Isetan Mitsukoshi Holdings Monthly Sales Report August 2025

Domestic Department Store Business

September 16, 2025

■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 FY2025
Isetan Shinjuku Main store	92.0%	94.3%
Mitsukoshi Nihombashi Main store	108.5%	100.9%
Mitsukoshi Ginza store	108.2%	97.2%
Isetan Tachikawa store	101.8%	98.1%
Isetan Urawa store	104.8%	97.6%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi) (A)	98.6%	96.4%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2025
Sapporo Marui Mitsukoshi Ltd.	99.7%	95.5%
Hakodate Marui Imai Ltd.	93.1%	88.9%
Sendai Mitsukoshi Ltd.	102.8%	95.9%
Niigata Isetan Mitsukoshi Ltd.	103.0%	100.1%
Shizuoka Isetan Co., Ltd.	109.2%	96.1%
Nagoya Mitsukoshi Ltd.	98.2%	94.9%
Hiroshima Mitsukoshi Ltd.	90.9%	90.1%
Takamatsu Mitsukoshi Ltd.	105.0%	97.0%
Matsuyama Mitsukoshi Ltd.	96.1%	89.2%
Iwataya Mitsukoshi Ltd.	109.9%	94.5%

	YoY (%)	Total FY2025
Sub Total (Regional Stores) (B)	103.8%	95.3%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi group) (A+B)	100.3%	96.1%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	August	Total FY2025	August	Total FY2025	August	Total FY2025	August	Total FY2025	August	Total FY2025	August	Total FY2025
Men's clothing	84.8	91.9	104.9	99.9	99.2	91.9	87.5	92.8	88.7	93.2	89.8	91.8
Women's clothing	92.8	95.4	109.5	96.2	97.4	93.7	95.3	95.3	95.6	95.1	97.1	94.0
Children's clothing	93.7	92.7	94.9	92.1	100.2	95.9	94.9	92.9	95.0	93.0	96.8	94.5
Kimono, bedding, others	94.7	88.9	114.6	98.5	97.7	103.1	98.8	92.1	102.3	95.3	96.4	94.7
Clothing Total	90.1	93.8	107.7	96.6	97.9	93.7	92.9	94.2	93.6	94.4	95.1	93.5
Accessories, Handbags, etc.	92.1	88.9	109.8	102.9	123.7	106.5	104.2	96.7	104.7	96.8	104.0	93.9
Cosmetics	99.1	100.6	109.4	100.9	113.6	104.3	104.0	101.7	104.2	101.6	104.4	100.7
Arts, Jewelry, Precious Metals, etc.	86.9	90.5	101.9	100.5	106.3	81.5	94.5	91.7	94.8	91.7	99.8	94.5
Other General goods	95.1	82.9	133.3	108.8	64.0	81.7	101.6	88.0	102.2	89.7	105.2	91.4
General goods Total	91.8	93.4	106.2	101.1	106.8	91.0	98.1	94.6	98.5	94.7	101.7	96.4
Household goods	93.8	104.5	116.7	108.8	115.9	106.1	102.2	106.1	102.1	105.7	106.8	105.1
Foods	97.7	101.0	110.7	102.1	102.1	102.3	102.3	101.6	101.5	101.2	101.6	100.3
Restaurants & Cafés	98.5	96.0	117.9	108.8	88.9	93.3	102.3	98.5	104.4	99.8	105.4	100.1
Services	103.0	109.1	124.2	112.3	83.6	89.6	105.9	108.1	105.5	106.8	104.3	102.7
Others	71.7	94.6	102.0	94.9	97.0	94.8	92.9	94.8	93.4	95.2	95.7	94.4
Total	92.0	94.3	108.5	100.9	108.2	97.2	98.2	96.3	98.6	96.4	100.3	96.1
Operating Days unit:days	31	153	31	153	31	153	—	—	—	—	—	—

August Overview

■Sales compared to the previous year were 99.1% for Isetan Mitsukoshi Ltd. in total and 100.7% for domestic department stores as a whole. Excluding the impact of the change in the date of the invitational event for valued customers at Isetan Shinjuku Main Store, the actual year-on-year comparison (compared to the period prior to the event in the previous year) was 106.0% for Isetan Shinjuku Main Store, 106.5% for Isetan Mitsukoshi Ltd. in total, and 104.9% for all domestic department stores in total.

＊The Isetan Shinjuku Main Store customer invitation event is scheduled to be held from September 5th to 7th, 2025. In 2024, it was held from August 30th to September 1st.

■Identified customer sales, which are the core of our sales, have been strong. Our proposals to customers who are connected by digital and power of peopleto have evolved and continue to receive strong support.
Although their share of overall sales is relatively low, overseas customer sales are also recovering smoothly.

■We are working on projects for communities with strong interests, such as "Disney THE MARKET 2025 in Mitsukoshi Nihombashi Main Store" and "SHINJUKU ART WEEK BLUE LOCK × ISETAN" The highly sensitive and sophisticated and high-quality proposals have been well received, attracting many customers to the store and becoming an opportunity for differentiation.

September Current Overview

Compared to the previous year, cumulative in-store sales up to September 15th were 117% for Isetan Mitsukoshi Ltd. in total and 108% for domestic department stores as a whole, thanks in part to the "tansei-kai"held at Isetan Shinjuku main store, and"Mitsukoshi Autumn ippin-kai" events. In particular, the expansion of usage by customers who are connected by digital and power of people is progressing smoothly, with domestic identified customer sales driving the overall figure.

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