Isetan Mitsukoshi Holdings Ltd, Sales of Department Store Business Report September 2018

October 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	September	YoY (%)	Total April to September	YoY (%)	September	YoY (%)	Total April to September	YoY (%)	September	YoY (%)	Total April to September	YoY (%)	September	YoY (%)	Total April to September	YoY (%)
(Men's clothing)	3,511,999	102.0	21,215,285	104.0	592,528	86.0	4,286,519	85.0	333,055	101.5	2,440,625	103.7	4,437,582	99.5	27,942,429	100.5
(Women's clothing)	5,123,608	103.6	30,517,993	112.3	1,861,260	89.6	11,154,854	92.5	1,189,956	103.1	7,204,434	108.8	8,174,824	100.0	48,877,281	106.6
(Children's clothing)	585,905	98.5	3,277,148	104.0	194,392	100.8	1,674,989	100.5	116,343	100.2	1,101,836	113.1	896,640	99.2	6,053,973	104.5
(Formal wear and bedding)	406,341	80.7	3,053,927	97.9	236,939	95.4	1,156,654	101.8	50,797	96.2	454,806	94.6	694,077	86.3	4,665,387	98.5
Sales of apparel	9,627,853	101.5	58,064,353	107.8	2,885,119	89.9	18,273,016	91.8	1,690,151	102.3	11,201,701	107.4	14,203,123	99.0	87,539,070	104.0
Accessories	2,966,196	99.4	18,470,792	106.2	835,561	78.7	5,675,002	87.4	1,082,907	103.9	6,980,693	113.4	4,884,664	96.0	31,126,487	103.6
Sundry goods	5,228,661	116.7	30,557,790	117.7	2,327,109	91.3	13,410,442	88.9	2,510,834	97.3	16,201,485	111.8	10,066,604	104.8	60,169,717	108.3
Household	643,136	77.8	4,997,135	90.9	627,412	82.2	4,026,341	86.9	152,771	88.6	974,124	96.2	1,423,319	80.8	9,997,600	89.7
Foods	2,657,221	105.0	17,894,000	104.1	2,254,295	97.8	19,952,349	97.5	1,131,917	97.4	7,805,424	99.9	6,043,433	100.8	45,651,773	100.4
Restaurants & Cafés	441,792	108.1	2,806,659	106.6	120,402	71.7	782,005	72.2	32,313	90.9	237,914	94.4	594,507	97.1	3,826,578	96.4
Service	285,290	103.8	1,590,913	103.4	125,006	118.7	667,634	106.5	27,362	114.8	163,529	105.5	437,658	108.3	2,422,076	104.4
Others	241,226	81.0	1,577,559	76.9	772,407	112.1	4,510,281	91.9	84,470	108.0	595,875	106.4	1,098,103	103.1	6,683,715	88.9
Total	22,091,375	103.8	135,959,201	107.8	9,947,311	91.7	67,297,070	91.9	6,712,725	99.5	44,160,745	108.0	38,751,411	99.7	247,417,016	103.0
Operating Days	30	–	183	–	30	–	183	–	30	–	183	–	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd, branch stores			
Merchandise Category	September	YoY (%)	Total April to September	YoY (%)
(Men's clothing)	524,496	92.1	3,746,082	87.7
(Women's clothing)	1,707,834	83.7	10,852,321	85.4
(Children's clothing)	219,141	88.6	1,540,152	86.1
(Formal wear and bedding)	340,576	77.6	2,232,130	81.0
Sales of apparel	2,792,047	84.7	18,370,685	85.4
Accessories	980,024	85.3	6,526,716	89.5
Sundry goods	1,330,180	91.3	7,804,474	92.5
Household	230,065	80.0	1,520,799	83.2
Foods	2,098,434	83.1	13,898,972	82.2
Restaurants & Cafés	388,913	89.4	2,519,688	87.3
Service	77,433	69.0	535,536	72.4
Others	31,637	66.0	230,467	88.6
Total	7,928,733	85.2	51,407,337	85.8

※existing stores total
(excluding Isetan Matsudo store)
September: 98.3 Total: 99.7
(Apr. to Sept.)

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd,			
Merchandise Category	September	YoY (%)	Total April to September	YoY (%)
(Men's clothing)	4,962,079	98.7	31,688,509	98.8
(Women's clothing)	9,882,660	96.7	59,729,603	102.0
(Children's clothing)	1,115,780	96.9	7,594,122	100.2
(Formal wear and bedding)	1,034,654	83.2	6,897,517	92.0
Sales of apparel	16,995,173	96.3	105,909,751	100.2
Accessories	5,864,688	94.0	37,653,202	100.9
Sundry goods	11,396,783	103.0	67,974,189	106.3
Household	1,653,382	80.7	11,518,395	88.8
Foods	8,141,866	95.5	59,550,741	95.5
Restaurants & Cafés	983,420	93.9	6,346,266	92.6
Service	515,091	99.8	2,957,610	96.7
Others	1,129,740	101.5	6,914,196	88.9
Total	46,680,143	96.9	298,824,350	99.6

※existing stores total
(excluding Isetan Matsudo store)
September: 99.4 Total: 102.4
(Apr. to Sept.)

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 (%)
September	2,614,046	99.7	2,935,271	98.0	1,358,344	96.6	1,021,072	98.0
Total April to September	16,957,858	102.6	18,895,328	100.5	8,885,356	96.7	6,668,795	94.5
Operating Days (Sept.)	30	–	30	–	30	–	30	–

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 (%)
September	4,499,610	87.9	562,464	92.7	2,374,779	98.3	3,494,200	101.6	1,443,276	94.5	5,128,556	102.7	1,048,882	88.5	1,554,013	94.2	877,519	95.2	8,578,562	99.4	29,561,861	97.0
Total April to September	29,920,423	99.1	3,396,171	95.6	15,202,357	97.0	20,646,949	99.1	8,860,418	95.9	31,739,986	104.6	6,656,308	91.6	10,534,211	99.6	6,066,125	94.5	54,630,177	99.5	187,653,126	99.3

Grand Total

(Thousands of yen)	Sales	YoY (%)
September	76,242,004	96.9
Total April to September	486,477,478	99.5

※existing stores total
(excluding Isetan Matsudo store)
September: 98.5 Total: 101.2
(Apr. to Sept.)

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