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

April 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 Mar
Isetan Shinjuku Main Store	119.2%	117.8%
Mitsukoshi Nihombashi Main Store	116.8%	111.5%
Mitsukoshi Ginza Store	125.8%	135.6%
Isetan Tachikawa Store	99.4%	106.5%
Isetan Urawa Store	100.2%	103.8%

	YoY (%)	Total Apr to Mar
Sub Total (Isetan Mitsukoshi) (A)	117.3%	117.3%

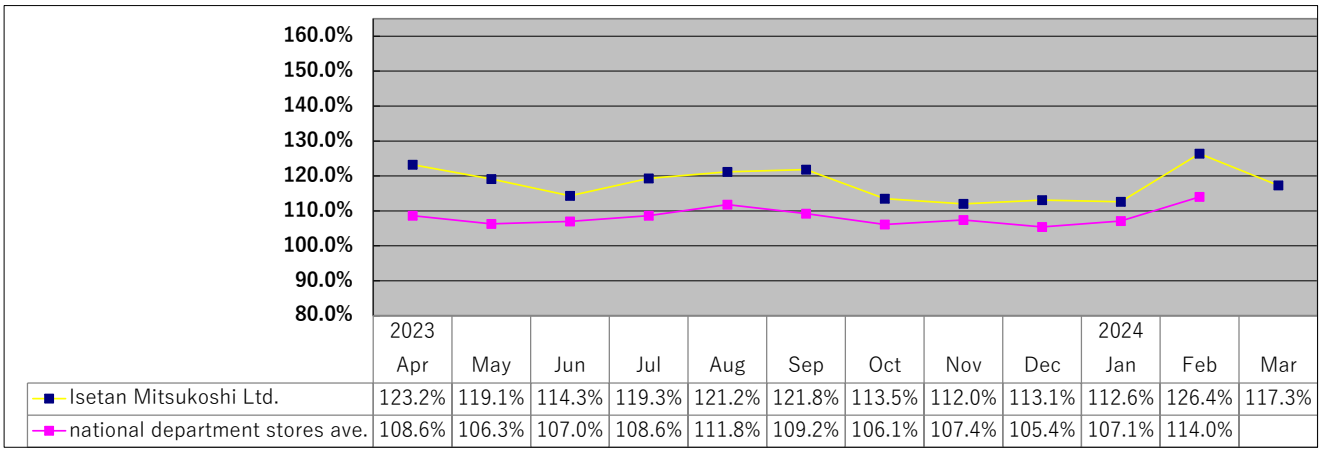
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Mar
Sapporo Marui Mitsukoshi Ltd.	105.3%	110.3%
Hakodate Marui Imai Ltd.	95.7%	101.7%
Sendai Mitsukoshi Ltd.	105.8%	102.2%
Niigata Isetan Mitsukoshi Ltd.	94.4%	100.9%
Shizuoka Isetan Ltd.	94.8%	97.1%
Nagoya Mitsukoshi Ltd.	97.2%	106.9%
Hiroshima Mitsukoshi Ltd.	93.8%	96.9%
Takamatsu Mitsukoshi Ltd.	100.1%	103.4%
Matsuyama Mitsukoshi Ltd.	103.3%	95.7%
Iwataya Mitsukoshi Ltd.	116.9%	113.6%

	YoY (%)	Total Apr to Mar
Sub Total (Regional Store) (B)	105.0%	107.3%

	YoY (%)	Total Apr to Mar
Sub Total (Isetan Mitsukoshi Group) (A+B)	112.5%	113.5%

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



	2023 Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Jan	Feb	Mar
Isetan Mitsukoshi Ltd.	123.2%	119.1%	114.3%	119.3%	121.2%	121.8%	113.5%	112.0%	113.1%	112.6%	126.4%	117.3%
national department stores ave.	108.6%	106.3%	107.0%	108.6%	111.8%	109.2%	106.1%	107.4%	105.4%	107.1%	114.0%	

■Sales of high-value-added products continued to drive sales, particularly at the Isetan Shinjuku Main Store, Mitsukoshi Nihombashi Main Store, and Mitsukoshi Ginza Store, with year-on-year sales growth of 117.3% for the total of Isetan Mitsukoshi Ltd. and 112.5% for the total of domestic department stores. In addition, both main stores and the Mitsukoshi Ginza Store have outperformed fiscal 2018 for nine consecutive months.

■In categories, sales of handbags, jewelry/watches, and cosmetics continued to grow. In the clothing category, there was movement in new spring/summer items, mainly luxury and designer brands, as well as in occasion needs. In the food category, Western-style confectioneries and Japanese-style confectioneries were particularly popular due to demand for gifts and souvenirs.

■Tax-free sales exceeded the level of February, when Chinese New Year was celebrated, and were the second highest single month following last December. As with the overall purchasing trend, interest in high-value-added products such as luxury brand handbags and purses, jewelry, watches, and cosmetics continued to be high.

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