Isetan Mitsukoshi Holdings Monthly Sales Report May 2025

Domestic Department Store Business

June 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	96.8%	98.0%
Mitsukoshi Nihombashi Main store	101.7%	101.6%
Mitsukoshi Ginza store	96.5%	99.8%
Isetan Tachikawa store	100.3%	99.1%
Isetan Urawa store	97.4%	97.9%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi) (A)	97.9%	99.0%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2025
Sapporo Marui Mitsukoshi Ltd.	95.7%	94.9%
Hakodate Marui Imai Ltd.	89.0%	84.0%
Sendai Mitsukoshi Ltd.	93.5%	94.3%
Niigata Isetan Mitsukoshi Ltd.	103.9%	102.1%
Shizuoka Isetan Co., Ltd.	92.5%	95.3%
Nagoya Mitsukoshi Ltd.	94.2%	94.1%
Hiroshima Mitsukoshi Ltd.	87.8%	87.2%
Takamatsu Mitsukoshi Ltd.	95.2%	97.7%
Matsuyama Mitsukoshi Ltd.	95.2%	92.6%
Iwataya Mitsukoshi Ltd.	93.0%	94.0%

	YoY (%)	Total FY2025
Sub Total (Regional Stores) (B)	94.5%	94.8%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi group) (A+B)	96.8%	97.7%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	May	Total FY2025	May	Total FY2025	May	Total FY2025	May	Total FY2025	May	Total FY2025	May	Total FY2025
Men's clothing	94.7	95.7	102.7	97.7	84.4	93.5	94.7	95.7	94.9	95.7	92.4	93.1
Women's clothing	95.7	98.9	96.1	94.8	93.5	94.5	95.4	97.6	94.8	97.1	93.3	95.1
Children's clothing	96.2	98.5	81.7	91.1	95.9	99.0	90.7	94.9	89.7	95.1	92.0	96.2
Kimono, bedding, others	102.6	97.0	81.5	89.6	124.7	118.1	99.0	96.8	99.9	98.5	101.0	99.6
Clothing Total	95.5	97.6	94.5	94.4	92.2	95.0	94.9	96.8	94.7	96.5	93.2	94.8
Accessories, Handbags, etc.	85.4	88.6	92.5	97.5	107.0	110.5	92.4	96.1	92.7	96.4	89.2	92.4
Cosmetics	104.5	107.1	100.4	101.3	105.0	109.0	104.3	107.1	104.2	106.6	103.1	104.5
Arts, Jewelry, Precious Metals, etc.	98.6	98.9	109.8	108.6	79.2	82.4	98.2	98.7	98.3	98.5	100.6	100.3
Other General goods	94.2	77.8	101.2	94.3	81.7	87.5	93.5	82.2	99.2	86.8	101.5	87.8
General goods Total	100.3	100.0	108.4	107.0	89.5	93.5	99.8	100.2	100.1	100.2	101.5	100.9
Household goods	116.8	109.6	113.4	110.7	107.3	112.7	114.5	110.3	114.9	109.9	104.8	104.9
Foods	102.1	103.4	105.7	105.9	103.9	105.3	103.4	104.5	103.1	103.9	101.9	102.5
Restaurants & Cafés	97.9	97.9	107.7	108.6	102.5	97.1	99.8	99.8	101.1	101.0	100.7	100.3
Services	110.9	110.8	107.9	107.7	87.7	86.5	107.8	107.5	106.7	105.4	102.0	99.7
Others	108.1	89.7	98.1	95.7	96.4	95.0	101.0	93.5	100.8	94.0	98.9	94.7
Total	96.8	98.0	101.7	101.6	96.5	99.8	97.8	99.1	97.9	99.0	96.8	97.7
Operating Days unit:days	31	61	31	61	31	61	—	—	—	—	—	—

May Overview

■For domestic customer sales were solid due to steady progress in identification, including the effect of the introduction of the "MICARD BASIC".Tax-free sales saw, which had a strong performance in the previous year, were down from the previous year. The year-on-year sales ratio was 97.9% at Isetan Mitsukoshi Ltd. and 96.8% at all domestic department stores.

■Sales of jewelry at both the Shinjuku and Nihombashi main stores are growing, and the proposals of high value-added products to customers, highly connected by digital and power of people, continue to be supported.

■Overseas customers continue to show high interest in cosmetics and food, and the number of members of our newly launched "MITSUKOSHI ISETAN JAPAN" app for overseas customers is increasing.

June Current Overview

The cumulative total of in-store sales up to June 15th were 91.8% of the previous year for Isetan Mitsukoshi, and 90.6% at domestic department stores.

Sales to overseas customers have not reached the previous year's high figures, but sales to domestic customers, especially in the Tokyo metropolitan area, have been steady. In addition to selling well for summer clothing such as blouses and cut-and-sew items, interest in bedding, furniture, and nightwear has also increased.

【Contact】
Corporate Communication and IR Division, Corporate Finance and Accounting Department, Isetan Mitsukoshi Holdings Ltd.
E-mail:support_sh@imhds.co.jp