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

September 2nd, 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 Agu |
|---|---|---|
| Isetan Shinjuku Main Store | 128.4% | 122.7% |
| Mitsukoshi Nihombashi Main Store | 103.7% | 111.2% |
| Mitsukoshi Ginza Store | 112.8% | 128.4% |
| Isetan Tachikawa Store | 94.7% | 98.5% |
| Isetan Urawa Store | 95.5% | 93.8% |

| | YoY (%) | Total Apr to Agu |
|---|---|---|
| Sub Total (Isetan Mitsukoshi) (A) | 116.7% | 118.0% |

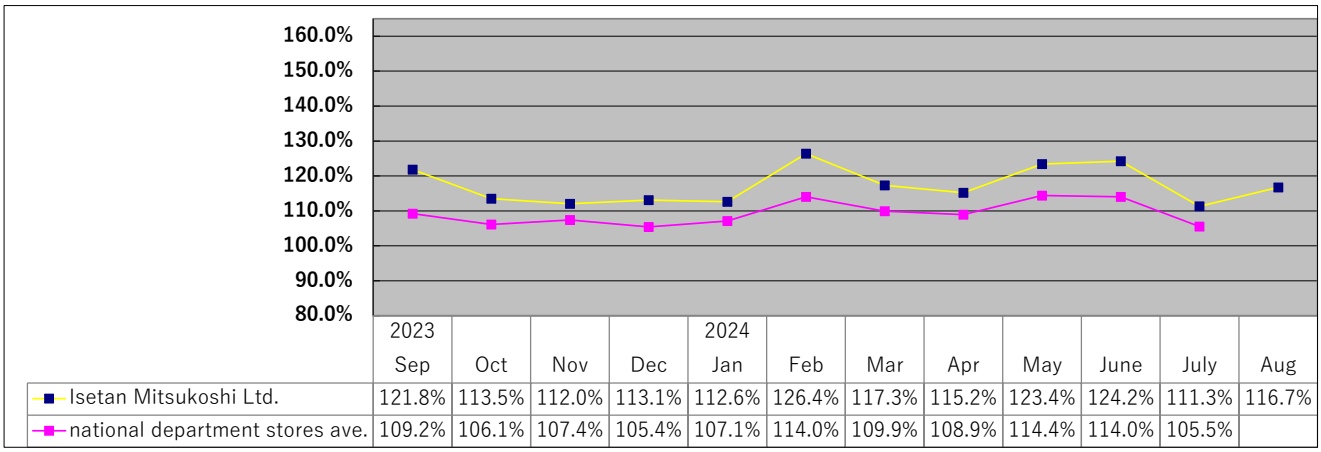
## Domestic Regional Companies Sales

| Regional Companies | YoY (%) | Total Apr to Agu |
|---|---|---|
| Sapporo Marui Mitsukoshi Ltd. | 102.4% | 104.6% |
| Hakodate Marui Imai Ltd. | 93.6% | 97.6% |
| Sendai Mitsukoshi Ltd. | 96.0% | 94.3% |
| Niigata Isetan Mitsukoshi Ltd. | 98.5% | 95.7% |
| Shizuoka Isetan Ltd. | 98.1% | 95.7% |
| Nagoya Mitsukoshi Ltd. | 101.2% | 103.4% |
| Hiroshima Mitsukoshi Ltd. | 84.5% | 84.0% |
| Takamatsu Mitsukoshi Ltd. | 110.5% | 104.4% |
| Matsuyama Mitsukoshi Ltd. | 95.7% | 92.3% |
| Iwataya Mitsukoshi Ltd. | 104.3% | 115.3% |

| | YoY (%) | Total Apr to Agu |
|---|---|---|
| Sub Total (Regional Store) (B) | 101.5% | 104.9% |

| | YoY (%) | Total Apr to Agu |
|---|---|---|
| Sub Total (Isetan Mitsukoshi Group) (A+B) | 111.0% | 113.2% |

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




| | 2023 Sep | Oct | Nov | Dec | 2024 Jan | Feb | Mar | Apr | May | June | July | Aug |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Isetan Mitsukoshi Ltd. | 121.8% | 113.5% | 112.0% | 113.1% | 112.6% | 126.4% | 117.3% | 115.2% | 123.4% | 124.2% | 111.3% | 116.7% |
| national department stores ave. | 109.2% | 106.1% | 107.4% | 105.4% | 107.1% | 114.0% | 109.9% | 108.9% | 114.4% | 114.0% | 105.5% | |

■Although the Iwataya main store, Fukuoka Mitsukoshi and Iwataya Kurume store were temporarily closed for two days and Shizuoka Isetan and Hiroshima Mitsukoshi were closed for one day due to Typhoon No. 10, sales of high-value-added products continued to be driven mainly by the Isetan Shinjuku main store, Mitsukoshi Nihonbashi main store and Mitsukoshi Ginza store, with YoY sales growth of 116.7% for the total of Isetan Mitsukoshi Ltd. and 111.0% for the total of domestic department stores.
In addition, both main stores and the Mitsukoshi Ginza store have outperformed fiscal 2018 for 14 consecutive months.

■Same as before, luxury and designer brand clothing, handbags, jewelry/watches, and cosmetics performed well. In addition, the Isetan Shinjuku main store sales increased due to the implementation of events for customers.

■Tax-free sales exceeded the previous year's level, and interest in high-value-added products such as luxury brand handbags and purses, jewelry, watches and cosmetics continued to be high, as with the overall purchasing trend in the domestic department store total (existing stores).

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