Isetan Mitsukoshi Holdings Ltd. Sales of Department Store Business Report December 2016

ISETAN MITSUKOSHI GROUP

16-Jan-17

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	December	YoY (%)	Total April to December	YoY (%)	December	YoY (%)	Total April to December	YoY (%)	December	YoY (%)	Total April to December	YoY (%)	December	YoY (%)	Total April to December	YoY (%)
(Men's clothing)	4,691,994	97.2	33,355,491	95.7	1,142,612	92.5	8,948,792	102.3	601,310	96.3	3,786,264	87.1	6,435,916	96.2	46,090,547	96.1
(Women's clothing)	5,668,436	101.4	42,147,376	96.7	2,927,099	99.7	23,133,686	97.6	1,355,879	100.2	10,134,874	89.3	9,951,414	100.7	75,415,936	95.9
(Children's clothing)	581,027	98.0	4,492,531	102.3	189,030	94.5	2,183,509	100.1	122,628	99.9	1,261,782	98.4	892,685	97.5	7,937,822	101.1
(Formal wear and bedding)	652,364	98.5	4,844,111	98.5	203,339	83.8	1,742,950	92.4	76,836	91.0	666,881	115.9	932,539	94.3	7,253,942	98.3
Sales of apparel	11,593,821	99.3	84,839,509	96.7	4,462,080	96.7	36,008,937	98.6	2,156,653	98.8	15,849,801	90.3	18,212,554	98.6	136,698,247	96.4
Accessories	4,659,750	99.7	27,677,543	95.3	1,438,459	100.3	10,121,476	100.5	1,483,761	93.8	9,370,238	85.7	7,581,970	98.6	47,169,257	94.2
Sundry goods	5,527,946	103.6	37,407,587	97.7	3,469,901	112.6	23,320,072	101.1	2,697,216	99.3	18,990,399	96.5	11,695,063	105.0	79,718,058	98.4
Household	1,156,730	99.5	8,435,006	93.1	1,052,956	87.7	7,238,579	88.6	261,515	99.8	1,538,941	84.7	2,471,201	94.1	17,212,526	90.4
Foods	5,707,049	97.7	29,463,238	100.1	7,740,051	94.7	38,416,184	98.6	2,270,782	97.2	12,687,926	98.9	15,717,882	96.1	80,567,348	99.2
Restaurants & Cafés	520,021	99.5	4,012,250	97.3	198,451	95.3	1,732,707	95.9	45,196	98.2	386,556	82.6	763,668	98.3	6,131,513	95.9
Service	329,988	76.6	2,877,131	102.1	122,593	101.9	1,010,817	45.2	24,588	101.7	237,170	122.8	477,169	82.9	4,125,118	78.6
Others	343,107	78.3	3,257,317	104.0	1,118,876	97.7	8,316,885	102.5	133,179	92.4	882,036	96.7	1,595,162	92.4	12,456,238	102.5
Total	29,838,412	99.2	197,969,581	97.2	19,603,367	98.1	126,165,657	97.8	9,072,890	97.6	59,943,067	93.1	58,514,669	98.6	384,078,305	96.7
Operating Days	31	0	272	-1	31	0	273	0	31	0	272	-1	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd. branch stores			
Merchandise Category	December	YoY (%)	Total April to December	YoY (%)
(Men's clothing)	1,233,693	93.3	8,023,297	92.0
(Women's clothing)	2,525,710	97.6	22,063,829	93.4
(Children's clothing)	375,740	97.8	3,065,733	94.0
(Formal wear and bedding)	558,007	86.4	4,468,525	94.4
Sales of apparel	4,693,150	95.0	37,621,384	93.2
Accessories	1,865,373	98.2	12,524,473	94.5
Sundry goods	2,218,326	102.5	14,629,989	99.3
Household	574,883	93.5	3,512,037	89.2
Foods	5,797,291	92.5	32,352,837	91.0
Restaurants & Cafés	614,987	96.4	4,701,749	95.3
Service	178,362	81.8	1,362,719	90.5
Others	108,087	75.4	740,166	75.1
Total	16,050,459	95.1	107,445,354	93.2

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd.			
Merchandise Category	December	YoY (%)	Total April to December	YoY (%)
(Men's clothing)	7,669,610	95.7	54,113,842	95.5
(Women's clothing)	12,477,124	100.1	97,479,760	95.3
(Children's clothing)	1,268,426	97.6	11,003,555	99.0
(Formal wear and bedding)	1,490,547	91.2	11,722,468	96.8
Sales of apparel	22,905,707	97.8	174,319,625	95.7
Accessories	9,447,343	98.5	59,693,724	94.3
Sundry goods	13,913,389	104.6	94,348,042	98.8
Household	3,046,088	94.0	20,724,572	90.2
Foods	21,515,171	95.1	112,920,187	96.7
Restaurants & Cafés	1,378,655	97.4	10,833,261	95.6
Service	655,529	82.6	5,487,837	81.3
Others	1,703,247	91.1	13,196,410	98.3
Total	74,565,129	97.8	491,523,658	96.0

Details of branche stores	Isetan Tachikawa store		Isetan Matsudo store		Isetan Urawa store		Isetan Sagamihara store		Isetan Fuchu store		Mitsukoshi Chiba store	
(Thousands of yen)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)
December	3,992,040	99.0	2,040,464	97.4	4,603,172	98.2	2,337,524	92.5	1,704,416	81.7	1,372,843	94.4
Total April to December	26,705,549	95.3	13,725,669	94.4	30,366,690	96.8	15,529,683	89.4	11,905,161	83.3	9,212,602	95.3
Operating Days	31	0	31	0	31	0	31	0	31	0	31	0

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 (%)
December	7,266,152	97.9	959,901	94.7	4,152,734	96.8	5,147,553	100.4	2,230,757	101.0	7,669,103	94.0	1,833,032	98.4	2,970,255	99.3	1,633,537	96.4	13,614,106	100.3	47,477,130	98.2
Total April to December	47,043,132	99.3	6,065,357	95.4	25,389,424	95.0	34,323,372	99.4	14,479,076	98.3	50,239,669	94.3	11,992,080	100.1	17,503,850	98.8	10,880,189	96.3	86,705,433	97.8	304,621,583	97.4

Grand Total

(Thousands of yen)		
	Sales	YoY (%)
December	122,042,259	98.0
Total April to December	796,145,241	96.5

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