# Isetan Mitsukoshi Holdings Ltd. Sales of Department Store Business Report August 2016

三越伊勢丹ホールディングス

15-Sep-16

## 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 | August | YoY (%) | Total April to August | YoY (%) | August | YoY (%) | Total April to August | YoY (%) | August | YoY (%) | Total April to August | YoY (%) | August | YoY (%) | Total April to August | YoY (%) |
| (Men's clothing) | 2,280,287 | 82.0 | 17,106,756 | 96.6 | 551,726 | 102.7 | 4,678,107 | 104.7 | 257,703 | 98.1 | 1,981,058 | 80.5 | 3,089,716 | 86.3 | 23,765,921 | 96.4 |
| (Women's clothing) | 3,389,504 | 89.7 | 21,554,697 | 93.8 | 1,800,367 | 92.3 | 12,232,038 | 97.5 | 802,686 | 103.6 | 5,406,963 | 82.5 | 5,992,557 | 92.1 | 39,193,698 | 93.1 |
| (Children's clothing) | 357,337 | 95.0 | 2,293,781 | 102.1 | 120,328 | 90.1 | 1,317,004 | 100.1 | 194,255 | 73.5 | 785,565 | 98.8 | 671,920 | 86.8 | 4,396,350 | 100.9 |
| (Formal wear and bedding) | 396,772 | 91.3 | 2,644,904 | 97.4 | 161,705 | 83.4 | 878,784 | 89.3 | 64,022 | 106.3 | 403,808 | 118.5 | 622,499 | 90.4 | 3,927,496 | 97.2 |
| Sales of apparel | 6,423,900 | 87.1 | 43,600,138 | 95.5 | 2,634,126 | 93.6 | 19,105,933 | 98.9 | 1,318,666 | 96.8 | 8,577,394 | 84.5 | 10,376,692 | 89.8 | 71,283,465 | 94.9 |
| Accessories | 2,618,512 | 97.5 | 14,759,729 | 95.4 | 932,657 | 95.3 | 5,475,397 | 99.2 | 763,183 | 78.5 | 5,011,750 | 82.4 | 4,314,352 | 93.0 | 25,246,876 | 93.3 |
| Sundry goods | 3,588,251 | 91.9 | 19,901,330 | 95.9 | 2,375,582 | 86.8 | 12,552,928 | 100.8 | 1,875,347 | 88.4 | 10,350,125 | 97.0 | 7,839,180 | 89.4 | 42,804,383 | 97.5 |
| Household | 766,877 | 101.9 | 4,480,248 | 86.8 | 607,843 | 80.7 | 3,903,654 | 87.1 | 125,874 | 66.2 | 781,529 | 66.9 | 1,500,594 | 88.5 | 9,165,431 | 84.8 |
| Foods | 2,241,365 | 92.4 | 14,460,364 | 100.0 | 2,564,306 | 97.6 | 19,058,327 | 99.3 | 1,059,575 | 94.8 | 6,435,854 | 98.8 | 5,865,246 | 95.0 | 39,954,545 | 99.4 |
| Restaurants & Cafés | 428,590 | 92.2 | 2,200,458 | 95.9 | 205,813 | 91.4 | 1,004,598 | 95.2 | 41,560 | 85.1 | 211,864 | 73.5 | 675,963 | 91.5 | 3,416,920 | 93.9 |
| Service | 247,941 | 95.6 | 1,419,405 | 101.2 | 86,328 | 101.4 | 545,722 | 30.7 | 19,157 | 143.9 | 116,614 | 125.0 | 353,426 | 98.8 | 2,081,741 | 63.6 |
| Others | 291,612 | 110.0 | 1,960,623 | 110.5 | 696,062 | 105.1 | 4,470,515 | 105.1 | 63,460 | 90.8 | 484,008 | 103.5 | 1,051,134 | 105.4 | 6,915,146 | 106.4 |
| Total | 16,607,048 | 91.6 | 102,782,295 | 96.1 | 10,102,717 | 92.8 | 66,117,074 | 97.1 | 5,266,822 | 89.3 | 31,969,138 | 90.2 | 31,976,587 | 91.6 | 200,868,507 | 95.4 |
| Operating Days | 28 | −1 | 150 | −1 | 29 | 0 | 151 | 0 | 28 | −1 | 150 | −1 | — | — | — | — |

