Isetan Mitsukoshi Holdings Monthly Sales Report January 2023

Domestic Department Store Business

Feb 15, 2024

■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 FY2023
Isetan Shinjuku Main store	111.4%	113.5%
Mitsukoshi Nihombashi Main store	111.1%	109.7%
Mitsukoshi Ginza store	124.0%	135.6%
Isetan Tachikawa store	104.3%	107.5%
Isetan Urawa store	100.3%	104.6%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi) (A)	111.9%	114.5%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2023
Sapporo Marui Mitsukoshi Ltd.	109.7%	110.2%
Hakodate Marui Imai Ltd.	106.2%	102.4%
Sendai Mitsukoshi Ltd.	99.4%	101.3%
Niigata Isetan Mitsukoshi Ltd.	93.3%	101.5%
Shizuoka Isetan Co., Ltd.	101.4%	97.8%
Nagoya Mitsukoshi Ltd.	110.5%	107.7%
Hiroshima Mitsukoshi Ltd.	100.7%	96.7%
Takamatsu Mitsukoshi Ltd.	108.7%	103.2%
Matsuyama Mitsukoshi Ltd.	93.2%	94.9%
Iwataya Mitsukoshi Ltd.	115.6%	112.6%

	YoY (%)	Total FY2023
Sub Total (Regional Stores) (B)	108.2%	107.1%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi group) (A+B)	110.6%	111.8%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Jan	Total FY2023	Jan	Total FY2023	Jan	Total FY2023	Jan	Total FY2023	Jan	Total FY2023	Jan	Total FY2023
Men's clothing	103.1	113.2	103.9	113.7	116.3	132.1	104.1	114.5	102.8	113.5	103.8	112.1
Women's clothing	110.8	119.9	117.8	114.2	120.6	135.9	113.2	121.1	111.9	119.3	109.6	114.9
Children's clothing	100.4	115.3	136.5	105.7	137.0	155.8	112.9	115.8	109.3	111.8	106.4	107.0
Kimono, bedding, others	98.1	103.6	120.2	100.2	105.7	110.1	103.8	103.2	100.9	101.5	98.7	99.5
Clothing Total	106.8	116.6	116.0	112.3	120.0	135.4	109.6	117.8	108.1	116.0	107.2	112.9
Accessories, Handbags, etc.	118.3	123.9	112.4	123.7	141.2	153.9	121.0	129.6	118.6	126.9	116.1	123.0
Cosmetics	130.6	123.7	112.7	118.0	143.5	155.1	131.6	129.9	130.5	128.8	126.0	121.7
Arts, Jewelry, Precious Metals, etc.	121.4	111.0	114.8	108.6	125.5	138.1	120.0	114.4	119.5	114.3	120.4	113.8
Other General goods	82.3	97.9	106.6	133.7	136.9	170.5	89.2	108.3	90.7	107.7	92.0	106.1
General goods Total	119.9	113.8	114.2	111.0	132.5	145.6	120.9	118.3	120.3	118.1	120.0	115.8
Household goods	99.1	111.4	94.2	94.1	110.7	113.5	98.1	105.0	97.5	104.1	96.3	100.9
Foods	106.8	106.8	106.5	102.9	102.6	109.8	106.0	105.8	105.5	105.6	104.2	103.6
Restaurants & Cafés	113.6	123.1	115.3	126.5	130.7	120.8	114.0	123.7	111.1	119.3	110.8	118.7
Services	96.7	40.5	142.9	136.9	96.5	118.1	103.4	52.3	100.1	56.4	99.7	61.3
Others	123.0	96.9	100.0	102.6	103.4	111.1	105.0	102.1	104.9	102.4	97.0	100.7
Total	111.4	113.5	111.1	109.7	124.0	135.6	113.3	115.6	111.9	114.5	110.6	111.8
Operating Days unit:days	30	305	30	305	30	305	—	—	—	—	—	—

January Overview

■Sales of high-value-added products continued to drive sales, especially at the Isetan Shinjuku Main Store, Mitsukoshi Nihombashi Main Store, and Mitsukoshi Ginza Store, with year-on-year sales growth of 111.9% for the total of Isetan Mitsukoshi Ltd. and 110.6% for the total of domestic department stores. In addition, both main stores and the Mitsukoshi Ginza Store have outperformed fiscal 2018 for the seventh consecutive month.

■Due to warmer temperatures compared to previous years, sales of spring outerwear such as jackets and blousons were strong, especially for luxury and designer brands. Sales of handbags, wallets and other small leather goods, cosmetics, etc. also increased significantly, as in the past months. In addition, various unique events held at each store also attracted customers. In addition, various unique events held at each store attracted customers and drove sales.

■Tax-free sales in total (existing stores) of domestic department stores remained high, although the figure was down slightly from December.Similar to the overall trend, interest in high-value-added products such as luxury brand handbags, wallets, jewelry, watches, and cosmeticswas high.

February Current Overview

■As in the past month, sales of high-value-added products such as luxury and designer brand spring apparel, handbags, small leather goods, and jewelry were the main drivers of cumulative in-store sales through the 14th. These products were supported by both domestic and inbound customers. Tax-free sales were significantly higher than the previous year, partly due to the Chinese New Year. Sales of Isetan Mitsukoshi and domestic department stores exceeded those of the previous year, with 144.3% and 132.5% of total sales, respectively.

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