

Numerical Facts About the Isetan Mitsukoshi Group

The Isetan Mitsukoshi Group is a retail Group consisting of approximately 23,000 employees from more than 60 Group companies*1. It boasts the highest sales among department stores in Japan. It engages in business activities in four segments*2: the department store business, the sales of which account for around 80% of total sales, the credit & finance business/customer organization management business, the real estate business, and other businesses. The Group has the four brands of Mitsukoshi, Isetan, Iwataya, and Marui Imai, operating 22 department stores and around 130 small and midsize stores all over Japan and a total of 34 overseas stores, which are located mainly in China and Southeast Asia.

Connecting People and Bridging Times the Isetan Mitsukoshi Group

Customers

MI Card Membership
Approximately
3.4
million members



Shareholders

Number of shareholders
Approximately
220,000



Business Partners



Number of business partners of
department stores in Japan
Approximately
24,000 companies

Local Communities / Society

Annual customer traffic
Approximately
250 million



Employees



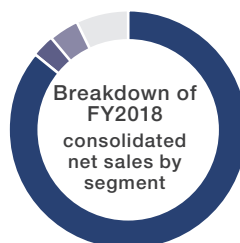
Number of Group employees
Approximately
23,000

FY2018 consolidated net sales

1,196.8 billion yen

Ranked **6th** among retailers in Japan

Ranked **1st** among department stores in Japan



■ Department store business	86%
■ Credit & finance business /customer organization management business	3%
■ Real estate business	4%
■ Other businesses	7%

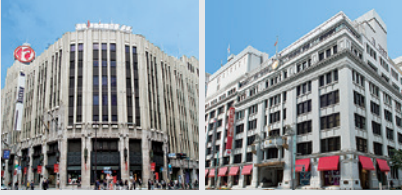
115 years after the Department Store Declaration in 1904, the Isetan Mitsukoshi Group, which connects people and bridges times, will evolve further to become department stores in the new era that make use of the power of IT, stores, and people.

*1: Including nine equity method affiliates

*2: The retail & specialty store business was excluded from the business segments in FY2018.

Businesses of the Isetan Mitsukoshi Group

Department Store Business



The Group develops a wide range of store networks in Japan and overseas centered on those in the Tokyo Metropolitan area, the largest market in Japan.

Real Estate Business



Owens excellent stores in Shinjuku, Nihombashi, and Ginza.

Finance Business



Approximately 16% of all households in Japan with an annual income of 20 million yen or more are MI Card members.

Stores of the Isetan Mitsukoshi Group



The four brands

Mitsukoshi Isetan
Marui Imai Iwataya



Domestic

Stores in Japan

22 department stores
in Japan

Approximately
130 small and
midsize stores



Overseas



Overseas stores

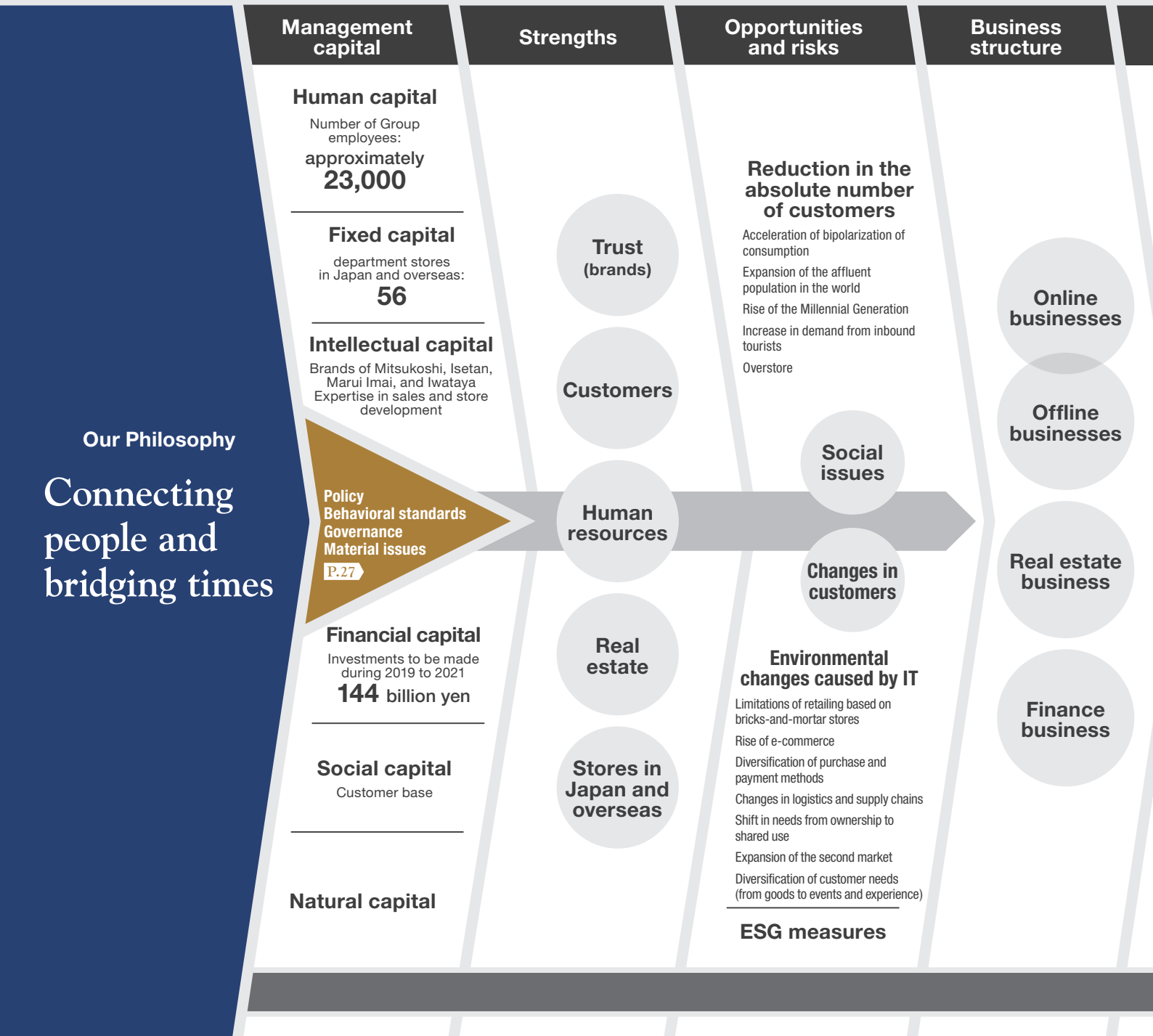
34 overseas stores

19
Isetan Mitsukoshi
stores

15
Shinko Mitsukoshi
stores



Process of Value Creation by the Isetan Mitsukoshi Group



Since its foundation, the Isetan Mitsukoshi Group has continued evolving by innovating its business models according to the changes of the times and bridging customers with goods and events.

While the environment surrounding the industry has been changing rapidly, the Isetan Mitsukoshi Group will continue trying to achieve greater innovative changes than ever by taking the environmental changes as opportunities. We will create department stores in the new era by connecting our brands, customers, human resources, real estate, and domestic and overseas stores, which are our strengths, with businesses by using the power of IT, stores, and people. In addition, by responding to changing social issues and requests, we will build relationships of trust with all our stakeholders, including our customers, shareholders, investors, business partners, employees, and local communities. Through these efforts, we will enhance our corporate value and continue to grow sustainably.

