Isetan Mitsukoshi Holdings Ltd. Sales of Department Store Business Report February 2019

March 15, 2019

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	February	YoY (%)	Total April to February	YoY (%)	February	YoY (%)	Total April to February	YoY (%)	February	YoY (%)	Total April to February	YoY (%)	February	YoY (%)	Total April to February	YoY (%)
(Men's clothing)	2,572,529	87.8	41,922,072	101.6	592,986	92.1	8,706,430	86.3	354,999	83.3	4,768,842	100.2	3,520,514	88.0	55,397,344	98.7
(Women's clothing)	4,598,179	107.0	58,800,400	108.7	1,475,179	88.3	21,005,675	90.5	1,003,589	97.8	13,592,990	103.7	7,076,947	101.2	93,399,065	103.3
(Children's clothing)	513,048	97.2	5,991,288	101.1	656,635	97.1	3,218,339	99.8	121,588	104.0	1,750,900	108.4	1,291,271	97.8	10,960,527	101.8
(Formal wear and bedding)	455,093	110.4	5,692,444	97.4	145,814	80.6	2,051,478	97.2	55,502	110.4	792,120	97.7	656,409	102.0	8,536,042	97.4
Sales of apparel	8,138,849	99.7	112,406,204	105.0	2,870,614	90.5	34,981,922	90.5	1,535,678	94.8	20,904,852	103.0	12,545,141	96.8	168,292,978	101.4
Accessories	2,660,284	97.8	34,900,719	103.0	1,031,586	103.1	11,879,160	97.4	1,043,080	100.7	13,013,001	108.0	4,734,950	99.5	59,792,880	102.9
Sundry goods	4,748,070	106.7	57,309,715	114.7	2,301,271	99.0	26,121,401	91.7	2,813,850	100.4	29,982,382	106.4	9,863,191	103.0	113,413,498	106.4
Household	728,480	93.8	9,198,716	88.6	494,842	84.4	7,507,257	86.1	134,912	78.6	1,843,484	92.4	1,358,234	88.5	18,549,457	87.9
Foods	3,235,173	101.4	37,665,323	104.0	2,207,011	95.5	40,201,091	96.9	1,524,084	97.5	15,638,270	99.3	6,966,268	98.6	93,504,684	100.0
Restaurants & Cafés	400,435	101.8	5,008,345	104.0	94,819	113.9	1,394,778	79.2	26,039	73.1	395,271	89.1	521,293	101.8	6,798,394	96.9
Service	261,157	92.8	3,001,700	98.6	110,021	124.3	1,210,814	105.4	23,993	120.0	332,089	110.5	395,171	101.4	4,544,603	101.2
Others	307,954	104.8	2,890,338	80.3	554,698	89.7	8,430,213	90.3	74,958	101.4	1,146,156	109.0	937,610	95.1	12,466,707	89.1
Total	20,480,402	101.0	262,381,060	105.4	9,664,862	94.9	131,726,636	92.9	7,176,594	98.0	83,255,505	104.0	37,321,858	98.8	477,363,201	101.4
Operating Days	28	–	332	–	28	–	333	–	28	–	332	–	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd. branch stores			
Merchandise Category	February	YoY (%)	Total April to February	YoY (%)
(Men's clothing)	496,352	72.4	7,742,799	83.6
(Women's clothing)	1,432,402	80.2	21,016,291	83.6
(Children's clothing)	214,972	79.8	2,893,742	84.3
(Formal wear and bedding)	296,858	62.4	4,135,347	76.5
Sales of apparel	2,440,584	75.9	35,788,179	82.7
Accessories	837,819	75.4	12,439,019	88.0
Sundry goods	1,111,981	75.3	14,613,833	89.2
Household	213,620	64.3	3,003,073	80.0
Foods	2,210,786	84.0	27,659,488	82.0
Restaurants & Cafés	366,286	86.9	4,628,452	87.5
Service	77,004	62.1	1,124,501	72.2
Others	29,933	89.6	429,287	91.1
Total	7,288,013	78.0	99,685,832	84.1

※existing stores total
(excluding Isetan Matsudo store)
February: 99.2 Total: 98.9
(Apr. to Feb.)

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd.			
Merchandise Category	February	YoY (%)	Total April to February	YoY (%)
(Men's clothing)	4,016,864	85.7	63,140,141	96.6
(Women's clothing)	8,509,350	96.9	114,415,365	99.0
(Children's clothing)	1,506,243	94.7	13,854,263	97.6
(Formal wear and bedding)	953,266	85.2	12,671,387	89.4
Sales of apparel	14,985,723	92.6	204,081,156	97.5
Accessories	5,572,770	95.0	72,231,900	100.0
Sundry goods	10,975,173	99.3	128,027,327	104.1
Household	1,571,854	84.2	21,552,524	86.7
Foods	9,177,058	94.7	121,164,177	95.3
Restaurants & Cafés	887,579	95.1	11,426,848	92.9
Service	472,174	91.9	5,669,100	93.7
Others	967,541	94.9	12,896,001	89.2
Total	44,609,872	94.7	577,049,033	97.9

※existing stores total
(excluding Isetan Matsudo store)
February: 98.9 Total: 101.0
(Apr. to Feb.)

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 (%)
February	2,424,035	100.9	2,647,268	100.4	1,253,818	95.9	962,892	96.2
Total April to February	32,945,764	101.1	36,823,911	100.1	17,185,820	96.4	12,730,337	93.6
Operating Days (Feb.)	28	–	28	–	28	–	28	–

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 (%)
February	5,150,854	99.7	586,381	108.6	2,276,071	102.4	3,127,943	102.2	1,312,593	101.3	4,863,118	98.6	999,915	96.5	1,611,421	97.5	848,444	98.3	8,365,050	98.7	29,141,790	99.6
Total April to February	59,359,231	99.6	6,594,944	95.3	29,601,197	97.9	39,687,703	99.2	17,199,615	96.1	60,984,978	102.1	12,931,414	94.2	20,796,379	98.8	11,938,098	96.0	107,175,788	99.3	366,269,348	99.1

Grand Total

(Thousands of yen)	Sales	YoY (%)
February	73,751,662	96.6
Total April to February	943,318,382	98.4

※existing stores total
(excluding Isetan Matsudo store)
February: 99.2 Total: 100.2
(Apr. to Feb.)

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