

Overview of MARUI GROUP

As of March 31, 2023

Company Overview

Name	MARUI GROUP CO., LTD.
Head office	3-2, Nakano 4-chome, Nakano-ku, Tokyo 164-8701, Japan
Date of foundation	February 17, 1931
Date of establishment	March 30, 1937
Capital	¥35,920 million
Business activities	Corporate planning and management for Group companies engaged in Retailing segment and Fintech segment
Number of employees	4,435 (Group total, excluding temporary employees)



Corporate Website

 www.0101maruigroup.co.jp/en/

Stock Information

Stock listing	Tokyo Stock Exchange, Prime Market (Loan margin trading issues)
Securities code	8252
Number of authorized shares	1,400,000,000
Number of common shares issued*1	208,660,417
Number of shareholders	34,407

*1 Number of common shares issued includes 18,547,000 shares of treasury stock, equivalent to 8.9% of the total number of shares of common stock issued.

Corporate Data

MARUI GROUP CO., LTD. and Its Consolidated Subsidiaries

	FY2019	FY2020	FY2021*10	FY2022	FY2023
Earnings per share (Yen)	115.99	117.58	10.86	85.81	109.37
Return on equity (%)	9.1	8.8	0.8	6.5	8.5
Return on invested capital (%)	3.7	3.7	1.4	3.3	3.5
CO ₂ emissions reduction (t-CO ₂)*5	96,357	173,111	301,993	308,876	316,378
Total Group transactions (Millions of yen)*6	2,539,631	2,903,713	2,919,231	3,373,446	3,957,281
Retailing (Millions of yen)	337,006	320,119	229,207	245,255	272,772
Fintech (Millions of yen)	2,310,635	2,678,839	2,760,432	3,200,536	3,758,847
Operating income (Millions of yen)	41,184	41,944	15,310	36,784	38,771
Net income attributable to owners of parent (Millions of yen)	25,341	25,396	2,327	17,791	21,473
EPOS cardholders (including Akai Card) (Ten thousands of members)	688	720	709	714	731
Ratio of active cardholders (%)	65.9	65.5	63.0	64.6	66.9
Ratio of bad debt write-offs (%)	1.80	1.88	2.09	1.81	1.61
Total number of employees	5,326	5,130	4,855	4,654	4,435
Ratio of female employees (%)	43.9	44.8	44.1	44.7	45.3
Ratio of women in management position (%)	13	14	15	17	18
Ratio of applicable male employees acquiring childcare leave (%)*7	100	100	100	100	100
Rate of renewable energy use (%)*8	1.1	23.0	52.1	60.9	68.0
GHG emissions (Scope 1) (t-CO ₂)*9	15,109	13,956	11,090	10,540	10,043
GHG emissions (Scope 2) (t-CO ₂)*9	96,232	67,916	37,858	29,983	25,582
GHG emissions (Scope 3) (t-CO ₂)*9	399,926	352,640	256,682	258,224	255,620

*5 Reductions are from the base year of the fiscal year ended March 31, 2017.

*6 The "Eliminations" item, which is used to deduct card shopping transactions from figures for the Retailing segment, has been omitted.

*7 Figures for the ratio of applicable male employees acquiring childcare leave are calculated based on standards for basic employment equity surveys.

*8 Figures represent rates of renewable energy use for MARUI GROUP stores and offices.

Major Shareholders

Name	Number of shares (Thousands of shares)	Percentage of total shares issued*2 *3 *4 (%)
The Master Trust Bank of Japan, Ltd. (Trust Account)	45,423	23.9
Custody Bank of Japan, Ltd. (Trust Account)	22,866	12.0
MISAKI ENGAGEMENT MASTER FUND	6,490	3.4
Aoi Real Estate Co., Ltd.	6,019	3.2
MUFG Bank, Ltd.	4,356	2.3
TOHO CO., Ltd.	3,779	2.0
The AOI SCHOLARSHIP FOUNDATION	3,249	1.7
THE BANK OF NEW YORK MELLON 140042	2,794	1.5
Tadao Aoi	2,784	1.5
KARASUYAMA, Ltd.	2,454	1.3

*2 The Company holds 18,547,000 shares of treasury stock, which are excluded from the above principal shareholders. The number of shares of treasury stock excludes shares held by the Officer Compensation BIP Trust and Stock Benefit ESOP Trust.

