Isetan Mitsukoshi Holdings Ltd, Sales of Department Store Business Report March 2019

April 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	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)	4,479,360	118.2	46,401,432	103.0	759,498	96.5	9,465,928	87.0	429,251	114.5	5,198,093	101.2	5,668,109	114.5	61,065,453	100.0
(Women's clothing)	5,868,066	105.2	64,668,466	108.4	1,891,330	86.1	22,897,005	90.1	1,332,635	95.7	14,925,625	102.9	9,092,031	99.2	102,491,096	102.9
(Children's clothing)	1,157,962	97.9	7,149,250	100.5	2,040,601	102.1	5,258,940	100.7	127,703	101.0	1,878,603	107.9	3,326,266	100.6	14,286,793	101.5
(Formal wear and bedding)	417,222	86.6	6,109,666	96.6	218,394	93.7	2,269,872	96.9	67,239	106.1	859,359	98.3	702,855	90.3	9,238,897	96.8
Sales of apparel	11,922,610	108.1	124,328,814	105.2	4,909,823	94.2	39,891,745	91.0	1,956,828	100.0	22,861,680	102.7	18,789,261	103.2	187,082,239	101.5
Accessories	3,346,699	103.4	38,247,418	103.1	1,258,192	113.6	13,137,352	98.8	1,268,071	102.3	14,281,072	107.4	5,872,962	105.2	65,665,842	103.1
Sundry goods	5,650,773	116.0	62,960,488	114.9	2,296,331	84.8	28,417,732	91.1	2,907,769	107.2	32,890,151	106.4	10,854,873	105.5	124,268,371	106.3
Household	973,519	96.2	10,172,235	89.2	766,273	91.3	8,273,530	86.6	176,419	82.6	2,019,903	91.5	1,916,211	92.8	20,465,668	88.3
Foods	3,352,218	102.2	41,017,541	103.8	2,543,088	98.1	42,744,179	96.9	1,460,175	98.5	17,098,445	99.2	7,355,481	100.0	100,860,165	100.0
Restaurants & Cafés	472,798	101.1	5,481,143	103.8	116,199	119.8	1,510,977	81.4	28,221	71.0	423,492	87.6	617,218	102.1	7,415,612	97.3
Service	338,323	95.6	3,340,023	98.3	152,833	87.0	1,363,647	103.0	39,349	91.5	371,438	108.1	530,505	92.7	5,075,108	100.2
Others	441,931	48.1	3,332,269	73.8	1,006,073	120.4	9,436,286	92.8	97,181	100.3	1,243,337	108.2	1,545,185	83.5	14,011,892	88.5
Total	26,498,871	105.3	288,879,931	105.4	13,048,812	96.1	144,775,448	93.2	7,934,013	101.9	91,189,518	103.8	47,481,696	102.0	524,844,897	101.4
Operating Days	31	–	363	–	31	–	364	–	31	–	363	–	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd, branch stores			
Merchandise Category	March	YoY (%)	Total April to March	YoY (%)
(Men's clothing)	722,331	70.8	8,465,130	82.3
(Women's clothing)	2,116,603	76.4	23,132,894	82.8
(Children's clothing)	627,062	84.3	3,520,804	84.3
(Formal wear and bedding)	358,946	71.1	4,494,293	76.1
Sales of apparel	3,824,942	75.9	39,613,121	82.0
Accessories	1,175,142	69.2	13,614,161	86.0
Sundry goods	1,444,265	81.6	16,058,098	88.4
Household	271,794	62.1	3,274,867	78.1
Foods	2,353,834	80.0	30,013,322	81.8
Restaurants & Cafés	446,279	88.0	5,074,731	87.6
Service	169,463	80.6	1,293,964	73.2
Others	64,352	108.2	493,639	93.0
Total	12,241,048	84.5	82,312,181	85.1

※existing stores total
(excluding Isetan Matsudo store)
March: 99.1 Total: 98.9
(Apr. to Mar.)

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd,			
Merchandise Category	March	YoY (%)	Total April to March	YoY (%)
(Men's clothing)	6,390,440	107.0	69,530,581	97.5
(Women's clothing)	11,208,632	93.9	125,623,997	98.5
(Children's clothing)	3,953,327	97.6	17,807,590	97.6
(Formal wear and bedding)	1,061,802	82.7	13,733,189	88.9
Sales of apparel	22,614,201	97.3	226,695,357	97.5
Accessories	7,048,104	96.8	79,280,004	99.7
Sundry goods	12,299,135	101.9	140,326,462	103.9
Household	2,188,007	87.4	23,740,531	86.8
Foods	9,709,312	94.3	130,873,489	95.2
Restaurants & Cafés	1,063,496	95.6	12,490,344	93.1
Service	699,969	89.4	6,369,069	93.2
Others	1,609,544	84.2	14,505,545	88.6
Total	57,231,768	96.7	634,280,801	97.8

※existing stores total
(excluding Isetan Matsudo store)
March: 101.5 Total: 101.0
(Apr. to Mar.)

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 (%)
March	3,270,062	100.2	3,692,545	102.0	1,611,522	95.2	1,175,942	93.2
Total April to March	36,215,826	101.1	40,516,456	100.3	18,797,342	96.3	13,906,279	93.5
Operating Days (Mar.)	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 (%)
March	6,001,230	101.7	694,286	103.3	2,789,325	100.0	4,342,360	99.6	1,840,902	100.1	6,355,596	100.1	1,071,117	95.5	1,943,626	102.8	1,158,258	99.0	10,055,169	100.7	36,251,870	100.5
Total April to March	65,360,462	99.8	7,289,230	96.0	32,390,522	98.1	44,030,063	99.2	19,040,517	96.5	67,340,575	101.9	14,002,531	94.3	22,740,005	99.1	13,096,356	96.2	117,230,957	99.5	402,521,219	99.3

Grand Total

(Thousands of yen)	Sales	YoY (%)
March	93,483,638	98.1
Total April to March	1,036,802,020	98.4

※existing stores total
(excluding Isetan Matsudo store)
March: 101.1 Total: 100.3
(Apr. to Mar.)

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