# Isetan Mitsukoshi Holdings Monthly Sales Flash Report December 2021
## Domestic Department Store Business

January 4, 2022

■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 Dec |
|---|---|---|
| Isetan Shinjuku Main Store | 117.7% | 129.4% |
| Mitsukoshi Nihombashi Main Store | 109.0% | 120.6% |
| Mitsukoshi Ginza Store | 121.3% | 129.3% |
| Isetan Tachikawa Store | 101.4% | 106.6% |
| Isetan Urawa Store | 107.7% | 120.6% |

| | YoY (%) | Total Apr to Dec |
|---|---|---|
| Sub Total (Isetan Mitsukoshi) (A) | 114.0% | 124.7% |

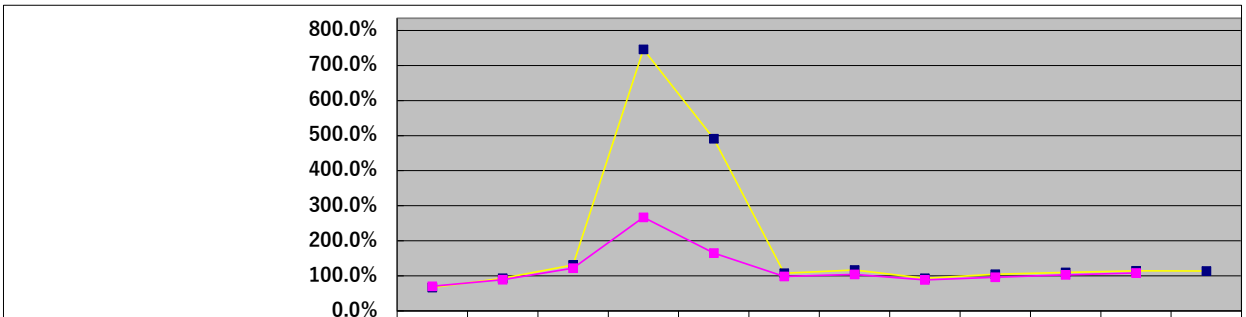
### Domestic Regional Companies Sales

| Regional Companies | YoY (%) | Total Apr to Dec |
|---|---|---|
| Sapporo Marui Mitsukoshi Ltd. | 109.7% | 110.0% |
| Hakodate Marui Imai Ltd. | 96.9% | 99.7% |
| Sendai Mitsukoshi Ltd. | 101.7% | 106.4% |
| Niigata Isetan Mitsukoshi Ltd. | 102.1% | 111.9% |
| Shizuoka Isetan Ltd. | 103.2% | 108.3% |
| Nagoya Mitsukoshi Ltd. | 102.0% | 108.6% |
| Hiroshima Mitsukoshi Ltd. | 105.7% | 96.8% |
| Takamatsu Mitsukoshi Ltd. | 100.1% | 116.5% |
| Matsuyama Mitsukoshi Ltd. | 95.2% | 74.6% |
| Iwataya Mitsukoshi Ltd. | 111.5% | 115.5% |

| | YoY (%) | Total Apr to Dec |
|---|---|---|
| Sub Total (Regional Store) (B) | 105.8% | 109.9% |

| | YoY (%) | Total Apr to Dec |
|---|---|---|
| Sub Total (Isetan Mitsukoshi Group) (A+B) | 110.5% | 118.0% |

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




| | 2021 Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Isetan Mitsukoshi Ltd. | 66.8% | 92.8% | 131.1% | 746.3% | 490.9% | 107.3% | 116.6% | 92.8% | 104.7% | 109.5% | 114.5% | 114.0% |
| national department stores ave. | 70.3% | 89.3% | 121.8% | 267.0% | 165.2% | 98.4% | 104.2% | 88.3% | 95.7% | 102.9% | 108.1% | |

■The nationwide downward trend in the number of COVID-19 infections continues, and the YoY growth rate in total sales at Isetan Mitsukoshi Group Stores (domestic department stores) was the same as in November. In-store sales by Japanese customers continued to approach 2018 levels at domestic department stores, and Isetan Mitsukoshi's (5 Tokyo metropolitan area stores) total exceeded the results for the same year.

■At the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store, high-value-added products' sales such as watches, jewelry, handbags, and luxury brands, remained strong due to increased consumer demand in the holiday season. At Isetan Shinjuku Main Store, sales of coats, accessories, and other items were robust, at more than 1.3x the previous year, due to demand for replacement purchases and purchasing several items, and also due to cold-prevention needs and an increase in opportunities to go out.

■Tax-free sales were higher than the previous year at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) total and at Isetan Mitsukoshi Group Stores (domestic department stores).


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