192.2
Total other than Japan	23	7,086	9.8	28	6,352	8.6	111.6
<b>Total</b>	<b>132</b>	<b>72,672</b>	<b>100.0</b>	<b>153</b>	<b>73,766</b>	<b>100.0</b>	<b>98.5</b>

## Deferred Taxes

Main components of the deferred tax assets and liabilities at February 28, 2002 and 2001 were as follows.

<b>Fiscal 2002</b>		(Millions of yen)
<b>February 28, 2003</b>		
Deferred tax assets (Current Assets)		
Accrued loss on settlement of coupon issued previous year		252
Accrued enterprise tax		89
Accrued establishment tax		31
Disallowed losses on petty-sum depreciable tangible fixed assets		9
Other		35
Sub total		<u>418</u>
Deferred tax assets (Fixed Assets)		
Accrued retirement benefits for directors and corporate auditors		103
Loss on disposal of fixed assets		61
Other		18
Sub total		<u>183</u>
Deferred tax liabilities (Fixed Assets)		
Net unrealized gain on other securities		26
Sub total		<u>26</u>
<b>Total</b>		<b><u>575</u></b>

Fiscal 2001		(Millions of yen)
February 28, 2002		
Deferred tax assets (Current Assets)		
Tax loss carryforwards		332
Disallowed losses on petty-sum depreciable tangible fixed assets		29
Accrued enterprise tax		27
Other		0
Sub total		<u>390</u>
Deferred tax assets (Fixed Assets)		
Amounts in excess of the tax limit of provision for accrued retirement benefits for employees		809
Accrued retirement benefits for directors and corporate auditors		101
Disallowed losses on petty-sum depreciable tangible fixed assets		7
Valuation loss on investment in subsidiaries		2
Loss on disposal of fixed assets		138
Other		46
Sub total		<u>1,105</u>
Deferred tax liabilities (Fixed Assets)		
Net unrealized gain on other securities		3
Sub total		<u>3</u>
<b>Total</b>		<b><u>1,493</u></b>

## Securities

### (1) Other securities for which market quotations are available

(Millions of yen)

	February 28, 2003			February 28, 2002		
	Acquisition Cost	Carrying Amount	Differences	Acquisition Cost	Carrying Amount	Differences
Securities with unrealized gains						
Equity securities	206	279	73	54	63	8
Debt securities	-	-	-	9	13	3
Others	-	-	-	-	-	-
Sub-total	206	279	73	64	76	12
Securities with unrealized losses						
Equity securities	106	96	(10)	106	102	(4)
Debt securities	-	-	-	-	-	-
Others	-	-	-	-	-	-
Sub-total	106	96	(10)	106	102	(4)
Total	313	376	63	171	178	7

### (2) Other securities for which market quotations are not available

(Millions of yen)

	February 28, 2003	February 28, 2002
	Carrying Amount	Carrying Amount
Other securities		
Unlisted equity securities (excludes over-the-counter securities)	138	339

Notes: Method of calculating market value

Listed equity and debt securities are based mainly on closing prices on the Tokyo Stock Exchange.

## Contracted Amounts, Market Value and Valuation Gain (Loss) on Derivative Contracts

### Currency Transactions

#### Fiscal 2002

		(Millions of yen)		
		February 28, 2003		
Classification	Type	Contracted amount (More than 1 year)	Market Value	Valuation gain (loss)
Transactions outside of market	Forward exchange contracts			
	Buying			
	US Dollars	- (-)	-	-
Total		- (-)	-	-

#### Fiscal 2001

		(Millions of yen)		
		February 28, 2002		
Classification	Type	Contracted amount (More than 1 year)	Market Value	Valuation gain (loss)
Transactions outside of market	Forward exchange contracts			
	Buying			
	US Dollars	7 (-)	10	3
Total		7 (-)	10	3

Notes: 1. Market value is based on ruling quotations in the foreign exchange market in Tokyo.

2. Foreign currency denominated obligations and debt, which have been hedged with forward exchange contracts and are included on the consolidated balance sheets at yen-equivalent values, are not disclosed in the above table.