*3 Percentage of shareholding is calculated based on the total number of shares issued and outstanding, excluding treasury stock of 18,547,000 shares.

*4 The calculation for the percentage of shareholding includes 766,000 shares held by the Officer Compensation BIP Trust and Stock Benefit ESOP Trust.

Ratings, Awards, and Recognition As of December 2023

MARUI GROUP established the IR Department in October 2015 and then the ESG Promotion Department in October 2016 to enhance communication with institutional investors and information disclosure. We have also identified the promotion of decarbonization, sustainable consumption, and accelerated human resource initiatives as key measures under the medium-term management plan with the aim of improving corporate value.



More detailed information on these and other awards and recognition can be found on the Company's corporate website.
www.0101maruigroup.co.jp/en/ci/award/

Global Socially Responsible Investment Indexes



MARUI GROUP has been selected for inclusion in the Dow Jones Sustainability World Index for the sixth consecutive year and has also been included in the Dow Jones Sustainability Asia Pacific Index for seven consecutive years.



MARUI GROUP has been included in the FTSE4Good Index Series,*11 a series of indexes arranged by FTSE Russell that comprise companies meeting evaluation standards pertaining to ESG factors, for seven consecutive years.

Inclusion in All Six ESG Indexes Utilized by the Government Pension Investment Fund



MARUI GROUP has been included in the FTSE Blossom Japan Index for seven consecutive years. This ESG index is meant to reflect the performance of Japanese companies that meet various ESG-related requirements, and industry is therefore not considered when selecting companies for inclusion.



MARUI GROUP has been selected for inclusion in the FTSE Blossom Japan Sector Relative Index. This index is compiled by assessing the stance toward management of climate change risks and opportunities of companies with high carbon intensity.



MARUI GROUP has been included in the MSCI Japan ESG Select Leaders Index for the seventh consecutive year.*12 This ESG index comprises Japanese companies with relatively high MSCI ESG Ratings in each industry selected.



MARUI GROUP was selected for inclusion in Gender Equality Group 1, the highest rating in the Morningstar Japan ex-REIT Gender Diversity Tilt Index, based on evaluations by data provider Equileap.



MARUI GROUP has declared its intent to become carbon neutral and laid out strategies for linking decarbonization activities to business growth. These strategies have been certified by Science Based Targets as viable for achieving net-zero emissions.



MARUI GROUP has been included in the Climate A List, which represents the highest evaluation offered by CDP, for the fourth time in reflection of its initiatives to address climate change and practice information disclosure of a level that is high, even viewed from a global perspective.



For six consecutive years, MARUI GROUP has been chosen for inclusion in the Nadeshiko Brand, a program organized to recognize companies exhibiting excellence in empowering female employees. In addition, MARUI GROUP was identified as a company warranting attention for its implementation of distinctive initiatives for the empowerment of its female employees.



For the sixth consecutive year, MARUI GROUP was chosen for inclusion in the Health & Productivity Stock Selection, which is compiled to recognize enterprises that focus on and strategically carry out efforts with regard to their employees' health from a management perspective.



