# Isetan Mitsukoshi Holdings Ltd. Sales of Department Store Business Report August 2015

三越伊勢丹ホールディングス

15-Sep-15

## 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 | August | YoY (%) | Total April to August | YoY (%) | August | YoY (%) | Total April to August | YoY (%) | August | YoY (%) | Total April to August | YoY (%) | August | YoY (%) | Total April to August | YoY (%) |
| (Men's clothing) | 2,782,086 | 111.9 | 17,715,291 | 107.7 | 537,271 | 104.2 | 4,467,612 | 108.0 | 262,687 | 81.2 | 2,460,103 | 115.0 | 3,582,044 | 107.7 | 24,643,006 | 108.5 |
| (Women's clothing) | 3,779,548 | 105.2 | 22,986,003 | 105.9 | 1,950,726 | 97.7 | 12,547,438 | 103.9 | 774,957 | 76.9 | 6,551,083 | 110.2 | 6,505,231 | 98.6 | 42,084,524 | 105.9 |
| (Children's clothing) | 376,309 | 118.7 | 2,246,772 | 107.3 | 133,556 | 106.3 | 1,316,244 | 105.0 | 264,188 | 137.1 | 794,850 | 156.8 | 774,053 | 121.8 | 4,357,866 | 113.0 |
| (Formal wear and bedding) | 434,624 | 108.8 | 2,716,297 | 111.7 | 193,937 | 116.4 | 984,613 | 113.7 | 60,218 | 95.5 | 340,849 | 116.4 | 688,779 | 109.4 | 4,041,759 | 112.5 |
| Sales of apparel | 7,372,567 | 108.5 | 45,664,363 | 107.0 | 2,815,490 | 100.4 | 19,315,907 | 105.3 | 1,362,050 | 85.8 | 10,146,885 | 114.2 | 11,550,107 | 103.2 | 75,127,155 | 107.5 |
| Accessories | 2,686,678 | 109.3 | 15,473,985 | 116.5 | 978,150 | 107.6 | 5,516,976 | 110.2 | 972,237 | 115.2 | 6,081,158 | 131.1 | 4,637,065 | 110.1 | 27,072,119 | 118.1 |
| Sundry goods | 3,904,878 | 117.2 | 20,756,765 | 131.4 | 2,738,206 | 110.9 | 12,459,351 | 118.9 | 2,122,356 | 186.7 | 10,667,443 | 196.9 | 8,765,440 | 126.4 | 43,883,559 | 138.5 |
| Household | 752,312 | 85.1 | 5,162,316 | 102.5 | 753,348 | 101.3 | 4,483,214 | 105.5 | 190,247 | 98.8 | 1,168,863 | 109.5 | 1,695,907 | 93.1 | 10,814,393 | 104.4 |
| Foods | 2,424,657 | 101.0 | 14,465,651 | 100.7 | 2,628,232 | 98.5 | 19,195,273 | 100.5 | 1,118,096 | 100.8 | 6,515,463 | 103.7 | 6,170,985 | 99.9 | 40,176,387 | 101.1 |
| Restaurants & Cafés | 464,900 | 106.3 | 2,294,519 | 107.4 | 225,122 | 98.6 | 1,055,629 | 104.1 | 48,841 | 74.0 | 288,416 | 95.6 | 738,863 | 101.0 | 3,638,564 | 105.4 |
| Service | 259,382 | 103.6 | 1,403,012 | 100.9 | 85,170 | 15.3 | 1,777,035 | 71.6 | 13,314 | 90.2 | 93,294 | 98.4 | 357,866 | 43.5 | 3,273,341 | 82.5 |
| Others | 265,207 | 110.3 | 1,774,198 | 99.7 | 662,574 | 104.7 | 4,254,138 | 100.7 | 69,930 | 110.1 | 467,837 | 106.1 | 997,711 | 106.5 | 6,496,173 | 100.8 |
| Total | 18,130,581 | 107.9 | 106,994,809 | 110.9 | 10,886,292 | 98.9 | 68,057,523 | 104.9 | 5,897,071 | 117.6 | 35,429,359 | 130.6 | 34,913,944 | 106.4 | 210,481,691 | 111.7 |
| Operating Days | 29 | 0 | 151 | 0 | 29 | 0 | 151 | 0 | 29 | 0 | 151 | 0 | — | — | — | — |

