Isetan Mitsukoshi Holdings Ltd. Sales of Department Store Business Report March 2017

ISETAN MITSUKOSHI GROUP

14-Apr-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	March	YoY (%)	Total April to March	YoY (%)	March	YoY (%)	Total April to March	YoY (%)	March	YoY (%)	Total April to March	YoY (%)	March	YoY (%)	Total April to March	YoY (%)
(Men's clothing)	3,634,372	96.3	44,119,917	96.4	868,993	97.1	11,580,062	102.0	391,803	92.9	4,989,792	88.9	4,895,168	96.2	60,689,771	96.8
(Women's clothing)	5,513,770	102.7	57,787,935	97.9	2,593,013	90.6	31,083,473	97.2	1,264,293	95.1	13,788,951	91.3	9,371,076	98.0	102,660,359	96.8
(Children's clothing)	1,125,141	104.9	6,649,919	103.1	1,965,041	102.4	5,054,134	99.5	125,126	94.0	1,609,584	98.9	3,215,308	102.9	13,313,637	101.2
(Formal wear and bedding)	493,669	93.0	6,314,274	96.9	209,566	86.7	2,343,665	92.2	59,521	96.2	859,522	111.7	762,756	91.4	9,517,461	96.8
Sales of apparel	10,766,952	100.2	114,872,045	97.6	5,636,613	95.2	50,061,334	98.3	1,840,743	94.6	21,247,849	92.0	18,244,308	98.0	186,181,228	97.1
Accessories	3,322,162	98.4	36,757,081	95.3	1,254,433	99.5	13,537,924	101.2	1,124,819	95.6	12,552,956	87.8	5,701,414	98.1	62,847,961	94.9
Sundry goods	4,770,360	97.7	50,586,631	98.3	2,829,621	97.4	30,856,062	101.2	2,493,427	101.8	26,127,195	98.6	10,093,408	98.6	107,569,888	99.2
Household	1,036,177	90.1	11,410,670	94.7	852,219	98.9	9,755,487	90.1	237,666	99.6	2,194,978	90.9	2,126,062	94.5	23,361,135	92.3
Foods	3,359,559	101.7	39,215,406	100.5	2,920,388	99.4	46,438,171	98.6	1,494,660	102.8	16,968,845	100.0	7,774,607	101.1	102,622,422	99.5
Restaurants & Cafés	452,331	99.1	5,272,097	97.8	166,676	93.9	2,214,374	96.0	43,414	100.0	507,010	86.3	662,421	97.8	7,993,481	96.5
Service	381,566	87.0	3,842,760	98.2	175,354	111.7	1,369,691	52.8	30,879	109.7	312,355	122.6	587,799	94.2	5,524,806	81.7
Others	2,768,323	582.1	6,640,816	154.6	973,082	102.3	10,894,374	102.2	97,443	100.9	1,123,503	96.9	3,838,848	252.0	18,658,693	115.8
Total	26,857,430	108.2	268,597,506	98.6	14,808,386	97.6	165,127,417	98.1	7,363,051	99.0	81,034,691	95.0	49,028,867	103.4	514,759,614	97.8
Operating Days	31	0	358	−2	31	0	360	−1	31	0	358	−2	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd. branch stores			
Merchandise Category	March	YoY (%)	Total April to March	YoY (%)
(Men's clothing)	1,066,816	111.2	11,158,881	95.1
(Women's clothing)	2,828,402	99.4	30,409,600	95.1
(Children's clothing)	883,925	93.4	4,681,101	94.1
(Formal wear and bedding)	457,949	94.2	6,044,266	95.2
Sales of apparel	5,237,092	100.0	52,293,848	95.0
Accessories	1,815,903	115.0	17,405,457	97.4
Sundry goods	2,105,793	111.7	20,072,746	101.9
Household	540,931	121.9	5,054,269	95.2
Foods	3,345,495	95.6	41,575,959	91.7
Restaurants & Cafés	535,749	98.0	6,197,355	96.0
Service	206,148	91.0	1,857,143	90.1
Others	76,834	85.4	931,324	75.6
Total	13,863,945	102.7	145,388,101	95.0

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd.			
Merchandise Category	March	YoY (%)	Total April to March	YoY (%)
(Men's clothing)	5,961,984	98.6	71,848,652	96.5
(Women's clothing)	12,199,477	98.4	133,069,950	96.4
(Children's clothing)	4,099,233	100.7	17,994,739	99.2
(Formal wear and bedding)	1,220,707	92.5	15,561,730	96.2
Sales of apparel	23,481,401	98.5	238,475,071	96.6
Accessories	7,517,317	101.7	80,253,410	95.4
Sundry goods	12,199,201	100.6	127,642,625	99.8
Household	2,666,992	99.0	28,415,411	92.8
Foods	11,120,102	99.4	144,198,380	97.1
Restaurants & Cafés	1,198,170	97.9	14,190,833	96.2
Service	793,947	93.3	7,381,946	83.7
Others	3,915,682	242.7	19,590,038	111.1
Total	62,892,812	103.2	660,147,714	97.2

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 (%)
March	3,240,388	95.1	1,554,213	93.5	3,610,571	94.5	1,812,308	93.1	1,312,726	83.2	2,333,739	214.0
Total April to March	35,734,943	95.6	18,134,608	94.3	40,351,241	96.3	20,558,671	89.6	15,770,800	83.4	14,837,838	117.2
Operating Days	31	0	31	0	31	0	31	0	31	0	20	−11

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 (%)
March	5,782,317	101.3	731,265	87.8	2,872,196	96.0	4,263,665	98.0	1,893,499	97.6	6,118,496	96.8	1,229,603	106.7	1,953,300	98.9	1,203,964	95.0	9,820,283	97.7	35,868,589	98.0
Total April to March	63,364,827	99.9	8,081,061	94.5	33,693,746	95.2	45,562,480	98.7	19,585,983	98.5	66,998,004	94.6	15,567,394	100.2	23,080,333	98.4	14,187,142	95.7	114,861,151	97.9	404,982,121	97.5

Grand Total

(Thousands of yen)		
	Sales	YoY (%)
March	98,761,400	101.3
Total April to March	1,065,129,834	97.3

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