

ANNUAL REPORT 2021

Year Ended December 31, 2021

LOOK HOLDINGS INCORPORATED

Message from the President



Kazuhiro Tada President and Representative Director

Adhering to its corporate philosophy that the "Customer Comes First," the LOOK Group is committed to creating new lifestyles and values to help enhance people's everyday lives. Our basic policy is to meet the expectations of customers and all other stakeholders who support us, and thus improve their quality of life.

As reflected in our corporate philosophy, it gives us great pleasure to satisfy and impress our customers. Our mission is to provide products and services that bring satisfaction and joy to them.

We will help create a diverse, affluent society by consistently generating value that resonates in people's hearts while responding appropriately to the changing times and business environment.

With 14 consolidated subsidiaries in Japan and overseas, the LOOK Group is building a solid business foundation domestically while expanding its business globally, including in South Korea, Europe, China, and the United States.

Going forward, we will establish a solid earnings foundation, expand our e-commerce business, and aggressively develop new businesses. We will also pursue business strategies and efficient management aimed at establishing a stable profit structure for renewed growth.

Under our "Customer Comes First" corporate philosophy, we will continue delivering sustainable growth and stable earnings and thus further enhance corporate value.

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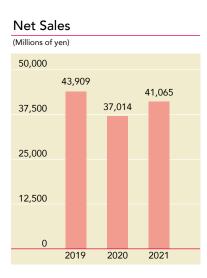
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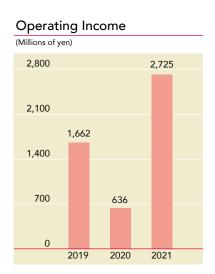
Financial Highlights

LOOK HOLDINGS INCORPORATED and Subsidiaries For the years ended December 31, 2021 and 2020

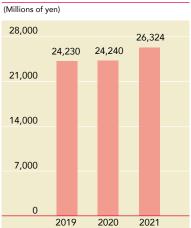
	Millions	Thousands of U.S. dollars				
	2021	2020	2021			
At year-end:						
Total current assets	¥25,413	¥21,878	\$220,967			
Total current liabilities	11,489	10,254	99,896			
Short-term loans	3,375	2,480	29,352			
Total shareholders' equity	25,282	23,721	219,827			
For the year:						
Net sales	41,065	37,014	357,065			
Operating income	2,725	636	23,698			
Ordinary income	2,973	848	25,855			
Net income attributable to owners of parent	1,991	431	17,318			
	Ye	en	U.S. dollars			
Per share:						
Net income	¥259.67	¥56.19	\$2.26			
Cash dividends	40.00	30.00	0.35			
%						
Ratios:						
ROE	7.9	1.8				
Operating income margin	6.6	1.7				

Notes: U.S. dollar amounts are translated from Japanese yen, for convenience only, at the rate of ¥115.01 to US\$1, the approximate rate of exchange at December 30, 2021.





Total Net Assets



To Our Shareholders

Performance Overview

Consolidated Results	
Net sales ¥41	065 million (up 10.9% year on year)
Operating income ¥2	725 million (up 328.1%)
Ordinary income ¥2	973 million (up 250.6%)
Net income attributable to c	wners of parent
¥1	991 million (up 361.1%)
±1	331 mmon (up 501.1%)

In response to the changing business environment, the Group worked to increase sales by further strengthening its e-commerce business and opening new stores under priority brands. At the same time, we pursued rigorous and efficient management measures that include discontinuing unprofitable brands, closing unprofitable stores, controlling procurement, and reducing expenses.

As a result, consolidated net sales for the year totaled \$41,065 million, up 10.9% from fiscal 2020. Operating income increased 328.1% year on year, to \$2,725 million, and ordinary income rose 250.6%, to \$2,973 million. Net income attributable to owners of parent jumped 361.1%, to \$1,991 million.

Performance by Business Segment Apparel Business

In Japan, although business conditions remained challenging due to shortened store hours and temporary store closures, we continued opening new stores under our Il Bisonte flagship brand. We also conducted effective sales promotion activities, including sales of collaborative products of the A.P.C. brand. As a result, sales of mainstay brands increased year on year.

In the e-commerce business, we opened new channels on other companies' websites. We also continued striving to improve customer convenience by strengthening the data linkage between physical and online store inventories, with e-commerce sales increasing as a result. For the year under review, the Group's sales in Japan rose 4.9%, to \$21,074 million, and operating income surged 148.4%, to \$1,135 million. In South Korea, the number of new COVID-19 cases has been increasing since November, but the number of store visitors is on a recovery trend thanks to progress in administering vaccine boosters and the like. Under these conditions, I.D. LOOK LTD. posted steady sales of imported brands in its stores, and sales via its I.D. LOOK Mall e-commerce site were also strong thanks to enhanced promotions. Meanwhile, I.D. JOY LTD. pushed ahead with new store openings and boosted sales as a result. Accordingly, sales in South Korea rose 18.1%, to \$17,756 million, and operating income jumped 171.2%, to \$13,893 million.

In Europe, our core wholesale business remained strong. However, the number of customers visiting directly managed stores in Italy and France did not recover amid increasing infections of COVID-19 variants, making for difficult conditions overall. As a result, sales in Europe rose 23.3%, to \$3,932 million, and operating income fell 60.8%, to \$168 million.

In "Other abroad" (Hong Kong, China, and the United States), LOOK (H.K.) LTD. (based in Hong Kong) continued to face harsh conditions, including repeated restrictions on going out. In the United States, meanwhile, the number of customers visiting directly managed stores gradually recovered. As a result, sales in "Other abroad" rose 5.6%, to ¥416 million, and the operating loss was ¥177 million (from ¥127 million in the previous fiscal year).

