Isetan Mitsukoshi Holdings Ltd, Sales of Department Store Business Report October 2018

November 15, 2018

Sales of each stores(Isetan Mitsukoshi Ltd.)

(Thousands of yen)	Isetan Shinjuku Main store				Mitsukoshi Nihombashi Main store				Mitsukoshi Ginza store				Total of Flagship Stores			
Merchandise Category	October	YoY (%)	Total April to October	YoY (%)	October	YoY (%)	Total April to October	YoY (%)	October	YoY (%)	Total April to October	YoY (%)	October	YoY (%)	Total April to October	YoY (%)
(Men's clothing)	4,481,635	100.9	25,696,920	103.4	972,222	86.8	5,258,741	85.3	477,595	98.8	2,918,220	102.9	5,931,452	98.1	33,873,881	100.1
(Women's clothing)	5,613,612	106.4	36,131,605	111.3	2,012,552	96.5	13,167,406	93.1	1,281,431	100.3	8,485,865	107.4	8,907,595	103.1	57,784,876	106.0
(Children's clothing)	566,176	96.3	3,843,324	102.8	247,464	99.2	1,922,453	100.3	154,444	105.1	1,256,280	112.0	968,084	98.3	7,022,057	103.6
(Formal wear and bedding)	466,591	97.1	3,520,518	97.8	179,529	87.9	1,336,183	99.7	67,783	108.0	522,589	96.2	713,903	95.5	5,379,290	98.1
Sales of apparel	11,128,014	103.1	69,192,367	107.0	3,411,767	93.2	21,684,783	92.0	1,981,253	100.5	13,182,954	106.3	16,521,034	100.6	104,060,104	103.4
Accessories	2,989,842	109.6	21,460,634	106.7	1,325,200	123.4	7,000,202	92.5	1,128,722	105.4	8,109,415	112.2	5,443,764	111.7	36,570,251	104.8
Sundry goods	5,027,401	114.2	35,585,191	117.2	2,766,948	118.5	16,177,390	92.9	2,821,352	103.8	19,022,837	110.5	10,615,701	112.3	70,785,418	108.9
Household	672,814	83.0	5,669,949	89.9	671,921	96.5	4,698,262	88.1	143,972	96.0	1,118,096	96.2	1,488,707	89.8	11,486,307	89.7
Foods	2,529,739	98.2	20,423,739	103.3	2,452,796	99.4	22,405,145	97.7	1,181,698	98.2	8,987,122	99.7	6,164,233	98.7	51,816,006	100.2
Restaurants & Cafés	428,970	99.8	3,235,629	105.6	114,113	84.2	896,118	73.5	33,312	87.7	271,226	93.6	576,395	95.5	4,402,973	96.3
Service	253,056	83.5	1,843,969	100.1	105,948	104.2	773,582	106.2	35,735	118.6	199,264	107.7	394,739	90.8	2,816,815	102.2
Others	191,913	66.3	1,769,472	75.6	659,645	88.3	5,169,926	91.4	87,625	117.2	683,500	107.7	939,183	84.5	7,622,898	88.3
Total	23,221,749	104.0	159,180,950	107.2	11,508,338	102.6	78,805,408	93.4	7,413,669	102.2	51,574,414	107.1	42,143,756	103.3	289,560,772	103.1
Operating Days	31	–	214	–	31	–	214	–	31	–	214	–	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd, branch stores			
Merchandise Category	October	YoY (%)	Total April to October	YoY (%)
(Men's clothing)	685,109	80.1	4,431,191	86.4
(Women's clothing)	2,071,125	86.6	12,923,446	85.6
(Children's clothing)	254,405	78.4	1,794,557	84.9
(Formal wear and bedding)	332,065	73.3	2,564,195	79.9
Sales of apparel	3,342,704	83.1	21,713,389	85.0
Accessories	1,060,779	94.0	7,587,495	90.1
Sundry goods	1,329,392	90.7	9,133,866	92.2
Household	242,768	77.0	1,763,567	82.3
Foods	2,093,357	86.6	15,992,329	82.7
Restaurants & Cafés	397,913	89.3	2,917,601	87.5
Service	103,760	70.6	639,296	72.1
Others	34,058	93.7	264,525	89.2
Total	8,604,731	86.2	60,012,068	85.9

※existing stores total
(excluding Isetan Matsudo store)
October: 100.3 Total: 99.8
(Apr. to Oct.)

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd,			
Merchandise Category	October	YoY (%)	Total April to October	YoY (%)
(Men's clothing)	6,616,563	95.9	38,305,072	98.3
(Women's clothing)	10,978,723	99.5	70,708,326	101.6
(Children's clothing)	1,222,488	93.4	8,816,610	99.2
(Formal wear and bedding)	1,045,967	87.1	7,943,484	91.4
Sales of apparel	19,863,741	97.2	125,773,492	99.7
Accessories	6,504,544	108.4	44,157,746	101.9
Sundry goods	11,945,092	109.4	79,919,281	106.7
Household	1,731,475	87.8	13,249,870	88.7
Foods	8,257,591	95.3	67,808,332	95.4
Restaurants & Cafés	974,308	92.9	7,320,574	92.6
Service	498,500	85.7	3,456,110	94.9
Others	973,236	84.8	7,887,432	88.3
Total	50,748,487	99.9	349,572,837	99.6

※existing stores total
(excluding Isetan Matsudo store)
October: 102.8 Total: 102.5
(Apr. to Oct.)

Details of branche stores (Thousands of yen)	Isetan Tachikawa store		Isetan Urawa store		Isetan Sagamihara store		Isetan Fuchu store	
	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)
October	2,856,829	102.0	3,200,991	101.5	1,500,834	99.6	1,046,077	93.8
Total April to October	19,814,687	102.6	22,096,319	100.7	10,386,190	97.1	7,714,872	94.4
Operating Days (Oct.)	31	–	31	–	31	–	31	–

Sales of each stores(regional department store subsidiaries)

(Thousands of yen)	Sapporo Marui Mitsukoshi		Hakodate Maruiimai		Sendai Mituskoshi		Nigata Isetan Mitsukoshi		Shizuoka Isetan		Nagoya Mitsukoshi		Hiroshima Mitsukoshi		Takamatsu Mitsukoshi		Matsuyama Mitsukoshi		Iwataya Mitsukoshi		Sub Total	
	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)
October	5,289,452	96.2	588,321	92.4	2,462,752	97.4	3,422,721	96.7	1,497,182	93.5	5,397,874	101.8	1,124,640	100.7	1,869,696	101.2	1,076,921	97.3	9,657,152	101.5	32,386,711	99.1
Total April to October	35,209,875	98.6	3,984,491	95.1	17,665,110	97.0	24,069,670	98.7	10,357,599	95.5	37,137,860	104.2	7,780,948	92.8	12,403,907	99.8	7,143,047	94.9	64,287,330	99.8	220,039,837	99.3

Grand Total

(Thousands of yen)	Sales	YoY (%)
October	83,135,197	99.6
Total April to October	569,612,675	99.5

※existing stores total
(excluding Isetan Matsudo store)
October: 101.3 Total: 101.2
(Apr. to Oct.)

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