

■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 FY2022
Isetan Shinjuku Main store	125.0%	130.0%
Mitsukoshi Nihombashi Main store	121.1%	121.0%
Mitsukoshi Ginza store	142.0%	135.6%
Isetan Tachikawa store	113.2%	109.7%
Isetan Urawa store	111.0%	106.3%



	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi) (A)	124.5%	125.6%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2022
Sapporo Marui Mitsukoshi Ltd.	108.0%	116.1%
Hakodate Marui Imai Ltd.	100.6%	102.2%
Sendai Mitsukoshi Ltd.	100.1%	104.3%
Niigata Isetan Mitsukoshi Ltd.	92.9%	102.4%
Shizuoka Isetan Co., Ltd.	99.2%	103.7%
Nagoya Mitsukoshi Ltd.	98.9%	102.4%
Hiroshima Mitsukoshi Ltd.	93.3%	101.5%
Takamatsu Mitsukoshi Ltd.	98.4%	104.2%
Matsuyama Mitsukoshi Ltd.	86.1%	104.8%
Iwataya Mitsukoshi Ltd.	101.6%	113.3%



	YoY (%)	Total FY2022
Sub Total (Regional Store) (B)	112.3%	108.5%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi group) (A + B)	119.8%	118.8%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	January	Total FY2022	January	Total FY2022	January	Total FY2022	January	Total FY2022	January	Total FY2022	January	Total FY2022
(Men's clothing)	129.4	130.2	129.0	121.7	134.9	145.9	129.7	130.0	127.6	127.9	122.0	122.3
(Women's clothing)	122.0	139.1	113.7	126.9	135.5	140.2	122.2	137.0	120.9	133.9	118.0	124.1
(Children's clothing)	141.5	123.6	127.2	118.9	148.1	137.4	137.9	123.2	132.3	118.1	121.2	110.4
(Formal wear and bedding)	106.2	109.3	97.9	115.3	117.2	115.9	105.0	111.1	105.1	108.6	100.8	103.5
Sales of apparel	125.0	133.5	117.6	124.0	135.3	140.5	124.8	132.5	122.9	129.3	118.4	121.5
Accessories	128.2	140.0	135.5	136.9	149.6	153.1	133.9	141.5	131.6	137.2	127.9	129.7
Sundry goods	126.1	133.7	129.1	136.8	153.6	142.0	131.2	135.8	129.4	133.4	125.2	125.8
Household	134.9	111.0	117.1	114.2	113.3	131.4	125.1	113.8	123.5	112.5	113.0	108.0
Foods	122.6	110.8	109.1	104.9	132.3	115.4	120.7	109.2	118.4	108.1	112.3	105.3
Restaurants & Cafés	157.9	155.1	132.2	145.9	138.5	150.8	153.2	153.4	143.9	142.5	139.8	135.6
Service	116.3	267.5	138.6	145.1	120.8	118.0	119.5	236.9	117.5	214.2	115.6	191.3
Others	56.1	86.8	101.6	105.9	128.5	109.1	89.3	100.6	90.7	101.4	101.5	101.4
Total	125.0	130.0	121.1	121.0	142.0	135.6	126.3	128.3	124.5	125.6	119.8	118.8
Operating Days	31	306	31	306	31	306	—	—	—	—	—	—

January over view

■Sales of high-value-added products continued to be driven mainly by Isetan Mitsukoshi in the Tokyo metropolitan area.

Sales YoY were 124.5% at Isetan Mitsukoshi Ltd. and 119.8% at domestic department stores.

Since April 2022, the Isetan Shinjuku Main Store has performed better than in 2018 for 10 consecutive months.

■During the clearance sale period from January 2 to 10, sales grew mainly for women's and men's heavy winter clothing, due to lower temperatures. In addition, as in the previous month, sales of regular price products such as handbags, jewelry and watches, and luxury brands were strong, pushing up overall department store sales. Following the clearance sale period, as spring items expanded, there were moves such as lightweight coats, jacket and dresses due to the needs of graduation ceremonies and entrance ceremonies.

■Duty-free sales have been robust, mainly at stores in the Tokyo metropolitan area, since the easing of entry restrictions in October. As with non-duty-free sales, there is strong interest in high value-added items such as luxury brand handbags, apparel and jewelry watches. There was no noticeable increase in the number of customers during the Chinese New Year from January 21 to 27.

Current Overview in February

■Cumulative in-store sales through 14 days continued to be strong for luxury brands, designer brands, jewelry and other high-value-added products. In particular, sales at the Isetan Shinjuku Main Store and the Mitsukoshi Nihonbashi Main Store were strong. Duty-free sales are also steady, and interest in high value-added items continues to be high. Isetan Mitsukoshi (5 Tokyo metropolitan area stores) posted a 138.8% and Isetan Mitsukoshi Group Stores (domestic department stores) sales were 132.8%, both significantly higher than the previous year.

【Contact】

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