## Brief Summary of Non-Consolidated Financial Results (March 27, 2003)

(For the year ended February 28, 2002)

Company Name	Ryohin Keikaku Co., Ltd.
Code Number	7453
(URL: <a href="http://www.muji.co.jp">http://www.muji.co.jp</a> )	
Securities Traded	The Tokyo Stock Exchange, First Section
Address	Headquarters in Tokyo
Representative	Tadamitsu Matsui, President and Representative Director
Contact	Masao Aoki, General Manager, Accounting and Finance Unit, Administration Division
Telephone	03-3989-4930
Board of Directors' Meeting for Settlement of Accounts	March 27, 2003
Ordinary General Meetings of Shareholders	May 21, 2003
The system of interim dividend	Adopted

### 1. Results for Fiscal 2002 (March 1, 2002 to February 28, 2003) (Millions of yen)

#### (1) Operating results

	Operating Revenue (% of increase/decrease)		Operating Profit (% of increase/decrease)		Ordinary Profit (% of increase/decrease)	
Fiscal 2002	106,805	(-5.1)	6,745	(-0.9)	7,091	(2.0)
Fiscal 2001	112,513	(1.3)	6,807	(-44.2)	6,950	(-43.8)

	Net Income (% of increase/decrease)	Net Income per Share (¥)	Net Income per Share after Dilution (¥)	Return on Equity (%)	Ordinary Profit to Total Capital Ratio (%)	Ordinary Profit to Operating Revenue Ratio (%)
Fiscal 2002	2,309 (459.1)	82.32	-	6.0	14.2	6.6
Fiscal 2001	413 (-92.3)	14.71	-	1.1	13.3	6.2

Note : 1. The average number of shares outstanding during the each period. Fiscal 2002 - 28,059,817 shares, Fiscal 2001 - 28,077,782 shares.

2. There are no accounting changes in this period.

3. Percentage of increase or decrease is based on comparison with those of the previous period.

#### (2) Dividend

	Dividend per Share for the Fiscal Year (¥)			Total amount of Dividend (for the entire fiscal year) (Millions of yen)	Payout-Ratio (%)	Dividend to Shareholders' Equity Ratio (%)
	Total	Interim Dividend	Year-End Dividend			
Fiscal 2002	44.00	22.00	22.00	1,228	53.2	3.2
Fiscal 2001	44.00	22.00	22.00	1,235	299.0	3.2

#### (3) Financial Position

	Total Assets	Total Shareholders' Equity	Shareholders' Equity Ratio (%)	Shareholders' Equity per Share (¥)
Fiscal 2002	48,883	38,824	79.4	1,399.15
Fiscal 2001	50,639	38,384	75.8	1,367.09

Note: The number of shares outstanding at fiscal year end. Fiscal 2002 - 27,748,870 shares, Fiscal 2001 - 28,077,738 shares

### 2. Forecast for Fiscal 2003 (March 1, 2003 to February 29, 2004) (Millions of yen)

	Operating Revenue	Ordinary Profit	Net Income	Dividend per share for the Fiscal Year (¥)		
				Interim Dividend	Year-End Dividend	Total
Interim Period	54,400	3,800	1,700	22.00	-	-
Fiscal Year	109,300	8,000	3,900	-	22.00	44.00

Reference: Estimated net income per share for the fiscal year is ¥138.89

Note: The above forecast is announced presupposing available information at March 27, 2003 and an assumption related to uncertain factors which will influence to future results. Actual results may be different from forecast depend on various factors in future. Please refer to page 5, in which an assumption and matters to be attended to use the forecast are noted.

## Non-Consolidated Balance Sheets

Ryohin Keikaku Co., Ltd.

