Isetan Mitsukoshi Holdings Monthly Sales Report December 2025

Domestic Department Store Business

January 15, 2026

■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	101.9%	98.9%
Mitsukoshi Nihombashi Main store	106.5%	103.3%
Mitsukoshi Ginza store	97.0%	98.3%
Isetan Tachikawa store	98.9%	98.4%
Isetan Urawa store	93.7%	96.8%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi) (A)	101.6%	99.6%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2025
Sapporo Marui Mitsukoshi Ltd.	95.0%	95.9%
Hakodate Marui Imai Ltd.	91.5%	91.8%
Sendai Mitsukoshi Ltd.	93.0%	95.6%
Niigata Isetan Mitsukoshi Ltd.	98.5%	100.3%
Shizuoka Isetan Co., Ltd.	86.7%	95.5%
Nagoya Mitsukoshi Ltd.	92.2%	94.8%
Hiroshima Mitsukoshi Ltd.	85.2%	87.6%
Takamatsu Mitsukoshi Ltd.	91.7%	95.7%
Matsuyama Mitsukoshi Ltd.	85.3%	88.1%
Iwataya Mitsukoshi Ltd.	98.0%	97.9%

	YoY (%)	Total FY2025
Sub Total (Regional Stores) (B)	94.8%	96.4%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi group) (A+B)	99.3%	98.6%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	December	Total FY2025	December	Total FY2025	December	Total FY2025	December	Total FY2025	December	Total FY2025	December	Total FY2025
Men's clothing	99.3	97.9	102.8	102.3	99.7	95.8	99.7	102.0	99.3	98.2	96.5	96.4
Women's clothing	101.8	100.1	99.5	98.6	108.7	95.8	102.4	101.2	101.9	98.8	99.0	97.0
Children's clothing	88.8	95.1	98.8	94.2	93.6	97.3	92.1	96.5	92.6	95.0	92.0	95.5
Kimono, bedding, others	100.2	94.3	104.2	99.5	122.4	109.2	102.8	102.1	103.3	98.9	98.6	97.5
Clothing Total	100.3	98.9	100.5	99.1	106.1	96.1	101.0	101.2	100.6	98.4	97.9	96.8
Accessories, Handbags, etc.	96.2	92.2	104.4	103.5	90.8	103.9	96.4	98.4	96.1	97.9	95.4	96.0
Cosmetics	100.7	100.7	102.4	101.2	92.6	102.7	98.7	100.1	98.5	101.1	97.9	100.2
Arts, Jewelry, Precious Metals, etc.	121.6	103.8	120.3	108.1	104.4	91.7	118.1	116.5	117.4	102.7	113.1	103.2
Other General goods	69.6	81.3	102.7	100.7	98.3	89.2	78.1	83.5	81.6	88.1	80.1	89.3
General goods Total	110.4	101.1	117.2	106.9	99.1	96.3	109.5	109.1	108.8	101.2	105.9	101.3
Household goods	103.4	104.5	102.6	110.7	95.7	102.4	102.4	106.1	101.7	105.8	99.0	103.5
Foods	97.3	99.8	100.3	101.4	94.4	98.5	98.0	98.9	97.8	99.9	96.8	99.0
Restaurants & Cafés	100.0	97.1	108.3	108.9	100.1	102.0	101.3	102.5	100.3	99.5	99.8	99.7
Services	98.2	104.6	104.1	108.7	56.7	74.0	96.1	96.1	94.6	101.8	94.1	99.2
Others	86.5	97.9	137.9	102.3	36.4	67.9	114.1	105.1	112.7	97.9	101.6	96.5
Total	101.9	98.9	106.5	103.3	97.0	98.3	102.2	102.7	101.6	99.6	99.3	98.6
Operating Days unit:days	31	275	31	275	31	275	—	—	—	—	—	—

December Overview

Thanks to the support of our connected customers both domestically and internationally, we have successfully navigated the crucial month for our annual peak sales.

■Isetan Mitsukoshi Ltd., led by Isetan Shinjuku main store and Mitsukoshi Nihombashi main store, continued to perform strongly, sales compared to the previous year were 101.6%, exceeding the previous year for four consecutive month. Domestic department stores as a whole was 99.3%.

■Seasonal demand drove strong sales of jewelry, watches, and accessories. At our three flagship stores, winter apparel such as coats and sweaters—particularly from luxury brands—, along with skincare and fragrances continued to be popular with domestic customers. Furthermore, at Isetan Shinjuku main store, interest in next season's spring items, which began rolling out in the latter half of the month, is also evident.

■Domestic customer sales continue to be driven by identified customer who have close ties with the company.Sales were particularly strong among MI W members※ and high-value customers in the Mitsukoshi Isetan Customer Program. For overseas customers, sales from "individual customers connected with our company" are growing mainly around out-of-store-sales for overseas customers, and the effectiveness and necessity of CRM strategies, including global apps for overseas customers, are increasing.

※MI W Members： People who are members of both MICARD and the MITSUKOSHI ISETAN App

January Current Overview

Domestic customer sales accelerated further from the already solid December performance. As of mid-January, they are off to a strong start.

■Cumulative in-store sales through January 14th continued to perform well, driven by double-digit year-over-year growth in domestic identified customer sales. Isetan Mitsukoshi Ltd. recorded 111.3%, while domestic department stores as a whole showed steady growth at 107.5%. In addition to high-value-added items such as luxury brand bags, apparel, watches, and jewelry, popular events such as the online "Salon du Chocolat 2026," "Disney THE MARKET in Isetan Shinjuku Main Store," and the "Hokkaido Exhibition" held at Mitsukoshi Nihombashi main store significantly boosted sales.Overseas customer sales, while still affected to some extent by external environmental factors, show an improving trend compared to the previous year relative to December.

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