Isetan Mitsukoshi Holdings Ltd. Sales of Department Store Business Report February 2017

ISETAN MITSUKOSHI GROUP

15-Mar-17

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)	2,750,337	99.2	40,485,545	96.5	670,720	101.7	10,711,069	102.5	332,778	90.2	4,597,989	88.6	3,753,835	98.7	55,794,603	96.8
(Women's clothing)	4,154,005	100.2	52,274,165	97.4	2,136,422	98.6	28,490,460	97.9	954,401	94.6	12,524,658	91.0	7,244,828	99.0	93,289,283	96.6
(Children's clothing)	492,621	106.4	5,524,778	102.7	686,338	93.1	3,089,093	97.7	100,795	91.1	1,484,458	99.4	1,279,754	97.6	10,098,329	100.6
(Formal wear and bedding)	407,846	87.9	5,820,605	97.2	185,594	105.8	2,134,099	92.8	55,521	106.2	800,001	113.1	648,961	93.8	8,754,705	97.3
Sales of apparel	7,804,809	99.5	104,105,093	97.3	3,679,074	98.4	44,424,721	98.7	1,443,495	93.7	19,407,106	91.7	12,927,378	98.5	167,936,920	97.0
Accessories	2,479,563	90.2	33,434,919	95.0	974,119	107.2	12,283,491	101.4	879,998	90.0	11,428,137	87.1	4,333,680	93.5	57,146,547	94.6
Sundry goods	4,187,501	98.0	45,816,271	98.3	2,259,325	99.4	28,026,441	101.6	2,372,579	104.4	23,633,768	98.3	8,819,405	100.0	97,476,480	99.2
Household	899,600	113.3	10,374,493	95.2	660,128	96.6	8,903,268	89.3	154,498	101.7	1,957,312	89.9	1,714,226	105.2	21,235,073	92.1
Foods	3,651,544	117.5	35,855,847	100.3	2,582,449	98.6	43,517,783	98.5	1,524,587	103.8	15,474,185	99.7	7,758,580	107.8	94,847,815	99.4
Restaurants & Cafés	378,121	97.4	4,819,766	97.7	143,837	99.0	2,047,698	96.1	37,217	98.1	463,596	85.2	559,175	97.9	7,331,060	96.3
Service	290,695	86.2	3,461,194	99.6	97,263	90.8	1,194,337	49.0	21,993	131.9	281,476	124.3	409,951	88.9	4,937,007	80.4
Others	358,576	85.8	3,872,493	101.4	725,015	95.9	9,921,292	102.2	63,613	83.3	1,026,060	96.6	1,147,204	91.8	14,819,845	101.6
Total	20,050,409	100.7	241,740,076	97.6	11,121,210	99.0	150,319,031	98.2	6,497,980	99.3	73,671,640	94.6	37,669,599	100.0	465,730,747	97.3
Operating Days	26	−1	327	−2	27	0	329	−1	26	−1	327	−2	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd. branch stores			
Merchandise Category	February	YoY (%)	Total April to February	YoY (%)
(Men's clothing)	716,712	107.4	10,092,065	93.7
(Women's clothing)	1,965,253	98.4	27,581,198	94.7
(Children's clothing)	302,327	96.2	3,797,176	94.3
(Formal wear and bedding)	443,430	98.6	5,586,317	95.2
Sales of apparel	3,427,722	100.0	47,056,756	94.5
Accessories	1,118,407	103.0	15,589,554	95.7
Sundry goods	1,637,071	110.6	17,966,953	100.9
Household	448,595	122.0	4,513,338	92.7
Foods	2,902,047	93.9	38,230,464	91.3
Restaurants & Cafés	433,174	97.1	5,661,606	95.8
Service	124,122	87.2	1,650,995	90.0
Others	51,234	79.7	854,490	74.9
Total	10,142,372	100.4	131,524,156	94.3

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd.			
Merchandise Category	February	YoY (%)	Total April to February	YoY (%)
(Men's clothing)	4,470,547	100.0	65,886,668	96.4
(Women's clothing)	9,210,079	98.8	120,870,473	96.2
(Children's clothing)	1,582,081	97.4	13,895,506	98.8
(Formal wear and bedding)	1,092,391	95.7	14,341,023	96.5
Sales of apparel	16,355,098	98.8	214,993,670	96.4
Accessories	5,452,088	95.3	72,736,093	94.8
Sundry goods	10,456,472	101.6	115,443,424	99.7
Household	2,162,821	108.3	25,748,419	92.2
Foods	10,660,624	103.6	133,078,278	96.9
Restaurants & Cafés	992,348	97.6	12,992,663	96.1
Service	534,073	88.5	6,587,999	82.6
Others	1,198,448	91.2	15,674,356	97.9
Total	47,811,972	100.0	597,254,902	96.6

Details of branche stores	Isetan Tachikawa store		Isetan Matsudo store		Isetan Urawa store		Isetan Sagamihara store		Isetan Fuchu store		Mitsukoshi Chiba store	
(Thousands of yen)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)	Sales	YoY (%)
February	2,309,038	94.5	1,207,673	94.4	2,627,744	92.9	1,357,351	89.0	1,054,625	85.2	1,585,941	200.5
Total April to February	32,494,555	95.7	16,580,395	94.4	36,740,670	96.5	18,746,363	89.3	14,458,074	83.5	12,504,099	108.1
Operating Days	26	−1	26	−1	26	−1	26	−1	26	−1	28	1

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	4,943,262	100.5	630,301	99.5	2,390,409	95.2	3,174,863	96.1	1,313,595	98.5	4,923,677	95.9	1,101,547	100.2	1,675,664	99.2	894,688	90.5	8,187,381	95.7	29,235,387	96.9
Total April to February	57,582,509	99.8	7,349,796	95.3	30,821,550	95.1	41,298,815	98.8	17,692,484	98.6	60,879,508	94.4	14,337,791	99.6	21,127,033	98.3	12,983,178	95.7	105,040,868	97.9	369,113,532	97.5

Grand Total

(Thousands of yen)		
	Sales	YoY (%)
February	77,047,358	98.8
Total April to February	966,368,433	96.9

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