(Millions of yen)

	February 28, 2003	February 28, 2001	Changes from previous year
<b>Assets</b>			
<b>Current Assets:</b>			
Cash on hand and in banks	5,205	1,530	3,674
Notes receivable	-	28	(28)
Accounts receivable	3,225	3,465	(239)
Merchandise	7,766	9,433	(1,706)
Supplies	44	31	12
Advance Payments	39	180	(141)
Prepaid expenses	716	564	152
Deferred tax assets - current	412	390	22
Short-term loans to subsidiaries	170	-	170
Accounts receivable - other	2,578	2,574	3
Advanced payments	559	708	(149)
Other current assets	379	308	71
Less: Allowance for doubtful accounts	(14)	(26)	12
Total current assets	21,044	19,190	1,854
<b>Fixed Assets:</b>			
<b>Tangible Fixed Assets:</b>			
Buildings	6,272	7,997	(1,724)
Structures	116	146	(30)
Machinery and equipment	563	696	(132)
Vehicles and transportation equipment	1	2	(0)
Tools and furniture	1,608	2,240	(632)
Land	246	246	-
Total tangible fixed assets	8,809	11,329	(2,519)
<b>Intangible Fixed Assets:</b>			
Leasehold	1,478	1,478	-
Trademarks	4	20	(15)
Software	1,401	1,738	(336)
Other intangible fixed assets	37	37	-
Total intangible fixed assets	2,922	3,274	(351)
<b>Investments and Advances:</b>			
Investments in securities	515	518	(3)
Investment in subsidiaries	2,499	1,873	625
Long-term loans to subsidiaries	-	236	(236)
Long-term prepaid expenses	19	22	(3)
Deferred tax assets - non-current	156	1,102	(946)
Guarantee deposits	5,915	5,958	(42)
Fixed leasehold deposits	6,665	7,036	(370)
Store development in progress	249	-	249
Claim in bankruptcy and similar debts	72	92	20
Other investments and advances	137	139	(1)
Less: Allowance for doubtful accounts	(123)	(134)	10
Total investments and advances	16,107	16,846	(738)
Total fixed assets	27,839	31,449	(3,610)
<b>Total Assets</b>	<b>48,883</b>	<b>50,639</b>	<b>(1,756)</b>

(Millions of yen)

	February 28, 2003	February 28, 2002	Changes from previous year
<b>Liabilities</b>			
Current Liabilities:			
Notes payable	459	672	(212)
Accounts payable	4,750	4,732	18
Short-term loans payable	-	1,600	(1,600)
Accounts payable - other	160	146	13
Income taxes payable	1,127	57	1,070
Consumption taxes payable	355	90	264
Accrued expenses	2,310	1,681	628
Non-operating notes payable	108	573	(465)
Other current liabilities	287	293	57
Total current liabilities	<u>9,558</u>	<u>9,848</u>	<u>(289)</u>
Long-Term Liabilities:			
Accrued retirement benefits for employees	-	1,933	(1,933)
Accrued retirement benefits for directors and corporate auditors	246	240	5
Other long-term liabilities	254	233	21
Total long-term liabilities	<u>500</u>	<u>2,406</u>	<u>(1,906)</u>
Total Liabilities	<u>10,059</u>	<u>12,255</u>	<u>(2,195)</u>
<b>Shareholders' Equity</b>			
Common stock	6,766	6,766	-
Capital surplus:			
Additional paid-in capital	10,075	10,075	-
Retained earnings:			
Legal reserve	493	493	
General reserve	19,700	20,500	(800)
Unappropriated retained earnings	2,420	546	1,874
Total retained earnings	<u>22,613</u>	<u>21,539</u>	<u>1,074</u>
Net unrealized gain on other securities	36	4	32
Treasury stock	(667)	(0)	(666)
Total Shareholders' Equity	<u>38,824</u>	<u>38,384</u>	<u>440</u>
<b>Total Liabilities and Shareholders' Equity</b>	<u>48,883</u>	<u>50,639</u>	<u>(1,756)</u>

## Non-Consolidated Statements of Income

Ryohin Keikaku Co., Ltd.