| (Thousands of yen) | Total of Isetan Mitsukoshi Ltd. branch stores | | | |
|---|---|---|---|---|
| Merchandise Category | August | YoY (%) | Total April to August | YoY (%) |
| (Men's clothing) | 494,163 | 83.1 | 4,172,550 | 90.7 |
| (Women's clothing) | 1,626,376 | 85.5 | 12,012,313 | 91.6 |
| (Children's clothing) | 227,033 | 82.2 | 1,753,167 | 92.6 |
| (Formal wear and bedding) | 439,284 | 91.7 | 2,488,596 | 96.0 |
| Sales of apparel | 2,786,856 | 85.7 | 20,426,626 | 92.0 |
| Accessories | 1,053,693 | 89.5 | 6,763,634 | 93.5 |
| Sundry goods | 1,427,202 | 95.2 | 7,595,585 | 98.2 |
| Household | 332,835 | 85.3 | 1,872,778 | 89.0 |
| Foods | 2,750,555 | 87.0 | 16,386,913 | 90.9 |
| Restaurants & Cafés | 507,220 | 90.1 | 2,606,989 | 95.0 |
| Service | 108,383 | 85.6 | 669,649 | 92.0 |
| Others | 48,698 | 59.8 | 395,394 | 73.6 |
| Total | 9,015,442 | 88.0 | 56,717,568 | 92.5 |

| (Thousands of yen) | Total of Isetan Mitsukoshi Ltd. | | | |
|---|---|---|---|---|
| Merchandise Category | August | YoY (%) | Total April to August | YoY (%) |
| (Men's clothing) | 3,583,878 | 85.8 | 27,938,469 | 95.5 |
| (Women's clothing) | 7,618,932 | 90.6 | 51,206,008 | 92.8 |
| (Children's clothing) | 898,953 | 85.6 | 6,149,515 | 98.4 |
| (Formal wear and bedding) | 1,061,783 | 90.9 | 6,416,090 | 96.7 |
| Sales of apparel | 13,163,546 | 88.9 | 91,710,082 | 94.2 |
| Accessories | 5,368,044 | 92.3 | 32,010,506 | 93.3 |
| Sundry goods | 9,266,379 | 90.3 | 50,399,963 | 97.6 |
| Household | 1,833,429 | 87.9 | 11,038,209 | 85.4 |
| Foods | 8,615,802 | 92.3 | 56,341,461 | 96.8 |
| Restaurants & Cafés | 1,183,183 | 90.9 | 6,023,906 | 94.4 |
| Service | 461,809 | 95.3 | 2,751,394 | 68.8 |
| Others | 1,099,836 | 101.9 | 7,310,553 | 103.9 |
| Total | 40,992,028 | 90.8 | 257,586,074 | 94.8 |

| 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 (%) |
| August | 2,195,886 | 91.7 | 1,175,683 | 90.0 | 2,502,958 | 90.5 | 1,319,111 | 83.4 | 1,050,387 | 78.1 | 771,417 | 90.1 |
| Total April to August | 14,094,636 | 94.1 | 7,283,791 | 93.8 | 15,963,272 | 96.6 | 8,195,144 | 88.8 | 6,347,116 | 83.2 | 4,833,609 | 93.0 |
| Operating Days | 29 | 0 | 29 | 0 | 29 | 0 | 29 | 0 | 29 | −1 | 29 | 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 (%) |
| August | 4,502,544 | 98.5 | 583,558 | 98.6 | 2,204,187 | 91.4 | 3,024,071 | 95.3 | 1,250,342 | 94.6 | 4,379,051 | 88.1 | 1,082,202 | 97.1 | 1,451,913 | 95.4 | 926,297 | 92.9 | 8,080,359 | 95.8 | 27,484,523 | 94.4 |
| Total April to August | 23,995,706 | 99.5 | 3,139,886 | 97.1 | 13,286,900 | 94.4 | 17,895,585 | 98.8 | 7,569,586 | 98.2 | 26,486,047 | 93.9 | 6,329,409 | 98.4 | 8,988,793 | 98.6 | 5,670,136 | 95.2 | 45,073,402 | 97.8 | 158,435,451 | 97.2 |

## Grand Total

| (Thousands of yen) | | |
|---|---|---|
| | Sales | YoY (%) |
| August | 68,476,550 | 92.2 |
| Total April to August | 416,021,525 | 95.7 |

∗ Contact: Corporate Administration Division Isetan Mitsukoshi Holdings Ltd. mail : support_sh@imhds.co.jp