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

April 16, 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	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)	3,788,109	104.2	45,036,342	102.1	787,035	90.6	10,878,189	93.9	375,015	95.7	5,134,721	102.9	4,950,159	97.3	61,049,252	100.6
(Women's clothing)	5,580,156	101.2	59,653,418	103.2	2,196,831	84.7	25,405,437	81.7	1,392,850	110.2	14,506,426	105.2	9,169,837	95.9	99,565,281	97.0
(Children's clothing)	1,183,137	105.2	7,110,636	106.9	1,997,885	101.7	5,222,112	103.3	126,408	101.0	1,740,979	108.2	3,307,430	105.8	14,073,727	105.7
(Formal wear and bedding)	481,766	97.6	6,327,108	100.2	233,004	111.2	2,342,743	100.0	63,401	106.5	874,200	101.7	778,171	93.3	9,544,051	100.3
Sales of apparel	11,033,168	102.5	118,127,504	102.8	5,214,755	92.5	43,848,481	87.6	1,957,674	106.4	22,256,326	104.7	18,205,597	97.8	184,232,311	99.0
Accessories	3,236,985	97.4	37,113,834	101.0	1,107,110	88.3	13,302,649	98.3	1,239,171	110.2	13,293,451	105.9	5,583,266	96.1	63,709,934	101.4
Sundry goods	4,871,855	102.1	54,815,174	108.4	2,709,255	95.7	31,197,516	101.1	2,712,623	108.8	30,899,109	118.3	10,293,733	100.6	116,911,799	108.7
Household	1,012,334	97.7	11,399,632	99.9	839,416	98.5	9,557,708	98.0	213,524	89.8	2,208,607	100.6	2,065,274	91.8	23,165,947	99.2
Foods	3,279,325	97.6	39,497,881	100.7	2,593,479	88.8	44,097,388	95.0	1,481,784	99.1	17,229,409	101.5	7,354,588	95.6	100,824,678	98.2
Restaurants & Cafés	467,757	103.4	5,281,173	100.2	96,996	58.2	1,857,285	83.9	39,732	91.5	483,199	95.3	604,485	89.2	7,621,657	95.3
Service	353,746	92.7	3,397,027	88.4	175,714	100.2	1,324,265	96.7	43,025	139.3	343,635	110.0	572,485	91.8	5,064,927	91.7
Others	919,313	33.2	4,517,676	68.0	835,413	85.9	10,172,282	93.4	96,868	99.4	1,148,587	102.2	1,851,594	121.5	15,838,545	84.9
Total	25,174,483	93.7	274,149,901	102.1	13,572,138	91.7	155,357,574	94.1	7,784,401	105.7	87,862,323	108.4	46,531,022	98.1	517,369,798	100.5
Operating Days	31	0	359	1	31	0	360	0	31	0	359	1	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd. branch stores			
Merchandise Category	March	YoY (%)	Total April to March	YoY (%)
(Men's clothing)	1,020,956	106.4	10,287,879	92.2
(Women's clothing)	2,770,478	97.4	27,924,428	91.8
(Children's clothing)	743,584	78.6	4,176,219	89.2
(Formal wear and bedding)	505,138	103.9	5,909,160	97.8
Sales of apparel	5,040,156	96.3	48,297,686	92.4
Accessories	1,698,417	107.6	15,827,492	90.9
Sundry goods	1,770,567	93.9	18,159,238	90.5
Household	437,879	98.7	4,192,686	83.0
Foods	2,942,793	84.1	36,674,721	88.2
Restaurants & Cafés	507,395	92.8	5,795,144	93.5
Service	210,363	92.8	1,767,755	95.2
Others	59,461	66.1	530,767	57.0
Total	12,667,031	93.8	131,245,489	90.3

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd.			
Merchandise Category	March	YoY (%)	Total April to March	YoY (%)
(Men's clothing)	5,971,114	100.2	71,337,128	99.3
(Women's clothing)	11,940,315	97.9	127,489,712	95.8
(Children's clothing)	4,051,015	98.8	18,249,943	101.4
(Formal wear and bedding)	1,283,310	105.1	15,453,209	99.3
Sales of apparel	23,245,754	99.0	232,529,992	97.5
Accessories	7,281,683	96.9	79,537,425	99.1
Sundry goods	12,064,300	98.9	135,071,042	105.8
Household	2,503,152	93.9	27,358,636	96.3
Foods	10,297,382	92.6	137,499,389	95.4
Restaurants & Cafés	1,111,881	92.8	13,416,807	94.5
Service	782,848	98.6	6,832,687	92.6
Others	1,911,053	48.8	16,369,308	83.6
Total	59,198,053	94.1	648,615,286	98.3

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 (%)
March	3,263,186	100.7	2,830,186	182.1	3,619,504	100.2	1,692,247	93.4	1,261,908	96.1
Total April to March	35,836,583	100.3	20,634,816	113.8	40,388,479	100.1	19,515,710	94.9	14,869,899	94.3
Operating Days	31	0	21	-10	31	0	31	0	31	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 (%)
March	5,898,373	102.0	672,397	91.9	2,788,149	97.1	4,358,516	102.2	1,839,122	97.1	6,350,568	103.8	1,121,286	91.2	1,890,368	96.8	1,169,887	97.2	9,989,033	101.7	36,077,699	100.6
Total April to March	65,488,150	103.4	7,595,605	94.0	33,014,684	98.0	44,364,875	97.4	19,735,817	100.8	66,083,392	98.6	14,846,132	95.4	22,940,929	99.4	13,607,303	95.9	117,867,814	102.6	405,544,702	100.1

Grand Total

(Thousands of yen)	Sales	YoY (%)
March	95,275,752	96.5
Total April to March	1,054,159,987	99.0

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