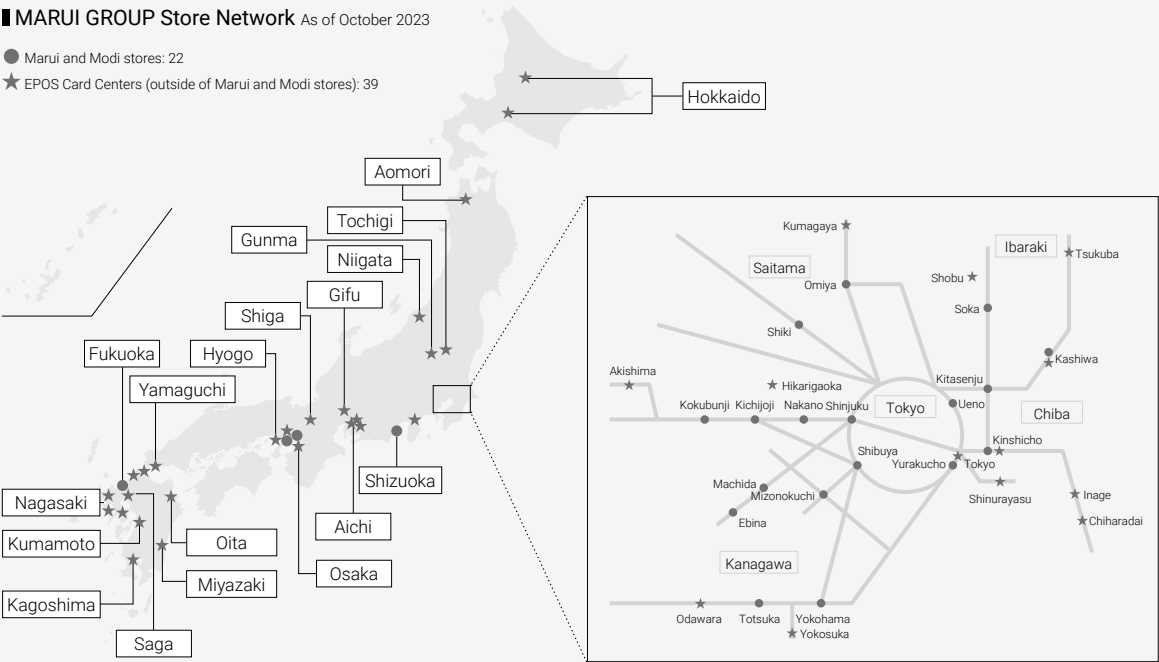
MARUI GROUP has been chosen for inclusion in the Digital Transformation Stock Selection in reflection of the high evaluation of initiatives such as the issuance of Japan's first digital social bonds to be offered by a company other than a financial institution and its provision of the OMEMIE service.

*11 FTSE Russell (the trading name of FTSE International Limited and Frank Russell Company) confirms that MARUI GROUP CO., LTD. has been independently assessed according to the FTSE4Good criteria, and has satisfied the requirements to become a constituent of the FTSE4Good Index Series. Created by the global index provider FTSE Russell, the FTSE4Good Index Series is designed to measure the performance of companies demonstrating strong Environmental, Social and Governance (ESG) practices. The FTSE4Good indices are used by a wide variety of market participants to create and assess responsible investment funds and other products.
*12 THE INCLUSION OF MARUI GROUP CO., LTD. IN ANY MSCI INDEX, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT OR PROMOTION OF MARUI GROUP CO., LTD. BY MSCI OR ANY OF ITS AFFILIATES. THE MSCI INDEXES ARE THE EXCLUSIVE PROPERTY OF MSCI. MSCI AND THE MSCI INDEX NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI OR ITS AFFILIATES.