	Fiscal 2002		Fiscal 2001		Changes from
	Millions of yen	%	Millions of yen	%	Previous year
<b>Operating Revenue:</b>					
Net sales	105,902	100.0	111,880	100.0	94.7
Cost of sales	65,083	61.5	68,429	61.2	95.1
Gross profit	40,819	38.5	43,450	38.8	93.9
Other operating revenue	903	0.9	633	0.6	142.7
Sub total	41,722	39.4	44,083	39.4	94.6
Selling, general and administrative expenses	34,976	33.0	37,276	33.3	93.8
<b>Operating Profit</b>	<b>6,745</b>	<b>6.4</b>	<b>6,807</b>	<b>6.0</b>	<b>99.1</b>
Non-Operating Income	445	0.4	275	0.2	161.5
Interest and dividend income	35		34		
Other non-operating income	410		241		
Non-Operating Expenses	100	0.1	132	0.1	75.7
Interest expenses	4		7		
Other non-operating expenses	95		125		
<b>Ordinary Profit</b>	<b>7,091</b>	<b>6.71</b>	<b>6,950</b>	<b>6.2</b>	<b>102.0</b>
<b>Extraordinary Gains:</b>	<b>1,000</b>	<b>0.9</b>	<b>263</b>	<b>0.2</b>	<b>379.8</b>
Gain on sales of investments in securities	49		-		
Reversal of allowance for doubtful accounts	12		-		
Reversal of accrued retirement benefits	891		-		
Gain on redemption of insurance funds	-		263		
Other extraordinary gains	47		-		
<b>Extraordinary Losses:</b>	<b>3,781</b>	<b>3.6</b>	<b>6,562</b>	<b>5.8</b>	<b>57.6</b>
Loss on disposal of fixed assets	1,066		473		
Loss on disposal of inventories	499		2,446		
Write-down of inventories	-		1,400		
Loss on cancellation of store rental contracts	1,150		121		
Write-down of investments in subsidiaries	103		46		
Loss on settlement of coupon issued previous year	599		-		
Loss on forgiveness of debt to subsidiary	-		1,449		
Amortization of the unrecognized transition amount arising from adopting the new accounting standard for retirements benefit for employees	-		449		
Other extraordinary losses	363		174		
<b>Income before income taxes</b>	<b>4,310</b>	<b>4.0</b>	<b>651</b>	<b>0.6</b>	<b>661.6</b>
Income taxes					
- Current	1,100	1.0	240	0.2	458.3
- Deferred	900	0.8	(1)	0.0	-
<b>Net Income</b>	<b>2,309</b>	<b>2.2</b>	<b>413</b>	<b>0.4</b>	<b>559.1</b>
Retained earnings brought forward	728		812		89.7
Interim cash dividend	617		617		100.0
Legal reserve for interim cash dividend	-		61		-
<b>Unappropriated retained earnings at end of year</b>	<b>2,420</b>		<b>546</b>		<b>398.2</b>

## Proposal for Appropriation of Retained Earnings

Ryohin Keikaku Co., Ltd.

(Millions of yen)

	<b>Fiscal 2002</b>	Fiscal 2001	Changes from previous year
Unappropriated retained earnings	<b>2,420</b>	546	1,874
Reversal of general reserve	-	800	(800)
Sub total	<b>2,420</b>	1,346	1,074
We propose to appropriate the foregoing as follows:			
Transfer to legal reserve	-	-	-
Cash dividend	<b>610</b> <b>(¥22 per share)</b>	617 (¥22 per share)	(7)
Transfer to general reserve	<b>1,000</b>	-	1,000
Unappropriated retained earnings carried forward	<b>810</b>	728	81

Note: The Company paid an interim cash dividend of ¥617 million (¥22 per share) on November 1, 2002.

## **Summary of Significant Accounting Policies**

### **1. Investment in securities and investment in subsidiaries**

Securities issued by subsidiaries

Stated at cost determined by the moving-average method

Other securities

- Securities with market quotations:

Stated at fair value as determined by the market value at the fiscal year end (Net unrealized gains or losses of these securities are reported as a separate item in the shareholders' equity at a net-of-tax amount. Cost is determined by the moving-average method.).

- Securities without market quotations:

Stated at cost, cost being determined by the moving-average method.

### **2. Derivatives**

Stated at fair value.

### **3. Inventories**

Merchandise is stated at cost, determined by the specific identification method, and supplies are valued at cost, determined by the last purchase method.

### **4. Depreciation methods for assets**

(1) Tangible fixed assets

The Company computes depreciation of tangible fixed assets by the declining balance method. However, depreciation on buildings (excluding leasehold improvements and auxiliary facilities attached to buildings) acquired on or after April 1, 1998 is computed on the straight-line basis.

