Isetan Mitsukoshi Holdings Ltd. Sales of Department Store Business Report January 2018

February 15, 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	January	YoY (%)	Total April to January	YoY (%)	January	YoY (%)	Total April to January	YoY (%)	January	YoY (%)	Total April to January	YoY (%)	January	YoY (%)	Total April to January	YoY (%)
(Men's clothing)	4,429,337	101.1	38,319,524	101.5	1,012,424	92.8	9,447,153	94.1	472,240	98.6	4,333,399	101.6	5,914,001	100.8	52,100,076	100.1
(Women's clothing)	6,053,960	101.4	49,775,184	103.4	2,613,062	81.1	21,537,538	81.7	1,438,711	100.2	12,087,048	104.5	10,105,733	95.9	83,399,770	96.9
(Children's clothing)	554,638	102.8	5,399,723	107.3	216,675	98.8	2,548,314	106.1	123,421	101.3	1,497,684	108.2	894,734	102.8	9,445,721	107.1
(Formal wear and bedding)	554,149	97.5	5,432,993	100.4	210,109	102.2	1,928,880	99.0	79,077	101.9	760,516	102.2	843,335	91.5	8,122,389	100.2
Sales of apparel	11,592,084	101.1	98,927,424	102.7	4,052,270	85.6	35,461,885	87.0	2,113,449	100.0	18,678,647	104.0	17,757,803	97.6	153,067,956	98.7
Accessories	3,340,803	101.9	31,156,179	100.6	1,066,960	89.8	11,194,911	99.0	1,218,469	103.4	11,018,933	104.5	5,626,232	98.2	53,370,023	101.1
Sundry goods	4,539,789	107.5	45,491,363	109.3	2,573,633	105.2	26,164,885	101.5	2,412,447	106.2	25,382,956	119.4	9,525,869	113.7	97,039,204	109.5
Household	935,268	89.9	9,610,936	101.4	914,336	91.0	8,131,833	98.6	257,070	97.4	1,823,415	101.1	2,106,674	88.6	19,566,184	100.2
Foods	3,321,569	121.2	33,028,714	102.6	2,267,291	90.0	39,193,286	95.7	1,195,074	94.7	14,184,931	101.7	6,783,934	96.7	86,406,931	99.2
Restaurants & Cafés	405,707	94.5	4,419,949	99.5	132,946	77.7	1,677,070	88.1	34,103	85.6	407,841	95.7	572,756	89.3	6,504,860	96.1
Service	251,825	85.8	2,761,956	87.1	90,555	105.0	1,060,067	96.6	23,754	106.5	280,613	108.1	366,134	85.2	4,102,636	90.6
Others	234,687	91.5	3,304,627	94.0	831,702	94.6	8,718,396	94.8	71,608	89.1	977,785	101.6	1,137,997	96.3	13,000,808	95.1
Total	24,621,732	103.8	228,701,148	103.2	11,929,693	91.5	131,602,333	94.5	7,325,974	101.3	72,755,121	108.3	43,877,399	99.8	433,058,602	101.2
Operating Days	28	-1	300	-1	29	0	302	0	28	-1	300	-1	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd. branch stores			
Merchandise Category	January	YoY (%)	Total April to January	YoY (%)
(Men's clothing)	1,270,109	92.1	8,581,053	91.5
(Women's clothing)	3,239,920	92.3	23,368,766	91.2
(Children's clothing)	413,675	91.2	3,163,375	90.5
(Formal wear and bedding)	689,017	101.1	4,928,517	95.8
Sales of apparel	5,612,721	93.2	40,041,711	91.8
Accessories	1,760,980	90.7	13,018,605	90.0
Sundry goods	1,431,207	89.8	14,912,701	91.3
Household	435,051	77.4	3,422,709	84.2
Foods	2,598,032	80.8	31,101,113	88.0
Restaurants & Cafés	481,201	90.3	4,866,421	93.1
Service	180,646	96.9	1,433,398	93.9
Others	40,880	44.6	437,914	54.5
Total	12,540,718	88.6	109,234,572	90.0

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd.			
Merchandise Category	January	YoY (%)	Total April to January	YoY (%)
(Men's clothing)	7,184,110	98.4	60,681,128	98.8
(Women's clothing)	13,345,654	94.1	106,768,538	95.6
(Children's clothing)	1,308,410	99.9	12,609,093	102.4
(Formal wear and bedding)	1,532,352	100.4	13,050,903	98.5
Sales of apparel	23,370,526	96.1	193,109,662	97.2
Accessories	7,387,211	97.3	66,388,627	98.7
Sundry goods	10,957,080	103.0	111,951,908	106.6
Household	2,541,725	88.8	22,988,897	97.5
Foods	9,381,966	98.8	117,508,031	96.0
Restaurants & Cafés	1,053,958	90.3	11,371,287	94.8
Service	546,781	96.6	5,536,039	91.4
Others	1,178,869	92.1	13,438,720	92.8
Total	56,418,116	97.4	542,293,171	98.7

Details of branche stores	Isetan Tachikawa store		Isetan Matsudo store		Isetan Urawa store		Isetan Sagamihara store		Isetan Fuchu store	
(Thousands of yen)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)
January	3,378,537	97.1	2,300,357	139.7	3,723,098	99.4	1,737,811	93.5	1,400,915	93.5
Total April to January	30,170,350	99.9	15,808,359	102.8	34,133,476	100.1	16,515,797	95.0	12,606,590	94.1
Operating Days	29	0	29	0	29	0	29	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 (%)
January	5,579,728	99.7%	632,639	96.7%	2,897,242	95.3%	3,490,053	91.8%	1,843,630	97.0%	5,638,649	98.6%	1,230,207	98.9%	1,981,614	101.8%	1,105,855	91.5%	10,278,648	101.3%	34,678,266	98.4%
Total April to January	54,424,699	103.4%	6,383,342	95.0%	28,003,432	98.5%	36,945,802	96.9%	16,600,606	101.4%	54,800,644	97.9%	12,688,778	95.9%	19,398,148	99.7%	11,574,483	95.7%	99,402,798	102.6%	340,222,732	100.1%

Grand Total

(Thousands of yen)	Sales	YoY (%)
January	91,096,382	97.8%
Total April to January	882,515,903	99.2%

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