ISETAN MITSUKOSHI GROUP

August 15, 2018

Isetan Mitsukoshi Holdings Ltd, Sales of Department Store Business Report July 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	July	YoY (%)	Total April to July	YoY (%)	July	YoY (%)	Total April to July	YoY (%)	July	YoY (%)	Total April to July	YoY (%)	July	YoY (%)	Total April to July	YoY (%)
(Men's clothing)	3,591,385	87.9	14,937,889	104.4	710,242	75.7	3,254,465	85.1	398,758	92.0	1,741,457	102.8	4,700,385	86.1	19,933,811	100.5
(Women's clothing)	5,961,640	105.1	20,939,547	112.6	1,965,852	82.2	7,914,426	92.7	1,359,752	98.4	5,018,455	110.1	9,287,244	98.3	33,872,428	106.9
(Children's clothing)	486,198	93.2	2,271,683	106.0	156,549	94.9	1,333,262	100.0	309,299	115.8	693,092	109.7	952,046	99.8	4,298,037	104.6
(Formal wear and bedding)	634,827	84.0	2,227,058	99.2	181,501	91.1	748,747	101.9	111,951	87.4	333,456	91.6	928,279	85.7	3,309,261	99.0
Sales of apparel	10,674,050	96.7	40,376,177	108.2	3,014,144	81.6	13,250,900	91.8	2,179,760	98.6	7,786,460	107.4	15,867,954	93.7	61,413,537	104.1
Accessories	3,356,922	97.9	12,619,490	106.5	996,310	79.3	4,013,704	90.5	1,267,666	103.6	4,857,820	114.1	5,620,898	95.1	21,491,014	104.6
Sundry goods	5,269,929	113.5	20,644,196	118.5	2,254,165	82.3	8,964,459	89.5	2,741,786	105.2	10,972,297	115.9	10,265,880	102.8	40,580,952	110.0
Household	941,756	94.1	3,710,188	93.3	763,599	80.0	2,831,400	86.6	200,043	91.9	682,393	96.3	1,905,398	87.7	7,223,981	90.8
Foods	3,861,269	101.8	12,719,953	103.2	5,286,140	97.0	15,398,863	97.5	1,502,799	99.1	5,464,040	98.6	10,650,208	99.0	33,582,856	99.8
Restaurants & Cafés	521,668	100.7	1,872,841	104.7	133,020	62.6	533,683	73.6	44,825	96.8	162,534	93.5	699,513	90.1	2,569,058	95.6
Service	246,333	104.4	1,072,629	104.4	99,549	91.4	449,849	103.7	21,586	113.2	113,685	101.5	367,468	101.0	1,636,163	104.0
Others	264,807	80.7	1,078,668	71.7	830,605	93.4	3,165,666	89.0	119,903	109.0	430,092	104.3	1,215,315	91.6	4,674,426	85.4
Total	25,136,734	100.6	94,094,142	107.9	13,377,532	87.4	48,608,524	92.3	8,078,368	101.6	30,469,321	109.1	46,592,634	96.6	173,171,987	103.2
Operating Days	31	–	122	–	31	–	122	–	31	–	122	–	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd, branch stores			
Merchandise Category	July	YoY (%)	Total April to July	YoY (%)
(Men's clothing)	721,477	80.1	2,805,080	86.9
(Women's clothing)	2,022,563	73.8	7,828,919	85.2
(Children's clothing)	265,926	75.5	1,128,106	84.7
(Formal wear and bedding)	473,174	80.1	1,550,486	81.6
Sales of apparel	3,483,140	76.0	13,312,591	85.1
Accessories	1,278,110	87.1	4,621,907	90.2
Sundry goods	1,348,915	89.6	5,194,569	92.1
Household	278,542	79.6	1,054,615	82.6
Foods	2,599,134	80.1	9,663,155	81.8
Restaurants & Cafés	456,649	82.8	1,685,226	85.4
Service	77,353	71.1	386,506	73.2
Others	33,930	105.5	163,498	93.0
Total	9,555,773	80.7	36,082,067	85.5

※existing stores total
(excluding Isetan Matsudo store)
July: 93.8 Total: 99.3
(Apr. to July)

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd,			
Merchandise Category	July	YoY (%)	Total April to July	YoY (%)
(Men's clothing)	5,421,860	85.3	22,738,888	98.6
(Women's clothing)	11,309,806	92.8	41,701,347	102.0
(Children's clothing)	1,217,972	93.3	5,426,141	99.8
(Formal wear and bedding)	1,401,452	83.7	4,859,746	92.7
Sales of apparel	19,351,090	89.9	74,726,122	100.1
Accessories	6,899,006	93.5	26,112,920	101.7
Sundry goods	11,614,795	101.1	45,775,520	107.6
Household	2,183,939	86.6	8,278,595	89.7
Foods	13,249,339	94.6	43,246,009	95.1
Restaurants & Cafés	1,156,162	87.1	4,254,284	91.3
Service	444,820	94.1	2,022,667	96.3
Others	1,249,256	91.9	4,837,937	85.7
Total	56,148,407	93.5	209,254,054	99.7

※existing stores total
(excluding Isetan Matsudo store)
July: 96.1 Total: 102.5
(Apr. to July)

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 (%)
July	3,175,592	97.2	3,461,628	92.8	1,669,315	92.3	1,249,238	90.6
Total April to July	11,962,152	102.8	13,242,121	100.4	6,209,114	95.6	4,668,680	93.2
Operating Days (July)	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 (%)
July	5,460,981	96.9	616,074	90.7	3,086,926	93.2	3,920,853	93.8	1,611,115	90.6	5,908,941	102.0	1,351,362	86.3	2,241,888	97.6	1,275,043	90.8	10,501,923	93.8	35,975,107	95.1
Total April to July	20,442,924	101.5	2,344,467	96.1	10,568,003	96.0	14,209,434	98.1	6,119,791	95.6	22,060,083	104.8	4,597,038	92.4	7,516,257	100.8	4,322,799	94.4	37,598,736	99.5	129,779,532	99.6

Grand Total

(Thousands of yen)	Sales	YoY (%)
July	92,123,515	94.1
Total April to July	339,033,587	99.6

※existing stores total
(excluding Isetan Matsudo store)
July: 95.7 Total: 101.4
(Apr. to July)

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