(2) Intangible fixed assets

Amortization of intangible fixed assets except for computer software (internal use) is computed by the straight-line method. Amortization of computer software for internal use is computed by the straight-line method and related useful life is determined by the estimated period of internal use (5 years).

(3) Depreciable assets included in "Long-term prepaid expenses"

Depreciable assets included in "Long-term prepaid expenses" are amortized by the straight-line method.

### **5. Recording basis of main allowances and accrual**

(1) Accrued retirement benefits for directors and corporate auditors

Accrued retirement benefits for directors and corporate auditors is provided in an amount required to be paid at the end of each term, based upon internal regulations.

(2) Allowance for doubtful accounts

Allowance for doubtful accounts is provided at the aggregated of the maximum amount, which is calculated based on the prior loss experience and the estimated amount of probable individual bad debts at the accounting period end. This amount is considered sufficient to cover possible losses on collection.

### **6. Method of accounting for lease transactions**

Finance lease transactions, other than those which are deemed to transfer ownership of the leased assets to the lessee, are accounted for as operating lease transactions.

### **7. Method of accounting for consumption taxes**

Consumption taxes are excluded from the amounts of items in the accompanying non-consolidated statements of income.

**[Additional Information]**

1. Non-Consolidated Balance Sheets

Shareholders' equity in non-consolidated balance sheets as of February 28, 2003 was classified into "Common stock", "Capital surplus", "Retained earnings" and others in accordance with Clause 2 of Supplementary Provisions of Ministry Ordinance related to a partial amendment of the Regulation Relating to Terminology, Form and Methods of Preparation of Financial Statements, etc. (Ministry Ordinance No. 9)

Shareholders' equity in non-consolidated balance sheets as of February 28, 2002 were reclassified in accordance with the revised regulation.

2. Abolition of retirement plans

Effective from March 1, 2002, the Company abolished the present retirement plans (pension plan under the Japanese Welfare Pension Insurance Law, retirement benefit plan of a lump-sum payment) and settled retirement benefits for its employees.

Until the year ended February 28, 2002, the Company represented accrued retirement benefits for employees as the estimated present value of projected benefit obligations in excess of the fair value of plan assets. Effective from March 1, 2002, the Company reversed accrued retirement benefits for employees after unrecognized prior service cost and unrecognized actuarial differences were amortized, and paid lump-sum benefit payments for qualified employees, and paid special premiums for the cancellation. As a result of abolition of retirement plans, "Extraordinary Gains" amounting to ¥891 million were charged to non-consolidated statements of income.

## Additional Notes to the Non-consolidated Financial Statements

1. Figures of less than one million are rounded down.

### 2. Non-consolidated Balance Sheets

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Accumulated depreciation on tangible fixed assets	9,853	8,565
Guarantees of loans	327	448

### 3. Leases

(1) Finance leases, other than those which are deemed to transfer ownership of the leased assets to the lessee  
Tangible fixed assets - Vehicles and transportation equipment

#### Amount equivalent to purchase price and amount equivalent to accumulated depreciation

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Amount equivalent to purchase price	23	5
Amount equivalent to accumulated depreciation	8	2
Amount equivalent to fiscal year-end balance	15	2

Note: Since the balance of remaining lease payments accounts for only a small proportion of the fiscal year-end balance of tangible fixed assets, the amount equivalent to purchase price has been calculated using the expected interest payment method.

#### Amount equivalent to balance of remaining lease payments

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Within one year	5	1
Over one year	10	1
Total	15	2

Note: Since the balance of remaining lease payments accounts for only a small proportion of the fiscal year-end balance of tangible fixed assets, the amount equivalent to the balance of remaining lease payments has been calculated using the expected interest payment method.

#### Lease payments during the fiscal year under review and amount equivalent to depreciation expenses

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Lease payments (amount equivalent to depreciation expenses)	5	1

#### Method of calculating amount equivalent to depreciation expenses

Depreciation is calculated using the straight line method (zero residual value) over the term of lease contract.

#### (b) Remaining Payments on Operating Leases

Tangible fixed assets - Vehicles and transportation equipment

	(Millions of yen)	
	Fiscal 2002	Fiscal 2001
Within one year	1	1
Over one year	1	3
Total	3	4