Isetan Mitsukoshi Holdings Monthly Sales Report February 2025

Domestic Department Store Business

Mar 17, 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 April to Feb
Isetan Shinjuku Main store	99.3%	113.4%
Mitsukoshi Nihombashi Main store	106.9%	106.5%
Mitsukoshi Ginza store	108.8%	120.0%
Isetan Tachikawa store	97.3%	98.8%
Isetan Urawa store	93.9%	93.6%

	YoY (%)	Total April to Feb
Sub Total (Isetan Mitsukoshi) (A)	102.1%	111.1%

Domestic Regional Companies Sales

Company	YoY (%)	Total April to Feb
Sapporo Marui Mitsukoshi Ltd.	101.3%	104.0%
Hakodate Marui Imai Ltd.	86.0%	93.8%
Sendai Mitsukoshi Ltd.	91.5%	95.4%
Niigata Isetan Mitsukoshi Ltd.	86.6%	94.4%
Shizuoka Isetan Co., Ltd.	101.3%	98.1%
Nagoya Mitsukoshi Ltd.	99.7%	102.9%
Hiroshima Mitsukoshi Ltd.	81.9%	84.9%
Takamatsu Mitsukoshi Ltd.	100.4%	101.3%
Matsuyama Mitsukoshi Ltd.	93.4%	92.5%
Iwataya Mitsukoshi Ltd.	97.8%	107.8%

	YoY (%)	Total April to Feb
Sub Total (Regional Stores) (B)	96.8%	102.2%

	YoY (%)	Total April to Feb
Sub Total (Isetan Mitsukoshi group) (A+B)	100.3%	108.0%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Feb	Total FY2024	Feb	Total FY2024	Feb	Total FY2024	Feb	Total FY2024	Feb	Total FY2024	Feb	Total FY2024
Men's clothing	105.9	115.5	107.9	107.5	92.1	110.9	105.0	114.2	104.8	113.0	100.7	110.1
Women's clothing	96.2	116.9	109.8	107.3	97.1	114.9	98.2	115.1	97.8	113.7	96.3	109.7
Children's clothing	91.9	107.5	114.7	110.9	109.9	125.3	105.0	110.6	104.1	108.9	102.9	103.2
Kimono, bedding, others	86.3	97.8	105.1	101.9	84.7	105.7	91.3	99.3	93.0	97.9	90.4	97.7
Clothing Total	98.9	115.4	110.4	107.5	96.6	114.5	100.5	114.0	100.1	112.5	97.7	108.9
Accessories, Handbags, etc.	88.1	111.7	107.1	111.0	132.1	140.6	103.0	118.2	101.2	114.3	99.5	112.2
Cosmetics	116.3	120.3	112.8	108.3	126.6	134.0	118.8	122.7	116.8	120.5	112.1	115.8
Arts, Jewelry, Precious Metals, etc.	105.5	130.6	105.6	112.7	96.7	116.0	104.0	122.0	103.8	121.2	105.8	118.9
Other General goods	81.2	89.1	122.4	106.2	93.5	120.1	88.1	95.5	89.7	96.6	89.3	97.0
General goods Total	106.4	122.7	107.1	111.8	108.8	123.4	107.1	120.2	106.6	119.0	106.7	116.3
Household goods	96.0	100.8	107.0	103.4	110.9	107.2	101.5	102.3	100.8	101.1	97.8	98.3
Foods	97.6	98.2	104.8	101.6	99.5	102.5	100.0	100.1	100.1	99.7	98.1	97.9
Restaurants & Cafés	94.9	103.3	108.3	109.9	89.2	105.0	96.8	104.5	98.3	103.7	96.7	102.8
Services	89.1	98.8	111.9	108.7	81.6	95.3	94.5	100.8	94.0	99.6	91.4	97.9
Others	107.5	103.9	88.7	85.4	51.5	56.2	93.5	86.8	93.6	87.5	91.6	86.5
Total	99.3	113.4	106.9	106.5	108.8	120.0	102.7	112.8	102.1	111.1	100.3	108.0
Operating Days unit:days	28	333	28	333	28	333	—	—	—	—	—	—

February Overview

■Although the number of business days decreased by one day from the previous year, a leap year, and the Isetan Shinjuku main store held an event for its customers in January (held in February in the previous year), sales of high value-added products were driven mainly by Isetan Shinjuku main store, Mitsukoshi Nihombashi main store, and Mitsukoshi Ginza store, resulting in a sales year-on-year ratio of 102.1% for Isetan Mitsukoshi Ltd. total and 100.3% for the domestic department store total.

■ Luxury and designer brand handbags and clothing, as well as watches and jewelry, cosmetics, and accessories, sold well. Due to the cold weather, spring items such as coats, blousons, and jackets, which can be worn from February, showed some movement.

■Tax-free sales exceeded the previous year's results despite the Chinese New Year spanning from January to February this year (February in the previous year). As well as the overall purchasing trend in domestic department stores, interest in high-value-added products such as luxury brand handbags, accessories, watches, and cosmetics remained strong.

March Current Overview

The cumulative total of in-store sales up to the 16th was 97.9% for Isetan Mitsukoshi total and 96.8% for domestic department stores total, as a reaction to the large increase in sales in March of the previous year. Overall, the weather has been cool, and we have yet to see full-fledged demand for spring merchandise.

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