Consequently, the Group's Apparel Business segment posted an 11.6% increase in sales, to ¥43,179 million, and a 107.4% jump in operating income, to ¥3,019 million.

Production and OEM Business

LOOK MODE INC., which handles the Group's Production and OEM Business segment, reported a decrease in orders for original brand products developed by LOOK INCORPORATED stemming from the COVID-19 pandemic, and also posted a decline in OEM sales. As a result, sales in this segment decreased 8.4%, to $\frac{12,235}{100}$ million, and the segment posted an operating loss of $\frac{120}{100}$ million (from $\frac{165}{100}$ million in the previous year).

Logistics Business

L. LOGISTICS INC., which is responsible for the Group's Logistics Business segment, reported an increase in sales thanks mainly to higher sales from e-commerce logistics services. Consequently, segment sales rose 4.3%, to ¥1,248 million, and operating income jumped 88.2%, to ¥81 million.

Food & Beverage Business

FFI INC. (FASHIONABLE FOODS International), which represents the Group's Food & Beverage Business segment, sells Italian gelato under the Gelateria Marghera brand. In the year under review, it reported a decrease in sales at stores due to temporary store closures and shortened store operating hours stemming from COVID-19. This was despite an increase in sales from home delivery services. As a result, sales in this segment increased 27.7%, to ¥56 million, and the operating loss was ¥25 million (from ¥30 million in the previous year).

Outlook for Fiscal 2022 and Consolidated Forecasts

The COVID-19 pandemic has brought about changes in lifestyles and consumer values in the apparel and fashion industry, and we expect consumer needs to become even more diversified in the future.

To address these changing business conditions, the Group will work to further increase sales by establishing brand values that are not affected by economic fluctuations. At the same time, we will effectively invest our management resources in profitable brand businesses that can generate profits sustainably even in severe business environments.

We are targeting the following consolidated results for fiscal 2022: Net sales of \$53,000 million, operating income of \$3,400 million, ordinary income of \$3,600 million, and net income attributable to owners of parent of \$2,400 million.

Consolidated Forecasts	
Net sales	¥53,000 million
Operating income	¥3,400 million
Ordinary income	¥3,600 million
Net income attributable to owners of parent	¥2,400 million

Effective the beginning of fiscal 2022, the Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and other standards. The above consolidated forecasts are based on figures after such application, and figures for year-on-year change are not shown.

Management's Discussion and Analysis

Future-related statements contained in the following section are based on the LOOK Group's judgments at the time of submission of the annual securities report for fiscal 2021.

Major Accounting Policies and Estimates

The LOOK Group's consolidated financial statements are based on accounting standards generally accepted in Japan as fair and appropriate.

Financial Position

(1) Assets

At December 31, 2021, total assets amounted to \$50,877 million, up \$4,155 million from a year earlier. This was mainly due to a \$3,328 million increase in cash and time deposits and a \$678 million rise in notes and accounts receivable-trade.

(2) Liabilities

Total liabilities increased \$2,071 million from a year earlier, to \$24,553 million. This was due mainly to increases in loans, income taxes payable, and accrued consumption taxes.

(3) Net assets

Total net assets were up \$2,083 million from a year earlier, to \$26,324 million. This was due primarily to a \$1,760 million increase in retained earnings and a \$439 million rise in foreign currency translation adjustments, which contrasted with a \$205 million increase in treasury stock.

As a result, the equity ratio was 51.7%.

Cash Flows

Net cash provided by operating activities amounted to \$4,047 million (compared with \$1,950 million in the previous year). In addition to \$2,777million in income before income taxes, the main factors boosting cash flows were \$1,283 million depreciation and amortization (non-cash item) and a \$626 million decrease in inventories. Contrasting factors included a \$624 million increase in notes and accounts receivables.

Net cash used in investing activities totaled ¥1,095 million (compared with ¥1,927 million in the previous year). The main factors included ¥765 million in payments for purchase of property, plant,

and equipment and ¥229 million in payments for purchase of intangible assets.

Net cash provided by financing activities was ¥256 million (compared with ¥215 million used in financing activities in the previous year). The main factor was an ¥884 million net increase in loans. Contrasting factors included ¥232 million in cash dividends paid and ¥205 million in payments for purchase of treasury stock.

Cash and cash equivalents at fiscal year-end totaled ¥9,365 million, up ¥3,306 million from a year earlier. In addition to the aforementioned cash flow items, the main factor was a ¥98 million increase in foreign currency translation adjustments on cash and cash equivalents.

Business Risks

Among the risks and variables that may affect the Group's business and accounting status, those that could have a major influence on the decisions of investors are discussed below. Future-related statements contained in the following section are based on the LOOK Group's judgments at the time of submission of the annual securities report for fiscal 2021.

(1) Economic and consumer trends

Domestic sales account for approximately 50% of the LOOK Group's consolidated net sales. As a result, the overall level of personal consumption in the Japanese market-the Group's main markethas a material impact on the Group's revenue and earnings. The Group endeavors to accurately grasp customer needs and takes care to offer products that reflect the demands of the times. It also focuses on developing and fostering new brands for the market based on innovative proposals. However, changes in external circumstances that the Group cannot foresee, such as sharp changes in fashion trends, could have an impact on the Group's business performance. Accordingly, we are working to reduce risk by expanding the development of miscellaneous goods (leather products and the like) that are less susceptible to sudden changes in trends than clothing.

(2) Unseasonal weather and natural disasters, etc.

