Isetan Mitsukoshi Holdings Monthly Sales Report April 2024

Domestic Department Store Business

May 15, 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 FY2024
Isetan Shinjuku Main store	115.7%	115.7%
Mitsukoshi Nihombashi Main store	110.7%	110.7%
Mitsukoshi Ginza store	129.1%	129.1%
Isetan Tachikawa store	97.0%	97.0%
Isetan Urawa store	90.6%	90.6%

	YoY (%)	Total FY2024
Sub Total (Isetan Mitsukoshi) (A)	114.2%	114.2%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2024
Sapporo Marui Mitsukoshi Ltd.	101.6%	101.6%
Hakodate Marui Imai Ltd.	109.6%	109.6%
Sendai Mitsukoshi Ltd.	89.1%	89.1%
Niigata Isetan Mitsukoshi Ltd.	97.0%	97.0%
Shizuoka Isetan Co., Ltd.	92.6%	92.6%
Nagoya Mitsukoshi Ltd.	104.2%	104.2%
Hiroshima Mitsukoshi Ltd.	83.7%	83.7%
Takamatsu Mitsukoshi Ltd.	104.2%	104.2%
Matsuyama Mitsukoshi Ltd.	96.4%	96.4%
Iwataya Mitsukoshi Ltd.	116.1%	116.1%

	YoY (%)	Total FY2024
Sub Total (Regional Stores) (B)	104.6%	104.6%

	YoY (%)	Total FY2024
Sub Total (Isetan Mitsukoshi group) (A+B)	110.9%	110.9%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Apr	Total FY2024	Apr	Total FY2024	Apr	Total FY2024	Apr	Total FY2024	Apr	Total FY2024	Apr	Total FY2024
Men's clothing	117.1	117.1	108.4	108.4	114.8	114.8	115.7	115.7	113.8	113.8	111.2	111.2
Women's clothing	116.5	116.5	109.0	109.0	122.2	122.2	116.1	121.8	114.6	114.6	110.8	110.8
Children's clothing	87.4	87.4	117.6	117.6	142.8	142.8	106.5	108.4	105.1	105.1	93.5	93.5
Kimono, bedding, others	85.1	85.1	94.9	94.9	112.0	112.0	89.0	102.2	91.2	91.2	91.9	91.9
Clothing Total	114.0	114.0	110.6	110.6	121.7	121.7	114.2	118.1	112.5	112.5	108.5	108.5
Accessories, Handbags, etc.	121.1	121.1	120.5	120.5	146.2	146.2	126.4	129.9	120.4	120.4	119.4	119.4
Cosmetics	120.1	120.1	111.4	111.4	144.0	144.0	125.3	130.2	122.9	122.9	117.8	117.8
Arts, Jewelry, Precious Metals, etc.	133.7	133.7	119.4	119.4	143.8	143.8	130.7	118.2	129.8	129.8	126.2	126.2
Other General goods	109.0	109.0	117.5	117.5	111.1	111.1	110.7	109.3	109.0	109.0	108.3	108.3
General goods Total	126.1	126.1	118.2	118.2	142.0	142.0	127.2	120.9	125.5	125.5	121.8	121.8
Household goods	113.6	113.6	96.7	96.7	102.8	102.8	106.6	104.3	104.6	104.6	102.1	102.1
Foods	96.4	96.4	98.0	98.0	103.0	103.0	98.0	105.8	97.6	97.6	96.5	96.5
Restaurants & Cafés	105.5	105.5	104.9	104.9	135.8	135.8	105.6	121.9	104.6	104.6	104.6	104.6
Services	93.7	93.7	117.5	117.5	95.7	95.7	99.0	57.2	98.8	98.8	99.8	99.8
Others	169.9	169.9	89.1	89.1	57.8	57.8	105.5	103.1	105.2	105.2	94.8	94.8
Total	115.7	115.7	110.7	110.7	129.1	129.1	116.6	116.6	114.2	114.2	110.9	110.9
Operating Days unit:days	30	30	30	30	30	30	—	—	—	—	—	—

April 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 114.2% for the total of Isetan Mitsukoshi Ltd. and 110.9% for the total of domestic department stores. In addition, both main stores and the Mitsukoshi Ginza Store have outperformed fiscal 2018 for ten consecutive months.

■As in previous months, luxury and designer brand clothing, handbags, jewelry, and cosmetics continued to do well. In addition, the rising temperatures in the second half of the month led to higher interest in summer items compared to previous years. Also, various unique events held at each store also attracted customers and drove sales.

■Tax-free sales significantly surpassed last December, which was the highest single-month sales in the domestic department store total (existing stores). Similar to the overall purchasing trend, interest in high-value-added products such as luxury brand handbags, wallets, jewelry, watches, and cosmetics remained high.

May Current Overview

■Cumulative in-store sales through the 14th continued to be driven by high value-added products such as luxury and designer brand handbags and jewelry. These products were supported by both domestic and inbound customers. Tax-free sales also continued to significantly exceed the previous year's level, as in April. Sales of Isetan Mitsukoshi and domestic department stores exceeded those of the previous year, with 125.2% and 119.4% of total sales, respectively.

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