■ MARUI GROUP Store Network As of October 2023

● Marui and Modi stores: 22

★ EPOS Card Centers (outside of Marui and Modi stores): 39



Shinjuku Marui Main Building



Yurakucho Marui



Shibuya Modi



EPOS Card Center

■ Marui and Modi Stores

	Name	Sales floor area (m ²)	Transactions (Billions of yen) (FY2023)
Tokyo	Kitasenju Marui	35,300	33.8
	Shinjuku Marui*13	30,590	20.6
	Yurakucho Marui	18,500	14.3
	Machida Location*13	21,270	12.3
	Marui Kinshicho	22,990	11.6
	Ueno Marui	16,390	10.6
	Shibuya Location*13	9,840	5.9
	Nakano Marui	4,950	6.1
	Kokubunji Marui	14,300	9.6
	Marui Kichijoji	11,950	5.5
Kanagawa	Marui Family Mizonokuchi	32,260	20.5
	Marui City Yokohama	16,510	9.9
	Totsuka Modi	16,580	8.7
	Marui Family Ebina	19,500	7.4

	Name	Sales floor area (m ²)	Transactions (Billions of yen) (FY2023)
Saitama	Marui Family Shiki	18,900	11.0
	Omiya Marui	13,970	6.4
	Soka Marui	16,530	4.7
Chiba	Kashiwa Location*13	18,810	7.7
Shizuoka	Shizuoka Modi	5,540	2.3
Osaka	Namba Marui	17,000	7.5
Hyogo	Kobe Marui	6,940	4.5
Fukuoka	Hakata Marui	15,000	8.0

*13 "Shinjuku Marui" refers to Shinjuku Marui Main Building, Shinjuku Marui Annex, and Shinjuku Marui Men. "Machida Location" and "Kashiwa Location" refer to both the Marui and Modi stores located at these sites. Shibuya Marui was closed on August 28, 2022, and only Shibuya Modi remains accordingly.

■ MARUI GROUP Co-Creative Platforms for Supporting Self-Actualization

MARUI GROUP provides platforms for supporting employees in realizing their business ideas and achieving their dreams. In this section, we will look at four such platforms. Additional information on these platforms can be gained by scanning the respective QR codes (in Japanese only).

Platform for Realizing the Ideas of Younger Generations
Future Accelerator Gateway



Future Accelerator Gateway is a program launched in October 2020 to serve as a gateway to new business creation. Through this program, members of younger generations, specifically individuals age 25 and under, are able to submit ideas for new businesses. The proponents of ideas selected are teamed up with MARUI GROUP employees to refine their ideas over a period of roughly three months with the goal of creating new businesses. Another major characteristic of the Future Accelerator Gateway program is participation by entrepreneurs as mentors. Such mentorship allows participants to gain practical business development skills while fostering their entrepreneurial spirit.



Official Site (in Japanese only)
www.0101maruigroup.co.jp/future/

Forum for Giving Form to the Business Ideas of Start-Up Companies
Marui Co-Creation Pitch



First held in February 2021, Marui Co-Creation Pitch is a program for soliciting business ideas from start-up companies with unique services and technologies. Through this program, we seek out ideas for using MARUI GROUP's assets and expertise to create a more inclusive society. When the idea of a company is approved, MARUI GROUP will look at how best to take action with regard to the idea, whether through collaboration, investment, or other means. HERALBONY Co., Ltd., won the grand prize in the first Marui Co-Creation Pitch, and its idea for co-creation through collaboration cards was used to shape a new business.



Official Site (in Japanese only)
maruicocreationpitch.samurai-incubate.asia/

Education Support for Future Generations
AOI SCHOLARSHIP FOUNDATION



The AOI SCHOLARSHIP FOUNDATION was established in 1973 through a personal investment by MARUI GROUP founder Chuji Aoi based on his desire to foster talented individuals to serve society. Scholarships offered by the foundation entail no fees, and there is no need to pay back money received, which is rare in Japan. In accordance with Chuji Aoi's belief that companies have a duty to return some of their business earnings to society, the activities of this foundation are fully funded by the dividends received from its holdings of MARUI GROUP stock. In the fiscal year ended March 31, 2023, the foundation set new records for scholarship payments and for recipients, with total payments of ¥143 million being issued to 222 high school and university students.

