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

December 14, 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	November	YoY (%)	Total April to November	YoY (%)	November	YoY (%)	Total April to November	YoY (%)	November	YoY (%)	Total April to November	YoY (%)	November	YoY (%)	Total April to November	YoY (%)
(Men's clothing)	4,367,817	104.5	30,064,737	103.6	990,788	85.4	6,249,529	85.3	456,619	103.3	3,374,839	102.9	5,815,224	100.6	39,689,105	100.2
(Women's clothing)	5,569,240	103.9	41,700,845	110.3	1,986,565	82.0	15,153,971	91.5	1,219,057	94.8	9,704,922	105.6	8,774,862	96.7	66,559,738	104.7
(Children's clothing)	532,545	96.9	4,375,869	102.1	238,415	100.5	2,160,868	100.4	115,671	97.6	1,371,951	110.6	886,631	97.9	7,908,688	103.0
(Formal wear and bedding)	560,841	95.0	4,081,359	97.4	176,557	90.5	1,512,740	98.5	65,298	106.0	587,887	97.2	802,696	94.8	6,181,986	97.6
Sales of apparel	11,030,443	103.3	80,222,810	106.5	3,392,325	84.5	25,077,108	90.9	1,856,645	97.3	15,039,599	105.1	16,279,413	98.0	120,339,517	102.7
Accessories	3,018,522	99.4	24,479,156	105.7	1,166,368	101.9	8,166,570	93.8	1,087,193	102.3	9,196,608	110.9	5,272,083	100.5	41,842,334	104.2
Sundry goods	5,759,896	122.6	41,345,087	117.9	2,610,972	105.1	18,788,362	94.4	2,708,496	103.5	21,731,333	109.6	11,079,364	113.1	81,864,782	109.5
Household	895,242	85.1	6,565,191	89.2	668,240	84.5	5,366,502	87.7	156,775	94.9	1,274,871	96.0	1,720,257	85.7	13,206,564	89.2
Foods	4,718,576	110.9	25,142,315	104.7	6,451,370	97.9	28,856,515	97.8	1,657,569	97.7	10,644,691	99.4	12,827,515	102.3	64,643,521	100.6
Restaurants & Cafés	442,376	101.3	3,678,005	105.1	127,345	82.7	1,023,463	74.6	35,889	86.5	307,115	92.7	605,610	95.8	5,008,583	96.2
Service	335,554	94.9	2,179,523	99.3	130,006	98.6	903,588	105.0	44,322	108.0	243,586	107.7	509,882	96.9	3,326,697	101.4
Others	301,391	80.7	2,070,863	76.3	1,071,256	89.3	6,241,182	91.0	170,858	126.4	854,358	111.0	1,543,505	90.4	9,166,403	88.6
Total	26,502,000	106.5	185,682,950	107.1	15,617,882	94.6	94,423,290	93.6	7,717,747	100.7	59,292,161	106.3	49,837,629	101.6	339,398,401	102.8
Operating Days	30	–	244	–	30	–	244	–	30	–	244	–	—	—	—	—

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd, branch stores			
Merchandise Category	November	YoY (%)	Total April to November	YoY (%)
(Men's clothing)	810,273	79.1	5,241,464	85.2
(Women's clothing)	2,072,328	79.0	14,995,774	84.6
(Children's clothing)	249,579	86.5	2,044,136	85.1
(Formal wear and bedding)	368,224	74.5	2,932,419	79.2
Sales of apparel	3,500,404	79.0	25,213,793	84.1
Accessories	1,036,631	85.9	8,624,126	89.6
Sundry goods	1,360,974	89.1	10,494,840	91.8
Household	267,221	77.8	2,030,788	81.7
Foods	3,298,821	80.3	19,291,150	82.3
Restaurants & Cafés	421,914	87.5	3,339,515	87.5
Service	136,159	66.3	775,455	71.0
Others	36,941	83.6	301,466	88.5
Total	10,059,065	81.5	70,071,133	85.2

※existing stores total
(excluding Isetan Matsudo store)
November: 95.1 Total: 99.1
(Apr. to Nov.)

(Thousands of yen)	Total of Isetan Mitsukoshi Ltd,			
Merchandise Category	November	YoY (%)	Total April to November	YoY (%)
(Men's clothing)	6,625,497	97.4	44,930,569	98.1
(Women's clothing)	10,847,192	92.7	81,555,518	100.3
(Children's clothing)	1,136,210	95.2	9,952,820	98.7
(Formal wear and bedding)	1,170,921	87.3	9,114,405	90.8
Sales of apparel	19,779,820	94.0	145,553,312	98.9
Accessories	6,308,714	97.8	50,466,460	101.4
Sundry goods	12,440,339	109.8	92,359,620	107.1
Household	1,987,478	84.5	15,237,348	88.1
Foods	16,126,339	96.9	83,934,671	95.7
Restaurants & Cafés	1,027,524	92.2	8,348,098	92.6
Service	646,041	88.3	4,102,151	93.8
Others	1,580,440	90.2	9,467,872	88.6
Total	59,896,695	97.5	409,469,532	99.3

※existing stores total
(excluding Isetan Matsudo store)
November: 100.4 Total: 102.2
(Apr. to Nov.)

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 (%)
November	3,344,387	97.4	3,731,659	96.8	1,730,219	91.6	1,252,800	89.2
Total April to November	23,159,074	101.8	25,827,978	100.1	12,116,409	96.3	8,967,672	93.6
Operating Days (Nov.)	30	–	30	–	30	–	30	–

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 (%)
November	6,002,756	106.5	627,469	96.0	2,957,776	100.5	4,027,887	99.4	1,689,105	96.4	5,856,875	100.2	1,353,538	99.2	2,085,593	100.7	1,328,013	97.7	10,946,726	99.0	36,875,738	100.4
Total April to November	41,212,631	99.7	4,611,960	95.2	20,622,886	97.5	28,097,557	98.8	12,046,704	95.7	42,994,735	103.6	9,134,486	93.7	14,489,500	99.9	8,471,060	95.3	75,234,056	99.7	256,915,574	99.4

Grand Total

(Thousands of yen)	Sales	YoY (%)
November	96,772,432	98.6
Total April to November	666,385,107	99.4

※existing stores total
(excluding Isetan Matsudo store)
November: 100.4 Total: 101.1
(Apr. to Nov.)

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