The Group's business performance is impacted by unseasonal weather. Abnormal weather, such as a cold summer or warm winter, discourages consumers from purchasing seasonal products, which could have an impact on the Group's business performance. Natural disasters (including typhoons, earthquakes, and floods) and the outbreak of infectious diseases caused by unknown viruses (such as new types of influenza and pneumonia) can impact the sales activities of business partners and the production activities of affiliated factories, as well as reduce consumption in affected regions, which could have an impact on the Group's business performance. Accordingly, the Group formulated crisis management regulations and is building a management system in accordance with those regulations, assisted by the appointment of management officers. To address the COVID-19 pandemic, we have implemented various measures that include temporary closures and shortened business hours for shop-in-shops in commercial facilities and directly managed stores. We have also taken internal measures, such as refraining from domestic and international business trips, introducing teleworking arrangements and staggered working hours, and promoting web conferencing.

(3) Overseas business and production

Overseas subsidiaries generate approximately 50% of the Group's consolidated net sales. Around 80% of products sold in the domestic market are either manufactured overseas or procured from overseas sources. Accordingly, significant exchange rate fluctuations affecting the Group's main overseas markets and procurement and manufacturing bases, political or economic turmoil, unforeseen changes in laws and regulations, and the unforeseen outbreak of an epidemic, terrorism, war, or other acts of social upheaval could have an impact on the Group's business performance. Accordingly, we are working to reduce risk by developing our business overseas in a broad range of areas without excessive reliance on specific countries or regions, and by using forward exchange contracts to hedge against foreign exchange risk.

(4) Product quality

If an unforeseen quality problem or product liability incident were to occur related to products sold by the Group, it could tarnish the reputation of the Group or its brands, which could have an impact on the Group's business performance. Accordingly, we work to reduce risk by engaging in rigorous quality control in accordance with our "Quality Control Manual," "Inspection Control Regulations," "Quality Labeling Control Regulations," and other protocols established as part of our quality control system.

(5) Exclusive distribution agreements and license agreements

In addition to its original brands, the LOOK Group develops brands under exclusive import and distribution or license agreements. If such agreements cannot be continued due to an unforeseen factor, there could be an impact on the Group's business performance. Accordingly, we are working to reduce risk by developing multiple core brands without excessive reliance on specific imported or licensed brands.

(6) Information management

The LOOK Group possesses a large amount of personal information on the customers of its shop-in-shops in commercial facilities, directly managed stores, and online. However, the leaking of information due to an unforeseen incident could result in a loss of customer trust or damage to the Group's image. This could lead to a decline in sales or claims for compensation, which in turn could have an impact on the Group's business performance. Accordingly, we are working to reduce risk by appointing information management officers to oversee the handling of personal information and rigorously observing rules based on internal regulations and management manuals.

In addition, we are encouraging teleworking and other arrangements to combat the spread of COVID-19. In line with this, we are working to reduce the risk of internal information leaks by using authentication and encryption to protect communication pathways between information terminals.

Consolidated Financial Statements and Principal Notes

(1) Consolidated Balance Sheets

	Million	Millions of yen		
	As of December 31, 2020	As of December 31, 2021	As of December 31, 2021	
Assets				
Current assets				
Cash and time deposits	6,260	9,588	83,373	
Notes and accounts receivable - trade	4,625	5,303	46,115	
Finished goods and merchandise	9,189	8,834	76,817	
Work-in-process	659	715	6,218	
Raw materials and supplies	639	400	3,485	
Other	544	617	5,367	
Allowance for bad debts	(40)	(46)	(407)	
Total current assets	21,878	25,413	220,967	
Non-current assets				
Property, plant and equipment				
Buildings and structures	4,435	4,418	38,421	
Accumulated depreciation	(1,983)	(2,101)	(18,268)	
Buildings and structures, net	2,451	2,317	20,153	
Machinery and equipment	173	163	1,422	
Accumulated depreciation	(153)	(144)	(1,258)	
Machinery and equipment, net	19	18	163	
Tools, furniture and fixtures	4,072	4,010	34,871	
Accumulated depreciation	(3,260)	(3,059)	(26,605)	
Tools, furniture and fixtures, net	811	950	8,265	
Land	515	532	4,626	
Other	189	254	2,209	
Accumulated depreciation	(166)	(176)	(1,536)	
Other, net	22	77	673	
Total property, plant and equipment	3,820	3,896	33,881	
Intangible assets		2,020	22,001	
Marketing related assets	10,603	10,516	91,439	
Goodwill	3,280	3,190	27,737	
Other	295	691	6,015	
Total intangible assets	14,180	14,398	125,192	
Investments and other assets		14,570	125,172	
Investments and other assets	1,901	2,244	19,513	
Deferred tax assets	1,685	1,564	13,601	
Lease deposit	2,351	2,254	19,605	
Assets for retirement benefits	536	708	6,162	
Other	540	585	5,089	
Allowance for bad debts	(173)	(188)	(1,637)	
Total investments and other assets	6,842	7,168	62,333	
Total non-current assets	24,843		221,405	
		25,463		
Total assets	46,722	50,877	442,372	

