Isetan Mitsukoshi Holdings Monthly Sales Flash Report September 2024
Domestic Department Store Business

Oct 1st, 2024

■We have applied revenue recognition standard from FY2021. The disclosure of the Department Store Business sales by store remains on conventional standard.

Isetan Mitsukoshi Ltd. Stores Sales
(Tokyo Metropolitan Area)

Isetan Mitsukoshi	YoY (%)	Total Apr to Sep
Isetan Shinjuku Main Store	100.7%	118.7%
Mitsukoshi Nihombashi Main Store	102.9%	109.7%
Mitsukoshi Ginza Store	112.2%	125.8%
Isetan Tachikawa Store	99.6%	98.6%
Isetan Urawa Store	92.0%	93.5%

	YoY (%)	Total Apr to Sep
Sub Total (Isetan Mitsukoshi) (A)	102.4%	115.3%

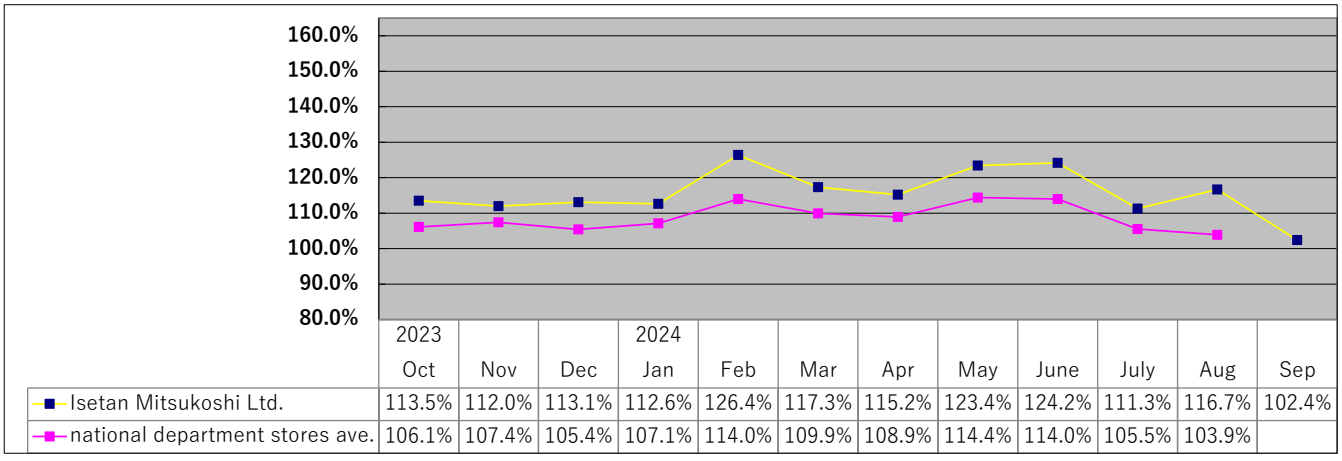
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Sep
Sapporo Marui Mitsukoshi Ltd.	101.1%	104.0%
Hakodate Marui Imai Ltd.	92.3%	96.8%
Sendai Mitsukoshi Ltd.	94.5%	94.3%
Niigata Isetan Mitsukoshi Ltd.	88.7%	94.5%
Shizuoka Isetan Ltd.	106.4%	97.3%
Nagoya Mitsukoshi Ltd.	105.1%	103.7%
Hiroshima Mitsukoshi Ltd.	85.3%	84.2%
Takamatsu Mitsukoshi Ltd.	108.6%	105.1%
Matsuyama Mitsukoshi Ltd.	95.2%	92.7%
Iwataya Mitsukoshi Ltd.	101.2%	112.9%

	YoY (%)	Total Apr to Sep
Sub Total (Regional Store) (B)	100.1%	104.1%

	YoY (%)	Total Apr to Sep
Sub Total (Isetan Mitsukoshi Group) (A+B)	101.6%	111.2%

Monthly sales change for the past one year (year on year)
[Isetan Mitsukoshi Ltd. (Tokyo Metropolitan Area) ・national department stores average]



	2023 Oct	Nov	Dec	2024 Jan	Feb	Mar	Apr	May	June	July	Aug	Sep
Isetan Mitsukoshi Ltd.	113.5%	112.0%	113.1%	112.6%	126.4%	117.3%	115.2%	123.4%	124.2%	111.3%	116.7%	102.4%
national department stores ave.	106.1%	107.4%	105.4%	107.1%	114.0%	109.9%	108.9%	114.4%	114.0%	105.5%	103.9%	

■Sales of high-value-added products continued to drive sales, mainly at Isetan Shinjuku, Mitsukoshi Nihombashi, and Mitsukoshi Ginza stores, resulting in a year-on-year sales ratio of 102.4% for Isetan Mitsukoshi Ltd. and 101.6% in total for domestic department stores. In addition, both main stores and the Mitsukoshi Ginza store have outperformed fiscal 2018 for 15 consecutive months. Isetan Shinjuku main store held special event for customers in August this year and in September last year, and sales at the Isetan Shinjuku main store for the two months of August and September totaled 113.0% of the previous year's level.

■As temperatures dropped in the second half of September, there was an increased interest in lightweight jackets and outerwear and other fall/winter items. Luxury and designer brand handbags, jewelry, cosmetics, and other items sold well.

■Tax-free sales exceeded the previous year's level, and interest in high-value-added products such as luxury brand handbags and purses, watches and cosmetics continued to be high, as with the overall purchasing trend in the domestic department store total (existing stores).

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