Isetan Mitsukoshi Holdings Monthly Sales Report December 2024
Domestic Department Store Business

Jan 15, 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 Dec
Isetan Shinjuku Main store	110.0%	114.1%
Mitsukoshi Nihombashi Main store	102.6%	106.4%
Mitsukoshi Ginza store	114.4%	120.6%
Isetan Tachikawa store	97.7%	98.7%
Isetan Urawa store	95.9%	93.4%

	YoY (%)	Total April to Dec
Sub Total (Isetan Mitsukoshi) (A)	107.6%	111.5%

Domestic Regional Companies Sales

Company	YoY (%)	Total April to Dec
Sapporo Marui Mitsukoshi Ltd.	104.5%	102.8%
Hakodate Marui Imai Ltd.	92.0%	95.0%
Sendai Mitsukoshi Ltd.	93.6%	95.6%
Niigata Isetan Mitsukoshi Ltd.	95.9%	94.2%
Shizuoka Isetan Co., Ltd.	100.4%	97.1%
Nagoya Mitsukoshi Ltd.	101.3%	103.2%
Hiroshima Mitsukoshi Ltd.	84.6%	84.3%
Takamatsu Mitsukoshi Ltd.	98.7%	102.3%
Matsuyama Mitsukoshi Ltd.	93.6%	91.7%
Iwataya Mitsukoshi Ltd.	104.7%	109.1%

	YoY (%)	Total April to Dec
Sub Total (Regional Stores) (B)	100.9%	102.5%

	YoY (%)	Total April to Dec
Sub Total (Isetan Mitsukoshi group) (A+B)	105.2%	108.3%

Merchandise Category

unit : %

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Dec	Total FY2024	Dec	Total FY2024	Dec	Total FY2024	Dec	Total FY2024	Dec	Total FY2024	Dec	Total FY2024
Men's clothing	113.8	115.7	117.4	108.1	109.7	111.9	113.9	114.6	112.9	113.2	110.7	110.5
Women's clothing	116.5	118.1	104.7	107.9	111.5	116.4	113.9	116.2	113.1	114.7	108.8	110.6
Children's clothing	90.9	105.0	122.4	109.8	112.3	125.0	100.2	108.8	99.5	107.2	100.0	101.1
Kimono, bedding, others	99.0	99.4	99.0	102.0	102.2	107.0	99.3	100.5	97.5	98.5	98.1	98.6
Clothing Total	113.7	116.0	109.0	107.9	111.0	115.8	112.7	114.7	111.6	113.1	108.4	109.5
Accessories, Handbags, etc.	102.7	114.2	99.6	111.6	125.6	140.1	107.8	119.5	105.6	115.5	104.7	113.3
Cosmetics	115.3	121.4	110.3	108.4	127.9	133.8	118.0	123.3	116.2	121.1	112.5	116.3
Arts, Jewelry, Precious Metals, etc.	119.3	132.1	103.1	113.5	113.9	118.1	113.1	123.4	112.3	122.5	113.0	120.1
Other General goods	113.9	88.4	99.2	103.7	103.8	123.1	110.2	95.1	106.5	96.2	106.4	96.7
General goods Total	117.5	123.9	103.9	112.2	119.1	124.6	114.5	121.2	113.2	119.9	112.5	117.1
Household goods	98.6	100.9	105.5	103.3	105.6	106.1	101.5	102.2	100.6	101.0	101.9	98.2
Foods	99.4	97.4	101.1	100.9	101.8	102.8	100.5	99.5	100.1	99.1	97.6	97.3
Restaurants & Cafés	102.4	104.4	111.6	110.5	92.8	107.8	103.6	105.5	102.7	104.4	102.4	103.4
Services	99.1	98.1	107.9	108.2	85.6	95.2	99.6	100.1	98.7	99.2	97.0	97.8
Others	105.9	106.5	84.6	84.9	64.2	57.5	87.1	86.9	87.6	87.6	87.4	85.9
Total	110.0	114.1	102.57	106.42	114.4	120.61	108.83	113.26	107.57	111.46	105.23	108.34
Operating Days unit:days	31	245	31	245	31	245	—	—	—	—	—	—

December Overview

■Sales of high-value-added products continued to drive sales, mainly at Isetan Shinjuku, Mitsukoshi Nihombashi, and Mitsukoshi Ginza stores, resulting in a year-on-year sales ratio of 110.1% for Isetan Mitsukoshi Ltd. and 106.8% in total for domestic department stores.

■Luxury and designer brand handbags/purses/clothing, jewelry, and cosmetics sold well.Coats and sweaters for both women and men also drove sales in December, as temperatures continued to drop. In addition, interest in spring wear is increasing, especially at the three main stores.

■Tax-free sales were significantly higher than in the previous year.. Similar to the overall purchasing trend in domestic department stores, interest in high-value-added products such as luxury brand handbags/purses, jewelry, watches, and cosmetics continued to be strong.

January Current Overview

■Total in-store sales through January 14 continued to be strong for luxury brand and designer brand handbags, purses, and clothing, as well as jewelry watches.
As in December, interest in spring items also increased, especially at the three core stores. Year-on-year sales increased year-on-year with 117.3% for Isetan Mitsukoshi total and 114.8% for domestic department stores.

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