	Million	Thousands of U.S. dollars	
	As of December 31, 2020	As of December 31, 2021	As of December 31, 2021
Liabilities			
Current liabilities			
Notes and accounts payable - trade	2,810	2,721	23,666
Short-term loans	2,480	3,375	29,352
Current installments of long-term loans	1,967	1,435	12,481
Accounts payable - other	117	193	1,682
Accrued expenses	1,905	1,983	17,245
Income taxes payable	144	496	4,320
Accrued consumption taxes	245	463	4,028
Reserve for sales returns	20	30	269
Provision for bonuses	148	159	1,389
Reserve for point service	43	64	560
Provision for business restructuring	—	28	246
Asset retirement obligations	48	67	590
Other	322	467	4,069
Total current liabilities	10,254	11,489	99,896
Non-current liabilities			
Long-term loans	8,071	8,628	75,022
Deferred tax liabilities	3,211	3,322	28,886
Liabilities for retirement benefits	331	224	1,955
Asset retirement obligations	249	252	2,193
Other	363	636	5,534
Total non-current liabilities	12,226	13,063	113,590
Total liabilities	22,481	24,553	213,486
Net assets			
Shareholders' equity			
Common stock	6,380	6,389	55,555
Capital surplus	1,661	1,658	14,422
Retained earnings	15,691	17,452	151,749
Treasury stock	(13)	(218)	(1,900
Total shareholders' equity	23,721	25,282	219,827
Accumulated other comprehensive income			
Net unrealized gain on available-for-sale securities, net of tax	426	607	5,286
Deferred gain (loss) on derivatives under hedge accounting	0	1	15
Foreign currency translation adjustments	(7)	432	3,758
Total accumulated other comprehensive income	419	1,041	9,059
Non-controlling interests in consolidated subsidiaries	99		
Total net assets	24,240	26,324	228,886
Total liabilities and net assets	46,722	50,877	442,372

(2) Consolidated Statements of Income and Comprehensive Income Consolidated Statements of Income

	Million	Millions of yen		
	For the fiscal year ended December 31,	For the fiscal year ended December 31,	For the fiscal year ended December 31	
	2020	2021	2021	
Net sales	37,014	41,065	357,065	
Cost of sales	18,412	19,312	167,923	
Gross profit	18,601	21,753	189,142	
Selling, general and administrative expenses	17,964	19,027	165,444	
Operating income	636	2,725	23,698	
Non-operating income				
Interest income	19	13	116	
Dividend income	71	55	479	
Foreign currency exchange gain (loss), net	39	127	1,112	
Rent income	10	8	77	
Income from sale of prototypes	21	21	191	
Outsourcing service income	84	43	376	
Other	141	159	1,385	
Total non-operating income	389	429	3,736	
Non-operating expenses				
Interest expenses	96	93	810	
Loss on disposal of property, plant and equipment	9	25	219	
Compensation expenses for sales commission fee	27	_	_	
Other	44	63	550	
Total non-operating expenses	177	181	1,579	
Ordinary income	848	2,973	25,855	
Extraordinary income				
Subsidy income	510	353	3,073	
Gain on sales of investments in securities	352	_		
Gain on reversal of asset retirement obligations	19	3	32	
Gain on sales of property, plant and equipment		1	11	
Other	_	5	47	
Total extraordinary income	882	363	3,162	
Extraordinary losses		200	0,102	
Loss on temporary closure of stores etc.	674	331	2,879	
Impairment loss on long-lived assets	192	122	1,061	
Warehouse relocation expenses	15			
Provision for doubtful receivables from associated companies	0	19	170	
Loss on withdrawal from the brand	30	40	356	
Other	55	46	405	
Total extraordinary losses	969	560	4,870	
Income before income taxes and non-controlling interests	760	2,777	24,147	
Income taxes - current	381	715	6,219	
Income taxes - deferred	(58)	64	564	
Total income taxes	322	780	6,783	
Net income	438	1,996	17,363	
Net income attributable to non-controlling interests	6	5	45	
Net income attributable to owners of parent	431	1,991	17,318	
ter meome autourable to owners of parent	431	1,991	17,318	

Consolidated Statements of Comprehensive Income

	Million	Thousands of U.S. dollars	
	For the fiscal year	For the fiscal year	For the fiscal year
	ended December 31,	ended December 31,	ended December 31,
	2020	2021	2021
Net income	438	1,996	17,363
Other comprehensive income (loss)			
Net unrealized income (loss) on available-for-sale	(596)	157	1,366
Deferred gain (loss) on derivatives under hedge accounting	(1)	0	7
Foreign currency translation adjustments	389	489	4,257
Total other comprehensive income (loss)	(208)	647	5,630
Comprehensive income	229	2,644	22,993
Comprehensive income attributable to			
Owners of parent	223	2,613	22,726
Non-controlling interests	6	30	267

(3) Consolidated Statements of Changes in Net Assets For the fiscal year ended December 31, 2020

					(initiations of year)	
		Shareholders' equity				
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	
Balance at beginning of period	6,374	1,655	15,490	(12)	23,508	
Changes during period						
Issuance of new shares	5	5			11	
Dividends			(230)		(230)	
Net income attributable owners of parent			431		431	
Treasury stock acquired				(0)	(0)	
Change in equity due to transactions with non- controlling interests					_	
Net changes other than shareholders' equity						
Total changes during period	5	5	201	(0)	213	
Balance at end of period	6,380	1,661	15,691	(13)	23,721	

	Accur	mulated other co	omprehensive in	ncome	Non-	
	Net unrealized gain on available-for- sale securities	Deferred gain (loss) on derivatives under hedge accounting	Foreign currency translation adjustments	Other accumulated other comprehensive income	controlling interests in consolidated subsidiaries	Total net assets
Balance at beginning of period	1,023	2	(396)	628	93	24,230
Changes during period						
Issuance of new shares						11
Dividends						(230)
Net income attributable owners of parent						431
Treasury stock acquired						(0)
Change in equity due to transactions with non- controlling interests						_
Net changes other than shareholders' equity	(596)	(1)	388	(208)	6	(202)
Total changes during period	(596)	(1)	388	(208)	6	10
Balance at end of period	426	0	(7)	419	99	24,240

(Millions of yen)

For the fiscal year ended December 31, 2021

(Millions of yen)

