Isetan Mitsukoshi Holdings Monthly Sales Flash Report February 2023
Domestic Department Store Business

March 1, 2023

■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 to Feb
Isetan Shinjuku Main Store	141.1%	134.2%
Mitsukoshi Nihombashi Main Store	128.1%	122.7%
Mitsukoshi Ginza Store	144.3%	136.3%
Isetan Tachikawa Store	123.7%	110.7%
Isetan Urawa Store	116.8%	107.1%

	YoY (%)	Total Apr to Feb
Sub Total (Isetan Mitsukoshi) (A)	135.8%	128.0%

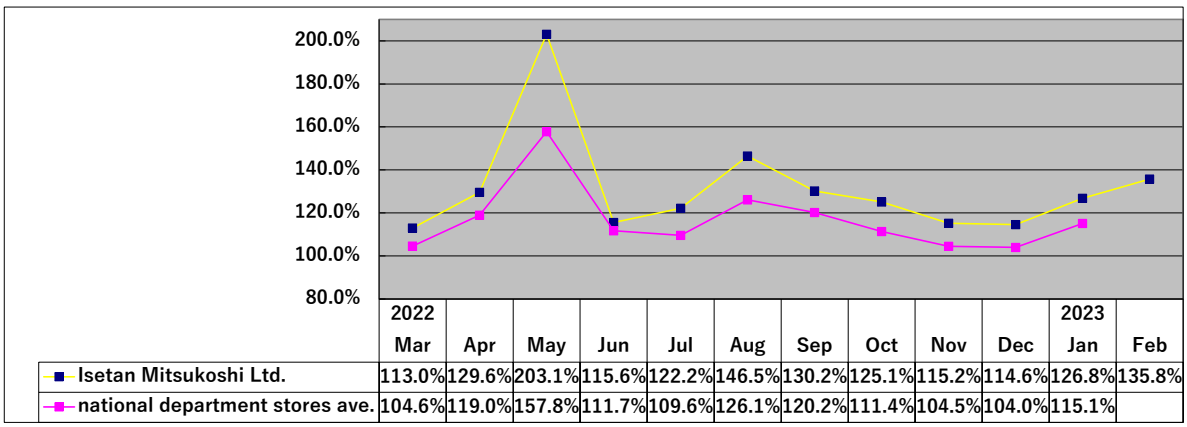
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Feb
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 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 Apr to Feb
Sub Total (Regional Store) (B)	121.8%	109.4%

	YoY (%)	Total Apr to Feb
Sub Total (Isetan Mitsukoshi Group) (A+B)	130.3%	120.2%

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



	2022 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2023 Jan	Feb
Isetan Mitsukoshi Ltd.	113.0%	129.6%	203.1%	115.6%	122.2%	146.5%	130.2%	125.1%	115.2%	114.6%	126.8%	135.8%
national department stores ave.	104.6%	119.0%	157.8%	111.7%	109.6%	126.1%	120.2%	111.4%	104.5%	104.0%	115.1%	

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store.
Sales YoY were 135.8% at Isetan Mitsukoshi Ltd. and 130.3% 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.

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