Isetan Mitsukoshi Holdings Monthly Sales Flash Report October 2025
Domestic Department Store Business

November 4th, 2025

■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 Oct
Isetan Shinjuku Main Store	104.8%	97.9%
Mitsukoshi Nihombashi Main Store	113.1%	103.2%
Mitsukoshi Ginza Store	105.7%	98.5%
Isetan Tachikawa Store	97.6%	97.9%
Isetan Urawa Store	98.1%	97.3%

	YoY (%)	Total Apr to Oct
Sub Total (Isetan Mitsukoshi) (A)	105.9%	99.1%

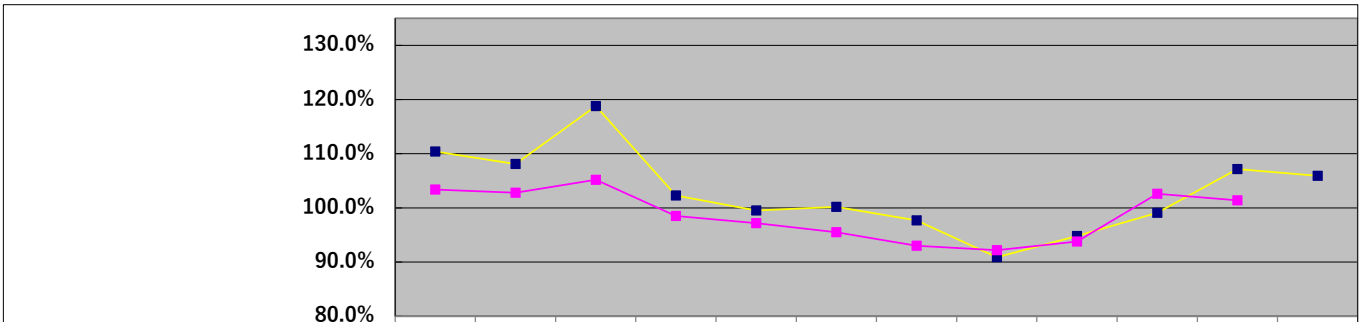
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Oct
Sapporo Marui Mitsukoshi Ltd.	98.2%	96.1%
Hakodate Marui Imai Ltd.	101.1%	91.7%
Sendai Mitsukoshi Ltd.	96.9%	96.4%
Niigata Isetan Mitsukoshi Ltd.	104.6%	100.4%
Shizuoka Isetan Ltd.	101.6%	96.2%
Nagoya Mitsukoshi Ltd.	100.0%	95.2%
Hiroshima Mitsukoshi Ltd.	88.6%	88.7%
Takamatsu Mitsukoshi Ltd.	97.1%	95.3%
Matsuyama Mitsukoshi Ltd.	97.2%	90.1%
Iwataya Mitsukoshi Ltd.	105.0%	97.1%

	YoY (%)	Total Apr to Oct
Sub Total (Regional Store) (B)	101.3%	96.3%

	YoY (%)	Total Apr to Oct
Sub Total (Isetan Mitsukoshi Group) (A+B)	104.3%	98.1%

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



	2024 Nov	Dec	2025 Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct
Isetan Mitsukoshi Ltd.	110.4%	108.1%	118.8%	102.3%	99.5%	100.2%	97.7%	90.9%	94.8%	99.1%	107.2%	105.9%
national department stores sales	103.4%	102.8%	105.2%	98.5%	97.2%	95.5%	93.0%	92.2%	93.8%	102.6%	101.4%	

■Sales compared to the previous year were 105.9% for Mitsukoshi Isetan Co., Ltd. and 104.3% for domestic department stores as a whole. Identified customers, primarily MI W Members who linked both their MI Card and the Isetan Mitsukoshi app, drove sales.

■Domestic customer sales exceeded the previous year across all stages of the Mitsukoshi Isetan Customer Program, with significant growth particularly in the stage for annual spending of ¥3 million or more. Additionally, due to the drop in temperatures in late October, cold-weather items have been selling well. Among our unique events, implementing preview days and services for specific customers proved successful and contributed to increased sales.

■Overseas customer sales exceeded the previous year's results due to an improvement in average customer spending. CRM initiatives (such as incentives via the overseas customer app “MITSUKOSHI ISETAN JAPAN”) also contributed to increased usage. Interest is high in items such as watches and cosmetics.

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