	Shareholders' equity				
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of period	6,380	1,661	15,691	(13)	23,721
Changes during period					
Issuance of new shares	8	8			17
Dividends			(230)		(230)
Net income attributable owners of parent			1,991		1,991
Treasury stock acquired				(205)	(205)
Change in equity due to transactions with non- controlling interests		(11)			(11)
Net changes other than shareholders' equity					
Total changes during period	8	(3)	1,760	(205)	1,561
Balance at end of period	6,389	1,658	17,452	(218)	25,282

	Accur	nulated other co	Non-			
	Net unrealized gain on available-for- sale securities	Deferred gain (loss) on derivatives under hedge accounting	Foreign currency translation adjustments	Other accumulated other comprehensive income	controlling interests in consolidated subsidiaries	Total net assets
Balance at beginning of period	426	0	(7)	419	99	24,240
Changes during period						
Issuance of new shares						17
Dividends						(230)
Net income attributable owners of						1,991
parent						1,991
Treasury stock acquired						(205)
Change in equity due to transactions with non- controlling interests						(11)
Net changes other than shareholders' equity	181	0	439	621	(99)	522
Total changes during period	181	0	439	621	(99)	2,083
Balance at end of period	607	1	432	1,041		26,324

For the fiscal year ended December 31, 2021

(Thousands of U.S. dollars)

			Shareholders' equity	7	
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of period	55,480	14,449	136,438	(114)	206,252
Changes during period					
Issuance of new shares	76	76			151
Dividends			(2,007)		(2,007)
Net income attributable owners of parent			17,318		17,318
Treasury stock acquired				(1,786)	(1,786)
Change in equity due to transactions with non- controlling interests		(102)			(102)
Net changes other than shareholders' equity					
Total changes during period	76	(26)	15,312	(1,786)	13,575
Balance at end of period	55,480	14,347	151,749	(1,900)	219,676

	Accur	nulated other co	omprehensive in	ncome	Non-	
	Net unrealized gain on available-for- sale securities	Deferred gain (loss) on derivatives under hedge accounting	Foreign currency translation adjustments	Other accumulated other comprehensive income	controlling interests in consolidated subsidiaries	Total net assets
Balance at beginning of period	3,711	8	(67)	3,651	866	210,769
Changes during period						
Issuance of new shares						151
Dividends						(2,007)
Net income attributable owners of parent						17,318
Treasury stock acquired						(1,786)
Change in equity due to transactions with non- controlling interests						(102)
Net changes other than shareholders' equity	1,575	7	3,825	5,408	(866)	4,542
Total changes during period	1,575	7	3,825	5,408	(866)	18,117
Balance at end of period	5,286	15	3,758	9,059		228,735

(4) Consolidated Statements of Cash Flows

	Million	s of yen	Thousands of U.S. dollars
	For the fiscal year ended December 31, 2020	For the fiscal year ended December 31, 2021	For the fiscal year ended December 31, 2021
Cash flows from operating activities			
Income before income taxes and non-controlling interests	760	2,777	24,147
Depreciation	1,153	1,283	11,156
Amortization of goodwill	170	181	1,580
Impairment loss on long-lived assets	192	122	1,061
Increase (decrease) in allowance for bad debts	(11)	1	10
Increase (decrease) in provision for bonuses	11	9	82
Increase (decrease) in reserve for sales returns	3	10	88
Increase (decrease) in reserve for point service	(2)	19	174
Decrease (increase) in assets for retirement benefits	(177)	(306)	(2,662)
Increase (decrease) in liabilities for retirement benefits	14	24	217
Interest and dividend income	(91)	(68)	(595)
Interest expenses	96	93	810
Loss on retirement of non-current assets	10	25	219
Loss (gain) on sale of non-current assets	(0)	(1)	(11)
Loss on withdrawal from the brand	30	40	356
Foreign exchange losses (gains)	(41)	(60)	(523)
Decrease (increase) in trade notes and accounts receivables	499	(624)	(5,433)
Decrease (increase) in inventories	186	626	5,445
Increase (decrease) in trade notes and accounts payables	157	(127)	(1,109)
Decrease (increase) in advance payments to suppliers	67	18	157
Decrease (increase) in prepaid expenses	56	19	173
Loss (gain) on sales of investments in securities	(329)	—	—
Subsidy income	(510)	(353)	(3,073)
Decrease (increase) in accounts receivable - other	180	(46)	(402)
Increase (decrease) in accrued expenses	(451)	54	473
Increase (decrease) in accrued consumption taxes	141	209	1,826
Others	(115)	101	879
Subtotal	2,001	4,030	35,044
Interest and dividend income received	92	63	551
Interest expenses paid	(85)	(89)	(782)
Income taxes paid	(524)	(325)	(2,828)
Subsidy income received	465	368	3,203
Net cash provided by operating activities	1,950	4,047	35,189

