Isetan Mitsukoshi Holdings Monthly Sales Report October 2024
Domestic Department Store Business

November 15, 2024

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

Isetan Mitsukoshi Ltd. Stores Sales (Tokyo Metropolitan area)

Store	YoY (%)	Total April to Oct
Isetan Shinjuku Main store	105.7%	114.7%
Mitsukoshi Nihombashi Main store	100.2%	107.8%
Mitsukoshi Ginza store	110.1%	123.3%
Isetan Tachikawa store	99.2%	98.7%
Isetan Urawa store	86.9%	92.5%

	YoY (%)	Total April to Oct
Sub Total (Isetan Mitsukoshi) (A)	103.8%	112.5%

Domestic Regional Companies Sales

Company	YoY (%)	Total April to Oct
Sapporo Marui Mitsukoshi Ltd.	98.1%	103.1%
Hakodate Marui Imai Ltd.	89.9%	95.7%
Sendai Mitsukoshi Ltd.	99.9%	95.1%
Niigata Isetan Mitsukoshi Ltd.	90.4%	93.9%
Shizuoka Isetan Co., Ltd.	93.5%	96.7%
Nagoya Mitsukoshi Ltd.	100.4%	103.2%
Hiroshima Mitsukoshi Ltd.	83.4%	84.1%
Takamatsu Mitsukoshi Ltd.	92.5%	103.2%
Matsuyama Mitsukoshi Ltd.	83.2%	91.3%
Iwataya Mitsukoshi Ltd.	101.8%	111.2%

	YoY (%)	Total April to Oct
Sub Total (Regional Stores) (B)	97.8%	103.1%

	YoY (%)	Total April to Oct
Sub Total (Isetan Mitsukoshi group) (A+B)	101.7%	109.3%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Oct	Total FY2024	Oct	Total FY2024	Oct	Total FY2024	Oct	Total FY2024	Oct	Total FY2024	Oct	Total FY2024
Men's clothing	103.2	115.4	97.9	106.1	88.9	111.7	101.5	114.0	100.6	112.5	97.6	109.9
Women's clothing	110.0	116.6	97.5	108.9	117.2	117.9	108.9	115.6	107.0	114.0	102.9	110.3
Children's clothing	108.3	107.2	98.9	106.7	117.7	127.4	107.7	109.5	104.9	107.6	104.8	99.8
Kimono, bedding, others	88.2	99.3	104.2	100.9	102.9	107.5	93.3	100.3	92.0	98.3	90.5	98.7
Clothing Total	106.7	115.1	98.0	107.5	110.7	117.0	105.8	114.2	104.1	112.4	101.0	109.0
Accessories, Handbags, etc.	108.6	117.3	110.5	114.6	129.4	147.6	114.2	123.3	110.3	118.6	106.0	116.2
Cosmetics	118.6	122.8	96.3	107.5	126.0	136.1	118.3	124.8	116.2	122.4	111.2	117.3
Arts, Jewelry, Precious Metals, etc.	110.5	135.5	98.8	115.6	88.7	121.2	102.5	126.3	101.9	125.4	103.6	122.4
Other General goods	78.9	86.3	91.6	103.9	131.2	126.5	87.0	94.0	89.2	95.3	90.4	95.2
General goods Total	110.4	125.8	97.9	113.8	104.3	127.3	106.2	123.1	105.4	121.8	105.3	118.6
Household goods	84.8	100.9	104.8	104.6	116.8	106.4	93.8	102.7	93.2	101.3	93.6	97.2
Foods	97.0	96.5	99.9	101.4	100.7	102.8	98.5	99.1	98.8	98.8	98.1	97.3
Restaurants & Cafés	98.6	105.0	127.1	110.6	98.5	111.6	102.8	106.1	101.8	105.0	100.4	103.8
Services	104.2	98.5	96.0	108.0	96.0	97.3	101.1	100.6	98.8	99.6	95.2	98.0
Others	85.7	115.5	82.6	85.0	54.8	55.6	79.5	88.7	83.8	89.7	81.9	86.6
Total	105.7	114.7	100.2	107.8	110.1	123.3	105.2	114.5	103.8	112.5	101.7	109.3
Operating Days unit:days	31	214	31	214	31	214	—	—	—	—	—	—

October Overview

■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 103.8% for Isetan Mitsukoshi Ltd. and 101.7% in total for domestic department stores.

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

■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).

November Current Overview

■In terms of cumulative store sales through November 14, as in the past, there was strong interest in high-value-added products such as autumn/winter items of luxury and designer brands, jewelry, regardless of domestic and overseas customers. Tax-free sales also continued to exceed the previous year's level. Seasonal items, which had been sluggish until October, also recovered, with coats and sweaters selling well. Sales at Isetan Mitsukoshi and department stores in Japan increased YoY to 107.1% and 103.4%, respectively.

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