Isetan Mitsukoshi Holdings Monthly Sales Report July 2024

Domestic Department Store Business

August 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 April to July
Isetan Shinjuku Main store	112.3%	118.9%
Mitsukoshi Nihombashi Main store	105.5%	111.9%
Mitsukoshi Ginza store	126.0%	132.4%
Isetan Tachikawa store	92.6%	99.3%
Isetan Urawa store	89.3%	93.4%

	YoY (%)	Total April to July
Sub Total (Isetan Mitsukoshi) (A)	110.6%	116.9%

Domestic Regional Companies Sales

Company	YoY (%)	Total April to July
Sapporo Marui Mitsukoshi Ltd.	106.7%	105.1%
Hakodate Marui Imai Ltd.	86.8%	98.6%
Sendai Mitsukoshi Ltd.	90.9%	94.0%
Niigata Isetan Mitsukoshi Ltd.	90.4%	95.1%
Shizuoka Isetan Co., Ltd.	95.9%	95.2%
Nagoya Mitsukoshi Ltd.	101.4%	103.9%
Hiroshima Mitsukoshi Ltd.	75.8%	83.9%
Takamatsu Mitsukoshi Ltd.	94.6%	103.2%
Matsuyama Mitsukoshi Ltd.	90.1%	91.8%
Iwataya Mitsukoshi Ltd.	107.3%	117.8%

	YoY (%)	Total April to July
Sub Total (Regional Stores) (B)	100.3%	105.7%

	YoY (%)	Total April to July
Sub Total (Isetan Mitsukoshi group) (A+B)	107.0%	113.0%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	July	Total FY2024	July	Total FY2024	July	Total FY2024	July	Total FY2024	July	Total FY2024	July	Total FY2024
Men's clothing	114.5	120.7	95.6	106.5	125.3	121.8	113.0	118.9	110.6	116.9	108.3	114.4
Women's clothing	116.6	122.2	106.6	113.0	117.9	121.4	115.3	120.6	113.2	118.6	109.2	114.6
Children's clothing	110.5	108.5	78.3	109.8	121.7	138.3	105.9	111.9	103.9	109.9	100.4	99.2
Kimono, bedding, others	107.0	103.8	87.6	102.1	98.5	108.7	102.0	103.8	97.3	101.1	98.6	100.4
Clothing Total	115.1	120.3	100.5	110.3	118.9	122.1	113.5	118.9	111.0	116.7	108.0	112.9
Accessories, Handbags, etc.	117.6	121.8	112.7	120.4	154.1	157.1	124.7	129.1	119.2	123.9	116.9	122.6
Cosmetics	130.1	125.6	111.9	114.2	144.8	147.8	132.3	130.2	128.7	127.4	121.7	121.6
Arts, Jewelry, Precious Metals, etc.	117.8	145.0	120.0	128.3	127.7	144.4	120.3	139.6	119.8	138.6	118.6	132.7
Other General goods	81.8	88.5	104.5	116.2	100.8	117.3	86.3	95.6	88.0	95.8	88.8	96.8
General goods Total	117.5	131.9	118.2	125.8	133.1	144.5	120.9	133.0	119.6	131.2	117.3	126.3
Household goods	103.4	103.2	104.0	105.7	111.4	112.0	104.4	104.9	102.1	103.2	87.3	96.6
Foods	95.1	96.3	98.4	100.5	102.5	103.3	97.4	98.8	96.9	98.4	94.1	96.5
Restaurants & Cafés	105.7	107.1	110.4	108.2	114.7	116.1	106.7	107.3	104.6	106.2	102.7	105.1
Services	97.2	99.3	111.3	112.5	86.3	93.4	99.3	101.9	96.4	100.7	94.0	99.7
Others	138.2	121.8	84.8	88.0	34.3	59.7	83.9	93.2	84.2	93.4	84.0	89.6
Total	112.3	118.9	105.5	111.9	126.0	132.4	112.9	119.3	110.6	116.9	107.0	113.0
Operating Days unit:days	31	122	31	122	31	122	—	—	—	—	—	—

July 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 110.6% for the total of Isetan Mitsukoshi Ltd. and 107.0% for the total of domestic department stores. In addition, both main stores and the Mitsukoshi Ginza Store have outperformed fiscal 2018 for thirteen 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 continued to be strong, with total domestic department stores' sales (existing shops) at the same level as last month. As with the overall purchasing trend, interest in high-value-added products such as luxury brand handbags, wallets, jewellery, watches and cosmetics remained high.

August Current Overview

■Cumulative in-store sales through August 1st to 14th continued to be driven by high value-added products such as luxury and designer brand handbags and jewelry. Tax-free sales also continued to exceed the previous year's level. Sales at Isetan Mitsukoshi(Tokyo Metropolitan area stores)were up 110.5% YoY, and sales at domestic department stores tolal were up 109.2% YoY.

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