	Million	s of yen	Thousands of U.S. dollars
	For the fiscal year ended December 31, 2020	For the fiscal year ended December 31, 2021	For the fiscal year ended December 31, 2021
Cash flows from investing activities			
Payments into time deposits	(830)	(854)	(7,426)
Proceeds from time deposits	830	854	7,426
Payments for purchase of property, plant and equipment	(1,970)	(765)	(6,654)
Proceeds from sale of property, plant and equipment	34	1	11
Payments for purchase of intangible assets	(165)	(229)	(1,993)
Payments for purchase of investments in securities	(405)	(103)	(896)
Proceeds from sale of investments in securities	490	_	-
Payments for long-term loans receivable made	(15)	(34)	(301)
Proceeds from collection of long-term loans receivable	27	15	137
Payments for lease deposit	(125)	(95)	(831)
Proceeds from lease deposit	222	197	1,720
Payments for asset retirement obligations	(15)	(22)	(196)
Payments for investments in capital	(4)	(9)	(85)
Other, net	0	(50)	(435)
Net cash used in investing activities	(1,927)	(1,095)	(9,525)
Cash flows from financing activities			
Proceeds from short-term loans	1,472	1,945	16,913
Repayment of short-term loans	(9,880)	(1,050)	(9,130)
Proceeds from long-term loans	9,218	1,408	12,242
Repayment of long-term loans	(771)	(1,419)	(12,339)
Cash dividends paid	(229)	(232)	(2,019)
Cash dividends paid to non-controlling interests	(0)	(0)	(7)
Purchase of treasury stock	(0)	(205)	(1,786)
Purchase of shares of subsidiaries	_	(138)	(1,207)
Repayments of lease obligations	(23)	(49)	(432)
Net cash provided by (used in) financing activities	(215)	256	2,234
Foreign currency translation adjustments on cash and cash equivalents	19	98	855
Net increase (decrease) in cash and cash equivalents	(172)	3,306	28,753
Cash and cash equivalents at beginning of year	6,231	6,059	52,683
Cash and cash equivalents at end of year	6,059	9,365	81,436

(5) Notes to Consolidated Financial Statements

(Note regarding the Premises of a Going Concern) Not applicable.

(Additional Information)

(Accounting estimates associated with the effects of COVID-19 pandemic)

In fiscal 2021, the business activities of the Group were heavily influenced by the resurgence of COVID-19 as in the previous year. For example, the Group temporarily closed the stores in the commercial facilities or directly managed stores and shortened their business hours. With respect to the outlook of this impact, the Group had assumed that the unstable economic situation would continue until the end of the fiscal year ended December 31, 2021. Although in fiscal 2022 there are signs of a relaxation of COVID-19 measures in some countries, it is still difficult to predict when it will be under control mainly due to the application of priority measures to prevent the spread of disease in Japan as a result of the outbreak of mutant strains. Therefore, the Group has made the accounting estimates for the recoverability of deferred tax assets and impairment loss of non-current assets based on the assumption that the impact will continue to a certain extent in fiscal 2022.

- (Application of practical treatments of transactions in which the Company's shares are delivered to employees, etc. through a trust) The Company has introduced a "Trust-type Employees' Shareholding Incentive Plan" (the "Plan") for the purpose of providing employees with incentives to enhance the Company's corporate value over the medium to long term.
 - (1) Overview of transactions

The Plan is an incentive plan that covers all employees who are members of the "LOOK HOLDINGS Employees' Shareholding Association" (the "Shareholding Association"). Under the Plan, the Company established the "Exclusive Trust for LOOK HOLDINGS Employees' Shareholding Association" (the "Trust") at a trust bank. The Trust acquires in advance the number of the Company's shares that the Shareholding Association is expected to acquire over a period of six years and four months. Thereafter, the Trust continuously sells the Company's shares to the Shareholding Association. In addition, if an amount equivalent to the gain on the sale of shares accumulates within the Trust at the time of the termination of the trust, such amount will be distributed as residual assets to those who satisfy the requirements for eligible beneficiaries. Furthermore, as the Company guarantees the Trust's borrowings to acquire the Company's shares, if an amount equivalent to the loss on the sale of shares within the Trust at the time of the Trust, the Company guarantees within the Trust due to a decline in the price of the Company's shares, and if there is any balance of borrowings equivalent to such loss on the sale of shares within the Trust at the time of termination of the Trust, the Company will repay such balance based on such act of guarantee.

(2) The Company's shares remaining in the Trust

The Company's shares remaining in the Trust are recorded as treasury stock under net assets at their carrying amount in the Trust (excluding the amount of incidental expenses). The carrying amount and the number of shares of such treasury stock are ± 204 million (\$1,782 thousand) and 150 thousand shares for the fiscal year ended December 31, 2021.

(3) Carrying amounts of borrowings recorded by applying the gross method ¥206 million (\$1,792 thousand) for the fiscal year ended December 31, 2021 (Segment Information, etc.)

[Segment information]

- 1. Overview of reported segments
- (1) Methods of determining reported segments

The reported segments of the Group are the business units for which the Company is able to obtain respective financial information separately in order for the Board of Directors to conduct periodic investigation to determine the distribution of management resources and evaluate their business results.

(2) Types of products and services in each reported segment

The Group engages in planning, producing, importing and selling apparel and related accessories, and the Company is a pure holding company of the Group. In the apparel related business, two domestic consolidated subsidiaries in Japan and nine foreign consolidated subsidiaries abroad manage the business activities. In the Production and OEM Business, one domestic consolidated subsidiary manages the business activities, engaging in the production and OEM of apparel related accessories for the Group companies and other companies outside the Group. In the Logistics Business, one domestic consolidated subsidiary manages the business activities, receiving, shipping and storing apparel related accessories mainly for the Group companies. In the Food & Beverage Business, one domestic consolidated subsidiary manages the business activities, manufacturing and selling gelatos. In the apparel related business, the Company established local business bases in Japan, Korea, Europe, Hong Kong, China and the U.S.A., and each base plans the overall strategy for each brand and runs the business.

Thus, the Group has a total of seven reported segments. These comprise four geographical segments of "Japan," "Korea," "Europe" and "Other Abroad" (Hong Kong, China and the U.S.A.), which are based on its sales system for the apparel related business, and other reported segments of "Production and OEM Business," "Logistics Business" and "Food & Beverage Business."

2. Methods of calculating the amounts of net sales, income or loss, assets, liabilities and others by reported segment

The accounting methods for reported business segments are generally the same as the statements in "Significant matters of basis of preparing consolidated financial statements."

