Isetan Mitsukoshi Holdings Monthly Sales Flash Report April 2024
Domestic Department Store Business

May 1st, 2024

■We have applied revenue recognition standard from FY2021. The disclosure of the Department Store Business sales by store remains on conventional standard.

Isetan Mitsukoshi Ltd. Stores Sales
(Tokyo Metropolitan Area)

Isetan Mitsukoshi	YoY (%)	Total Apr
Isetan Shinjuku Main Store	117.6%	117.6%
Mitsukoshi Nihombashi Main Store	110.8%	110.8%
Mitsukoshi Ginza Store	129.1%	129.1%
Isetan Tachikawa Store	97.0%	97.0%
Isetan Urawa Store	90.6%	90.6%

	YoY (%)	Total Apr
Sub Total (Isetan Mitsukoshi) (A)	115.2%	115.2%

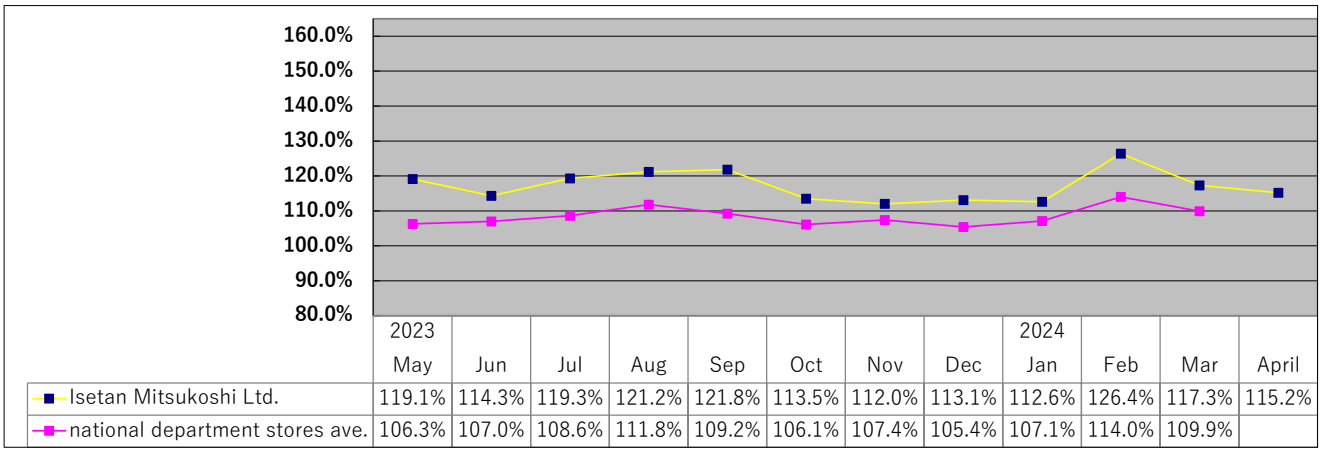
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr
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 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 Apr
Sub Total (Regional Store) (B)	104.6%	104.6%

	YoY (%)	Total Apr
Sub Total (Isetan Mitsukoshi Group) (A+B)	111.3%	111.3%

Monthly sales change for the past one year (year on year)
[Isetan Mitsukoshi Ltd. (Tokyo Metropolitan Area) ・national department stores average]



	2023 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Jan	Feb	Mar	April
Isetan Mitsukoshi Ltd.	119.1%	114.3%	119.3%	121.2%	121.8%	113.5%	112.0%	113.1%	112.6%	126.4%	117.3%	115.2%
national department stores ave.	106.3%	107.0%	108.6%	111.8%	109.2%	106.1%	107.4%	105.4%	107.1%	114.0%	109.9%	

■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 115.2% for the total of Isetan Mitsukoshi Ltd. and 111.3% 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.

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