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

ISETAN MITSUKOSHI GROUP

January 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	December	YoY (%)	Total April to December	YoY (%)	December	YoY (%)	Total April to December	YoY (%)	December	YoY (%)	Total April to December	YoY (%)	December	YoY (%)	Total April to December	YoY (%)
(Men's clothing)	4,998,332	102.8	35,063,069	103.5	982,533	88.4	7,232,062	85.7	578,497	99.3	3,953,336	102.4	6,559,362	100.0	46,248,467	100.1
(Women's clothing)	6,426,521	108.8	48,127,366	110.1	2,096,285	89.1	17,250,256	91.2	1,445,163	98.9	11,150,085	104.7	9,967,969	102.5	76,527,707	104.4
(Children's clothing)	575,532	103.3	4,951,401	102.2	186,025	104.2	2,346,893	100.7	135,648	101.0	1,507,599	109.7	897,205	103.1	8,805,893	103.0
(Formal wear and bedding)	630,884	91.8	4,712,243	96.6	190,107	103.6	1,702,847	99.1	78,453	102.7	666,340	97.8	899,444	95.0	7,081,430	97.3
Sales of apparel	12,631,269	105.1	92,854,079	106.3	3,454,950	90.3	28,532,058	90.8	2,237,761	99.3	17,277,360	104.3	18,323,980	101.3	138,663,497	102.5
Accessories	4,578,169	98.2	29,057,325	104.5	1,511,263	106.6	9,677,833	95.6	1,593,547	105.6	10,790,155	110.1	7,682,979	101.2	49,525,313	103.7
Sundry goods	6,405,132	108.8	47,750,219	116.6	3,137,357	85.0	21,925,719	92.9	3,093,596	98.5	24,824,929	108.1	12,636,085	99.3	94,500,867	108.0
Household	1,014,072	77.1	7,579,263	87.4	866,216	79.1	6,232,718	86.4	225,666	94.4	1,500,537	95.8	2,105,954	79.5	15,312,518	87.7
Foods	5,977,384	105.0	31,119,699	104.8	7,025,654	94.9	35,882,169	97.2	2,248,999	98.8	12,893,690	99.3	15,252,037	99.2	79,895,558	100.3
Restaurants & Cafés	520,068	101.2	4,198,073	104.6	150,339	87.8	1,173,802	76.0	36,355	85.8	343,470	91.9	706,762	97.1	5,715,345	96.3
Service	310,381	98.6	2,489,904	99.2	106,641	97.9	1,010,229	104.2	36,342	118.3	279,928	109.0	453,364	99.7	3,780,061	101.2
Others	228,545	64.5	2,299,408	74.9	935,814	90.8	7,176,996	91.0	137,500	100.8	991,858	109.5	1,301,859	85.5	10,468,262	88.2
Total	31,665,020	103.0	217,347,970	106.5	17,188,234	91.7	111,611,524	93.3	9,609,766	99.8	68,901,927	105.3	58,463,020	98.9	397,861,421	102.2
Operating Days	31	–	275	–	31	–	275	–	31	–	275	–	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd, branch stores			
Merchandise Category	December	YoY (%)	Total April to December	YoY (%)
(Men's clothing)	979,263	84.6	6,220,727	85.1
(Women's clothing)	1,997,561	82.9	16,993,335	84.4
(Children's clothing)	294,800	84.7	2,338,936	85.1
(Formal wear and bedding)	424,932	79.2	3,357,351	79.2
Sales of apparel	3,696,556	83.0	28,910,349	84.0
Accessories	1,529,003	93.7	10,153,129	90.2
Sundry goods	1,778,404	86.7	12,273,244	91.0
Household	424,623	84.7	2,455,411	82.2
Foods	4,137,899	81.8	23,429,049	82.2
Restaurants & Cafés	506,788	89.0	3,846,303	87.7
Service	114,879	71.3	890,334	71.1
Others	52,896	93.8	354,362	89.3
Total	12,241,048	84.5	82,312,181	85.1

※existing stores total
(excluding Isetan Matsudo store)
December: 98.2 Total: 98.9
(Apr. to Dec.)

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd,			
Merchandise Category	December	YoY (%)	Total April to December	YoY (%)
(Men's clothing)	7,538,626	97.7	52,469,195	98.1
(Women's clothing)	11,965,532	98.6	93,521,050	100.1
(Children's clothing)	1,192,003	97.9	11,144,823	98.6
(Formal wear and bedding)	1,324,376	89.3	10,438,781	90.6
Sales of apparel	22,020,537	97.7	167,573,849	98.7
Accessories	9,211,983	99.9	59,678,443	101.1
Sundry goods	14,414,487	97.6	106,774,107	105.7
Household	2,530,578	80.3	17,767,926	86.9
Foods	19,389,935	94.9	103,324,606	95.6
Restaurants & Cafés	1,213,551	93.5	9,561,649	92.7
Service	568,242	92.3	4,670,393	93.6
Others	1,354,756	85.8	10,822,628	88.3
Total	70,704,069	96.0	480,173,601	98.8

※existing stores total
(excluding Isetan Matsudo store)
December: 98.7 Total: 101.7
(Apr. to Dec.)

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 (%)
December	3,980,190	98.6	4,658,022	101.1	2,086,398	95.1	1,516,438	93.2
Total April to December	27,139,264	101.3	30,486,000	100.2	14,202,807	96.1	10,484,110	93.6
Operating Days (Dec.)	31	–	31	–	31	–	31	–

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 (%)
December	7,452,164	99.1	859,415	94.7	3,867,258	97.7	4,877,238	97.2	2,056,257	95.1	7,603,315	99.0	1,665,508	97.3	2,793,489	95.7	1,565,297	98.8	13,472,436	98.6	46,212,376	98.1
Total April to December	48,664,795	99.6	5,471,375	95.1	24,490,143	97.5	32,974,795	98.6	14,102,961	95.6	50,598,050	102.9	10,799,994	94.3	17,282,989	99.2	10,036,356	95.9	88,706,492	99.5	303,127,950	99.2

Grand Total

(Thousands of yen)	Sales	YoY (%)
December	116,916,445	96.8
Total April to December	783,301,552	99.0

※existing stores total
(excluding Isetan Matsudo store)
December: 98.5 Total: 100.7
(Apr. to Dec.)

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