Reported segment income is based on operating income.

Intersegment internal income and transfers are based on actual market prices or manufacturing costs.

Information regarding amounts of net sales, income or loss, assets, liabilities and others by reported segment For the fiscal year ended December 31, 2020

						-				(Millions of yen)
		I	Apparel relate	ed		Production	.	Food and	T (1	Adjustments	Amounts recorded in consolidated
	Japan	Korea	Europe	Other abroad	Total	and OEM	Logistics	beverage	Total	(Note) 1.	financial statements (Note) 2.
Net sales											
Net sales to outside customers	20,052	14,977	967	394	36,392	487	90	44	37,014	—	37,014
Intersegment internal net sales or transfers	34	53	2,220	_	2,308	1,952	1,107	_	5,368	(5,368)	_
Total	20,086	15,030	3,188	394	38,700	2,440	1,197	44	42,383	(5,368)	37,014
Segment income (loss)	457	697	428	(127)	1,455	(65)	43	(30)	1,403	(766)	636
Segment assets	11,966	12,465	2,274	533	27,239	908	597	36	28,781	17,940	46,722
Others											
Depreciation	149	426	80	15	671	2	15	—	688	464	1,153
Impairment loss	79	28	2	9	120	_	_	—	120	71	192
Amortization of goodwill			_		—	—		_	_	170	170
Increases in property, plant and equipment and intangible assets	392	1,305	148	1	1,847	_	151	_	1,999	25	2,024

(Notes) 1. Adjustments in segment income (loss) consist of ¥(527) million of amortization of marketing related assets and goodwill, ¥1,703 million of intersegment eliminations and ¥(1,942) million of unallocated company-wide expenses. Company-wide expenses primarily consist of expenses related to a holding company that does not belong to reported segments. Adjustments in segment assets consist of ¥12,684 million of intersegment eliminations and ¥5,255 million of unallocated company, as a pure holding company.

2. Segment income (loss) is the adjustment of operating income disclosed in the consolidated statements of income.

For the fiscal year ended December 31, 2021

-			1 51, 2021							(Millions of yen)
		ł	Apparel relate	ed		Production		Food and		Adjustments	Amounts recorded in consolidated
	Japan	Korea	Europe	Other abroad	Total	and OEM	Logistics	beverage	Total	(Note) 1.	financial statements (Note) 2.
Net sales											
Net sales to outside customers	21,045	17,729	1,368	416	40,559	402	47	56	41,065	_	41,065
Intersegment internal net sales or transfers	29	26	2,563	_	2,619	1,833	1,201		5,653	(5,653)	_
Total	21,074	17,756	3,932	416	43,179	2,235	1,248	56	46,719	(5,653)	41,065
Segment income (loss)	1,135	1,893	168	(177)	3,019	(20)	81	(25)	3,055	(329)	2,725
Segment assets	12,376	14,713	2,372	632	30,095	721	567	44	31,428	19,448	50,877
Others											
Depreciation	161	496	111	16	785	1	15	0	803	479	1,283
Impairment loss	86	5	_	3	96	_	_	_	96	25	122
Amortization of goodwill	_	_	_	_	_	_	_	—	_	181	181
Increases in property, plant and equipment and intangible assets	247	625	239	9	1,121	0	34	_	1,156	323	1,479

(Notes) 1. Adjustments in segment income (loss) consist of ¥(562) million of amortization of marketing related assets and goodwill, ¥2,007 million of intersegment eliminations and ¥(1,774) million of unallocated company-wide expenses. Company-wide expenses primarily consist of expenses related to a holding company that does not belong to reported segments. Adjustments in segment assets consist of ¥12,372 million of intersegment eliminations and ¥7,076 million of unallocated company-wide assets. Company-wide assets. Company-wide assets consist of assets of the Company, as a pure holding company.

2. Segment income (loss) is adjustment of operating income disclosed in the consolidated statements of income.

For the fiscal year ended December 31, 2021

•		Decembe	-							(Thousands	of U.S. dollars
		I	Apparel relate	ed		Production		Food and		Adjustments	Amounts recorded in consolidated
	Japan	Korea	Europe	Other abroad	Total	and OEM	and OEM Logistics		Total	(Note) 1.	financial statements (Note) 2.
Net sales											
Net sales to outside customers	182,985	154,154	11,903	3,623	352,664	3,496	411	494	357,065	_	357,065
Intersegment internal net sales or transfers	254	234	22,288	_	22,776	15,938	10,446	_	49,160	(49,160)	_
Total	183,239	154,388	34,190	3,623	375,440	19,434	10,857	494	406,224	(49,160)	357,065
Segment income (loss)	9,872	16,460	1,462	(1,540)	26,254	(176)	708	(220)	26,566	(2,868)	23,698
Segment assets	107,612	127,934	20,627	5,501	261,674	6,271	4,935	389	273,270	169,103	442,372
Others											
Depreciation	1,402	4,317	968	143	6,831	15	139	0	6,984	4,172	11,156
Impairment loss	755	48	—	33	836	_	_	_	836	225	1,061
Amortization of goodwill	_	_		_	_	_	_	—	_	1,580	1,580
Increases in property, plant and equipment and intangible assets	2,149	5,442	2,080	80	9,751	2	299	—	10,052	2,811	12,863

(Notes) 1. Adjustments in segment income (loss) consist of \$(4,895) thousand of amortization of marketing related assets and goodwill, \$17,455 thousand of intersegment eliminations and \$(15,428) thousand of unallocated company-wide expenses. Company-wide expenses primarily consist of expenses related to a holding company that does not belong to reported segments. Adjustments in segment assets consist of \$107,575 thousand of intersegment eliminations and \$61,528 thousand of unallocated company-wide assets. Company-wide assets of the Company, as a pure holding company.