| (Thousands of yen) | Total of Isetan Mitsukoshi Ltd. branch stores | | | |
|---|---|---|---|---|
| Merchandise Category | August | YoY (%) | Total April to August | YoY (%) |
| (Men's clothing) | 594,949 | 93.7 | 4,602,886 | 99.4 |
| (Women's clothing) | 1,902,158 | 93.9 | 13,111,709 | 96.8 |
| (Children's clothing) | 276,222 | 93.7 | 1,893,000 | 101.6 |
| (Formal wear and bedding) | 478,793 | 97.0 | 2,593,005 | 104.5 |
| Sales of apparel | 3,252,122 | 94.3 | 22,200,600 | 98.6 |
| Accessories | 1,176,888 | 95.5 | 7,235,406 | 101.7 |
| Sundry goods | 1,498,966 | 106.0 | 7,732,541 | 115.7 |
| Household | 390,066 | 97.3 | 2,103,991 | 97.7 |
| Foods | 3,160,888 | 96.1 | 18,021,068 | 98.3 |
| Restaurants & Cafés | 562,968 | 100.1 | 2,744,922 | 98.8 |
| Service | 126,637 | 108.2 | 728,030 | 104.7 |
| Others | 81,446 | 88.9 | 537,077 | 91.6 |
| Total | 10,249,981 | 97.1 | 61,303,635 | 100.7 |

| (Thousands of yen) | Total of Isetan Mitsukoshi Ltd. | | | |
|---|---|---|---|---|
| Merchandise Category | August | YoY (%) | Total April to August | YoY (%) |
| (Men's clothing) | 4,176,993 | 105.4 | 29,245,890 | 106.9 |
| (Women's clothing) | 8,407,389 | 97.5 | 55,196,230 | 103.6 |
| (Children's clothing) | 1,050,275 | 112.9 | 6,250,863 | 109.3 |
| (Formal wear and bedding) | 1,167,571 | 104.0 | 6,634,765 | 109.2 |
| Sales of apparel | 14,802,228 | 101.1 | 97,327,748 | 105.3 |
| Accessories | 5,813,953 | 106.8 | 34,307,520 | 114.2 |
| Sundry goods | 10,264,409 | 122.9 | 51,616,104 | 134.5 |
| Household | 2,085,972 | 93.9 | 12,918,381 | 103.3 |
| Foods | 9,331,876 | 98.6 | 58,197,459 | 100.2 |
| Restaurants & Cafés | 1,301,831 | 100.6 | 6,383,488 | 102.5 |
| Service | 484,503 | 51.6 | 4,001,368 | 85.8 |
| Others | 1,079,153 | 104.9 | 7,033,260 | 100.1 |
| Total | 45,163,925 | 104.1 | 271,785,328 | 109.0 |

| Details of branche stores (Thousands of yen) | Isetan Tachikawa store | | Isetan Matsudo store | | Isetan Urawa store | | Isetan Sagamihara store | | Isetan Fuchu store | | Mitsukoshi Chiba store | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Sales | YoY (%) | Sales | YoY (%) | Sales | YoY (%) | Sales | YoY (%) | Sales | YoY (%) | Sales | YoY (%) |
| August | 2,394,744 | 95.2 | 1,306,410 | 97.1 | 2,766,508 | 97.8 | 1,581,142 | 96.9 | 1,344,600 | 98.0 | 856,577 | 98.8 |
| Total April to August | 14,970,867 | 101.1 | 7,761,595 | 100.8 | 16,519,747 | 102.7 | 9,224,911 | 99.7 | 7,626,377 | 99.8 | 5,200,138 | 96.8 |
| Operating Days | 29 | 0 | 29 | 0 | 29 | 0 | 29 | 0 | 30 | 0 | 29 | 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 (%) |
| August | 4,570,533 | 95.7 | 591,856 | 95.8 | 2,410,588 | 99.5 | 3,174,016 | 100.2 | 1,322,014 | 98.5 | 4,972,576 | 104.1 | 1,115,014 | 96.9 | 1,521,463 | 101.2 | 997,617 | 98.1 | 8,433,714 | 104.2 | 29,109,393 | 100.8 |
| Total April to August | 24,114,060 | 99.4 | 3,234,589 | 96.6 | 14,071,527 | 104.2 | 18,105,563 | 101.6 | 7,709,829 | 100.0 | 28,199,252 | 105.6 | 6,432,323 | 100.0 | 9,118,471 | 104.6 | 5,956,987 | 100.9 | 46,077,433 | 107.6 | 163,020,035 | 103.7 |

## Grand Total

| (Thousands of yen) | | |
|---|---|---|
| | Sales | YoY (%) |
| August | 74,273,318 | 102.8 |
| Total April to August | 434,805,362 | 106.9 |

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