Isetan Mitsukoshi Holdings Monthly Sales Report February 2023

Domestic Department Store Business

15-Mar-23

■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	131.3%	130.1%
Mitsukoshi Nihombashi Main store	126.9%	121.4%
Mitsukoshi Ginza store	144.3%	136.3%
Isetan Tachikawa store	123.2%	110.7%
Isetan Urawa store	116.8%	107.1%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi) (A)	132.3%	126.2%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2022
Sapporo Marui Mitsukoshi Ltd.	133.1%	118.3%
Hakodate Marui Imai Ltd.	125.1%	103.2%
Sendai Mitsukoshi Ltd.	118.7%	105.5%
Niigata Isetan Mitsukoshi Ltd.	117.6%	103.9%
Shizuoka Isetan Co., Ltd.	108.2%	104.1%
Nagoya Mitsukoshi Ltd.	113.3%	103.5%
Hiroshima Mitsukoshi Ltd.	106.2%	102.6%
Takamatsu Mitsukoshi Ltd.	114.1%	105.5%
Matsuyama Mitsukoshi Ltd.	111.7%	105.3%
Iwataya Mitsukoshi Ltd.	129.5%	114.7%

	YoY (%)	Total FY2022
Sub Total (Regional Store) (B)	121.8%	109.4%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi group) (A+B)	128.4%	119.6%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	February	Total FY2022	February	Total FY2022	February	Total FY2022	February	Total FY2022	February	Total FY2022	February	Total FY2022
(Men's clothing)	139.4	130.9	127.4	122.2	133.9	144.9	136.6	130.6	136.6	128.5	133.4	123.1
(Women's clothing)	150.5	140.1	142.5	128.2	157.8	141.5	148.7	138.1	148.7	135.1	141.8	125.4
(Children's clothing)	124.7	123.7	116.1	118.3	176.4	140.5	119.2	123.0	119.2	118.2	114.3	110.8
(Formal wear and bedding)	107.6	109.2	112.8	115.0	146.2	117.7	109.4	111.1	109.4	108.6	109.8	104.0
Sales of apparel	143.2	134.3	130.5	124.6	153.1	141.4	139.8	133.3	139.8	130.2	135.2	122.5
Accessories	140.8	140.1	143.2	137.5	180.4	155.2	143.5	142.1	143.5	137.8	142.0	130.7
Sundry goods	131.6	133.5	121.1	135.3	137.5	141.5	129.1	135.2	129.1	133.0	125.8	125.8
Household	114.6	111.3	126.7	115.3	134.9	131.6	118.2	114.4	118.2	113.0	111.9	108.4
Foods	122.1	111.6	118.9	105.6	128.8	116.6	121.1	110.2	121.1	109.0	118.1	106.2
Restaurants & Cafés	186.6	157.6	153.6	146.4	140.2	149.9	167.3	155.5	167.3	144.5	163.8	137.8
Service	126.5	257.3	188.1	148.8	164.2	120.4	135.0	229.9	135.0	208.5	132.9	187.2
Others	68.5	85.5	127.1	107.2	121.2	109.9	108.6	101.1	108.6	101.9	111.7	102.0
Total	134.6	130.4	126.9	121.4	144.3	136.3	132.3	128.7	132.3	126.2	128.4	119.6
Operating Days	28	333	28	333	28	333	—	—		—	—	—

February over view

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store.Sales YoY were 132.3% at Isetan Mitsukoshi Ltd. and 128.4% at domestic department stores.
Since April 2022, the Isetan Shinjuku Main Store has performed better than in 2018 for 11 consecutive months.

■At Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store, the willingness to purchase high-value-added products such as jewelry, watches, and handbags remained strong and , new spring items, mainly luxury brands, performed well.
Events for loyal customers and Valentine's Day events also boosted sales, which were well above the previous year's level.

■■Duty-free sales remained strong, mainly at stores in the Tokyo metropolitan area, with continued strong interest in luxury brand handbags,apparel, and jewelry.

Current Overview in March

■In terms of cumulative in-store sales through the 14th, sales were driven mainly by stores in the Tokyo metropolitan area, where high-value-added products such as luxury brands and jewelry maintained strong sales, and willingness to spend on spring apparel and Japanese and Western confectionery for gift-giving increased. Isetan Mitsukoshi (5 Tokyo metropolitan area stores) posted 121.7% and Isetan Mitsukoshi Group Stores (domestic department stores) sales were 118.2%, both significantly higher than the previous year.

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