2. Segment income (loss) is adjustment of operating income disclosed in the consolidated statements of income.

[Related information]

For the fiscal year ended December 31, 2020

1. Information by products and services

Disclosures are omitted because the classification of products and services are the same as the classification of the reported segments.

2. Geographical information

(1) Net sales

						(Millions of yen)
Japan	Korea	Europe	Hong Kong	China	U.S.A.	Total
20,674	14,977	967	207	133	53	37,014

(Notes) 1. Net sales are classified by country or region based on customers' location.

2. Major countries and regions belonging to "Europe" are Italy and France.

(2) Property, plant and equipment

(Millions of yen)

Japan	Korea	Europe	Hong Kong	China	U.S.A.	Total
1,282	2,139	373	8	1	14	3,820

3. Information by major customers

Disclosures by major customer are omitted because no particular customer whose sales are over 10% of sales in the consolidated statements of income exists.

For the fiscal year ended December 31, 2021

1. Information by product and service

Disclosures are omitted because the classification of products and services are the same as the classification of the reported segments.

2. Information by geographical area

(1) Net sales

						(Millions of yen)
Japan	Korea	Europe	Hong Kong	China	U.S.A.	Total
21,551	17,729	1,368	209	84	123	41,065

(Thousands of U.S. dollars)

Ionon	Varaa	ea Europe Hong Kong China				Total
Japan	Korea	Europe	Hong Kong	Cililia	U.S.A.	Total
187,385	154,154	11,903	1,822	731	1,071	357,065

(Notes) 1. Net sales are classified by country or region based on customers' location.

2. Major countries and regions belonging to "Europe" are Italy and France.

(2) Property, plant and equipment

						Millions of yen)
Japan	Korea	Europe	Hong Kong	China	U.S.A.	Total
1,269	2,244	362	5	1	12	3,896

(Thousands of U.S. dollars)

Japan	Japan Korea		Hong Kong	China	U.S.A.	Total
11,042	19,519	3,152	49	13	105	33,881

3. Information by major customers

Disclosures are omitted because no particular customer whose sales are over 10% of sales in the consolidated statements of income exists.

[Information of impairment loss on non-current assets by reported segments]

For the fiscal year ended December 31, 2020

Disclosures are omitted because the information is disclosed in the reported segment information.

For the fiscal year ended December 31, 2021

Disclosures are omitted because the information is disclosed in the reported segment information.

[Information of amortization and unamortized balance of goodwill by reported segments]

For the fiscal year ended December 31, 2020

										(Mill	ions of yen)
	Apparel related					Production	Logistics	Food and	Total	Adjustments	Amounts recorded in consolidated
	Japan	Korea	Europe	Other abroad	Total	and OEM	Logistics	beverage	10/21	rujustnents	financial statements
Balance at end of period	_	_	_	—	_	_	_	_	_	3,280	3,280

(Note) Disclosures of goodwill amortization are omitted because the information is disclosed in the reported segment information.

For the fiscal year ended December 31, 2021

										(M1	lions of yen)
		ł	Apparel relate	ed		Production and OEM	Logistics	Food and beverage	Total	Adjustments	Amounts recorded in consolidated financial statements
	Japan	Korea	Europe	Other abroad	Total						
Balance at end of period	_	_	_			_	_			3,190	3,190

									(Thousands of	U.S. dollars)
	Apparel related					Production	Logistics	Food and	Total	Adjustments	Amounts recorded in consolidated
	Japan	Korea	Europe	Other abroad	Total	and OEM	Logistics	beverage	10/21	Aujustinents	financial statements
Balance at end of period			_		_					27,737	27,737

(Note) Disclosures of goodwill amortization are omitted because the information is disclosed in the reported segment information.

[Information of gain on negative goodwill by reported segments]

For the fiscal year ended December 31, 2020

Not applicable.

For the fiscal year ended December 31, 2021 Not applicable. (Per Share Information)

	For the fiscal year ended December 31, 2020 (yen)	For the fiscal year ended December 31, 2021 (yen)	For the fiscal year ended December 31, 2021 (U.S. dollars)	
Net assets per share	3,137.67	3,483.27	30.29	
Net income per share	56.19	259.67	2.26	

(Notes) 1. Diluted net income per share is not disclosed because there are no potentially dilutive common shares.

2. The Company has introduced a "Trust-type Employees' Shareholding Incentive Plan" for the fiscal year ended December 31, 2021. The Company's shares remaining in the Trust, which are recorded as treasury stock in shareholders' equity, are included in treasury stock deducted from the total number of shares issued at the end of the period for the calculation of net assets per share, and are included in treasury stock deducted from the average number of shares issued during the period for the calculation of net income per share.

The number of such treasury stock at the end of the period deducted for the calculation of net assets per share is 150,500 shares for the fiscal year ended December 31, 2021. The average number of such treasury stock during the period deducted for the calculation of net income per share is 31,756 shares for the fiscal year ended December 31, 2021.

3. The basis for the calculation of net income per share is as follows:

	For the fiscal year ended December 31, 2020 (millions of yen)	For the fiscal year ended December 31, 2021 (millions of yen)	For the fiscal year ended December 31, 2021 (thousands of U.S. dollars)
Net income attributable to owners of parent	431	1,991	17,318
Amounts not attributable to common shareholders	_	_	
Net income attributable to owners of parent pertaining to common stock	431	1,991	17,318
Average outstanding shares of common stock during the period (shares)	7,688,206	7,670,510	7,670,510

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