Easy Way for Anyone to Open a Physical Store
OMEMIE



OMEMIE is a unique service that makes it easy for a variety of users, including individuals who had given up on the possibility of opening a store and direct-to-consumer businesses that previously operated exclusively online, to open a store at a Marui or Modi location. Through this service, users are able to perform all processes online, which range from searching for available store space to making inquiries and performing complicated contracting tasks for permanent and temporary (pop-up) event shops. Users have praised this service for how it has enabled them to introduce their products and services to customers with whom they would not previously been able to connect.



Official Site (in Japanese only)
omemie.0101.co.jp/

MARUI GROUP's Media Sources

MARUI GROUP operates websites, social media accounts, and other media sources. These venues are used to communicate our policies and initiatives as well as to deliver a wide range of other content including articles on social issues, records of discussions by the pioneers of our age, and videos.

MARUI GROUP's Owned Media

kono yubi to-mare



The kono yubi to-mare community site is an owned media source showcasing the latest information pertaining to MARUI GROUP, including chronicles of forward-looking discussions, looks at new businesses, news on events, and details about our workstyles.



kono yubi to-mare forward-looking community site (in Japanese only)
www.to-mare.com/



kono yubi to-mare X (formerly Twitter) account (in Japanese only)
twitter.com/maruigroup



kono yubi to-mare YouTube channel (in Japanese only)
www.youtube.com/channel/UCCHq6q2aRFTyyEwVOMxHYXA

Store and Brand Information



Marui store website (machine translated)
www.0101.co.jp.e.ex.hp.transer.com/global/en.html



Marui shopping app (machine translated)
www.0101.co.jp.e.ex.hp.transer.com/appinfo/



EPOS app website (in Japanese only)
www.eposcard.co.jp/appli/index.html



EPOS Net (in Japanese only)
www.eposcard.co.jp/index.html



Official MARUI GROUP Social Media Accounts



List of official MARUI GROUP social media accounts (contained within MARUI GROUP Social Media Policy)
www.0101maruigroup.co.jp/en/socialL_media/index.html

Enthusiast Media

5PM Journal



5PM Journal is a direct-to-consumer brand curation website launched in 2020 by D2C & Co. Inc., a Group company that conducts investment and financing centered on such brands. This site has been redesigned and its scope expanded to focus on the new theme of enthusiasts, a group that tends to be highly compatible with direct-to-consumer brands. Committed to communicating people's dedication toward their passions, 5PM Journal provides information on the love of fans for a wide range of genres as a form of enthusiast media.



5PM Journal (in Japanese only)
5pmjournal.0101.co.jp/

Hypotheses and Predictions Grounded on Research

Research Pod



Research Pod is a podcast that presents forward-looking discussions on medium- to long-term trends of interest to MARUI GROUP between President Hiroshi Aoi; Akira Sato, co-founder of Value Create Inc. and general manager of the Company's Investment Research Department; and researcher Saito. There is also an official Research Pod X (formerly Twitter) account that is constantly updated with posts from fledgling researchers.



Apple Podcasts (in Japanese only)
podcasts.apple.com/us/podcast/リサーチpod/id1597451145



Spotify (in Japanese only)
open.spotify.com/show/3zxzj5A7WbDqBKdLqCh0Ht



Research Pod X (formerly Twitter) account (in Japanese only)
twitter.com/researchpod0101

Impact Co-Creation Magazine & magazine



The future that MARUI GROUP envisions for 2050 is one in which we are able to transcend dichotomies to enable everyone to live happily and be themselves. We began publishing *& magazine* in March 2023 with the aim of communicating the initiatives needed to shape this future to all of our stakeholders. This magazine is distributed at Marui and Modi stores, and its articles can also be found online. Four issues of *& magazine* have been published to date.



