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

July 16, 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 April to June
Isetan Shinjuku Main store	124.3%	121.3%
Mitsukoshi Nihombashi Main store	116.1%	114.3%
Mitsukoshi Ginza store	139.2%	134.9%
Isetan Tachikawa store	104.7%	101.8%
Isetan Urawa store	97.6%	94.9%

	YoY (%)	Total April to June
Sub Total (Isetan Mitsukoshi) (A)	121.9%	119.2%

Domestic Regional Companies Sales

Company	YoY (%)	Total April to June
Sapporo Marui Mitsukoshi Ltd.	110.5%	104.5%
Hakodate Marui Imai Ltd.	98.1%	103.3%
Sendai Mitsukoshi Ltd.	99.7%	95.2%
Niigata Isetan Mitsukoshi Ltd.	101.2%	96.8%
Shizuoka Isetan Co., Ltd.	93.7%	95.0%
Nagoya Mitsukoshi Ltd.	103.6%	104.8%
Hiroshima Mitsukoshi Ltd.	79.1%	87.5%
Takamatsu Mitsukoshi Ltd.	109.7%	106.9%
Matsuyama Mitsukoshi Ltd.	95.2%	92.5%
Iwataya Mitsukoshi Ltd.	125.7%	122.0%

	YoY (%)	Total April to June
Sub Total (Regional Stores) (B)	110.0%	107.7%

	YoY (%)	Total April to June
Sub Total (Isetan Mitsukoshi group) (A+B)	117.8%	115.2%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	june	Total FY2024	june	Total FY2024	june	Total FY2024	june	Total FY2024	june	Total FY2024	june	Total FY2024
Men's clothing	129.9	122.7	112.4	110.0	127.1	120.7	127.4	120.9	125.3	119.1	122.9	116.5
Women's clothing	129.2	124.1	120.3	115.2	122.2	122.9	126.8	122.5	124.7	120.6	120.8	116.5
Children's clothing	123.7	107.9	97.8	113.3	150.8	144.6	121.6	113.4	119.2	111.4	111.6	98.9
Kimono, bedding, others	119.4	102.4	114.2	108.4	132.9	113.3	119.2	104.5	111.4	102.7	108.8	101.2
Clothing Total	128.9	122.1	116.1	113.2	124.9	123.4	126.4	120.7	124.0	118.6	120.4	114.5
Accessories, Handbags, etc.	121.3	123.3	124.3	123.2	172.3	158.3	132.8	130.8	127.7	125.7	127.8	124.7
Cosmetics	126.8	124.0	117.9	115.0	149.9	148.9	131.2	129.4	128.5	126.9	123.4	121.6
Arts, Jewelry, Precious Metals, etc.	171.3	156.7	143.0	131.2	152.5	151.4	158.5	147.3	157.7	146.1	145.2	138.2
Other General goods	80.4	91.6	126.3	119.9	125.4	123.7	90.7	99.5	92.6	99.0	95.7	100.1
General goods Total	144.7	137.8	137.8	128.5	150.4	149.1	144.2	137.8	142.3	135.6	134.2	129.7
Household goods	103.1	103.1	117.9	106.4	119.0	112.2	109.6	105.1	107.5	103.6	103.4	100.3
Foods	99.0	96.8	103.6	101.5	104.0	103.6	101.6	99.5	101.1	99.1	98.7	97.5
Restaurants & Cafés	109.5	107.6	109.0	107.3	110.7	116.6	109.4	107.6	109.4	106.8	108.3	106.0
Services	104.6	100.0	101.6	112.8	95.3	95.3	102.9	102.7	101.9	102.0	98.9	101.4
Others	79.6	118.2	92.4	89.2	191.9	81.2	91.1	96.5	91.5	96.7	90.8	91.9
Total	124.3	121.3	116.1	114.3	139.2	134.9	124.4	121.7	121.9	119.2	117.8	115.2
Operating Days unit:days	30	91	30	91	30	91	—	—	—	—	—	—

June Overview

■Sales of high-value-added products continued to drive sales, particularly at the Isetan Shinjuku Main Store, Mitsukoshi Nihombashi Main Store, and Mitsukoshi Ginza Store, with year-on-year sales growth of 121.9% for the total of Isetan Mitsukoshi Ltd. and 117.8% for the total of domestic department stores. In addition, both main stores and the Mitsukoshi Ginza Store have outperformed fiscal 2018 for twelve consecutive months.

■Same as before, sales of clothing, handbags, jewelry/watches, and cosmetics of luxury and designer brands are strong. In addition, with rising temperatures, interest in summer items such as sunglasses, blouses, and pants was also high.

■Tax-free sales were strong, with the second-highest performance following May, which recorded the highest single-month sales in the domestic department store total (existing stores). As with the overall purchasing trend, interest in high-value-added products such as luxury brand handbags and purses, jewelry, watches, and cosmetics continued to be strong.

July Current Overview

■Cumulative in-store sales through July 1st to 15th continued to be driven by high value-added products such as luxury and designer brand handbags and jewelry. Tax-free sales also continued to significantly exceed the previous year's level, as in June. Sales at Isetan Mitsukoshi(Tokyo Metropolitan area stores)were up 117.4% YoY, and sales at domestic department stores tolal were up 112.7% YoY.

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