& magazine issues (in Japanese only)
www.0101maruigroup.co.jp/ir/lib/magazine.html

MARUI GROUP's Vision





VISION BOOK 2050
Report published in March 2019 declaring MARUI GROUP's vision for the world of 2050
www.0101maruigroup.co.jp/en/sustainability/lib/s-report.html



Co-creation management reports
Annually published management strategy reports functioning as communication tools and offering a condensed look at MARUI GROUP's present and future
www.0101maruigroup.co.jp/en/ir/lib/i-report.html



IMPACT BOOK
Road map for achieving earnings growth while generating our desired impact, published in June 2023
www.0101maruigroup.co.jp/en/ir/lib/impactbook.html

Investor Relations Information

Mailing list registration (in Japanese only) www.0101maruigroup.co.jp/ir/infomail/reg.html

Medium-Term Management Plan

Medium-term management plan-related materials
www.0101maruigroup.co.jp/en/ir/lib/plan.html

Corporate Governance

MARUI GROUP Code of Conduct and policies
www.0101maruigroup.co.jp/en/ci/governance/

MARUI GROUP Corporate Governance Guidelines
www.0101maruigroup.co.jp/pdf/cgg_20230509_en.pdf

Corporate Governance Report
www.0101maruigroup.co.jp/pdf/cgr_en.pdf

Corporate officer backgrounds and reasons for appointment
www.0101maruigroup.co.jp/en/ci/officer/

Committee members
www.0101maruigroup.co.jp/pdf/committee_members_en.pdf

Shareholder return policies
www.0101maruigroup.co.jp/en/ir/stock/dividend.html

Basic internal control policy (in Japanese only)
www.0101maruigroup.co.jp/ci/pdf/statement/inL_control.pdf

Risk management
www.0101maruigroup.co.jp/en/ci/governance/risk.html

Financial and ESG Information

Financial results summaries
www.0101maruigroup.co.jp/en/ir/lib/brief.html

Annual securities reports
www.0101maruigroup.co.jp/en/ir/lib/sec.html

FACT BOOKs (supplementary financial materials)
www.0101maruigroup.co.jp/en/ir/lib/fact.html

Monthly performance forecasts
www.0101maruigroup.co.jp/en/ir/lib/monthly.html

ESG DATA BOOKS
www.0101maruigroup.co.jp/en/sustainability/lib/databook.html

GRI and ISO 26000 applicability tables
www.0101maruigroup.co.jp/en/sustainability/lib/gri.html

Investors guides
www.0101maruigroup.co.jp/en/ir/lib/guide.html

Financial results briefings and videos
www.0101maruigroup.co.jp/en/ir/lib/result.html

MARUI IR DAY materials and videos
www.0101maruigroup.co.jp/en/ir/lib/irday.html

Investor Relations website
www.0101maruigroup.co.jp/en/ir/

IMPACT BOOK
www.0101maruigroup.co.jp/en/ir/lib/impactbook.html

Sustainability website
www.0101maruigroup.co.jp/en/sustainability/

Initiatives related to the TCFD
www.0101maruigroup.co.jp/en/sustainability/vision2050/3business_02.html

Awards and Recognition

www.0101maruigroup.co.jp/en/ci/award/

Publications

Co-creation management reports
www.0101maruigroup.co.jp/en/ir/lib/i-report.html

VISION BOOK 2050 and co-creation sustainability reports
www.0101maruigroup.co.jp/en/sustainability/lib/s-report.html

& magazine (impact co-creation magazine, in Japanese only)
www.0101maruigroup.co.jp/ir/lib/magazine.html

Co-creation wellness reports (in Japanese only)
www.0101maruigroup.co.jp/sustainability/lib/w-report.html

Convocation notices for Ordinary General Meetings of Shareholders
www.0101maruigroup.co.jp/en/ir/stock/meeting.html

Co-creation newsletters (shareholders newsletters, in Japanese only)
www.0101maruigroup.co.jp/ir/lib/report.html

Videos

MARUI GROUP Corporate Video—The Future (in Japanese only)
www.youtube.com/watch?v=WQZCdHfxno

MARUI GROUP's Impact (in Japanese only)
www.youtube.com/watch?v=5tMScyyVb-o