Isetan Mitsukoshi Holdings Monthly Sales Report March 2024

Domestic Department Store Business

April 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 FY2023
Isetan Shinjuku Main store	115.9%	114.7%
Mitsukoshi Nihombashi Main store	109.0%	110.4%
Mitsukoshi Ginza store	125.8%	135.6%
Isetan Tachikawa store	99.4%	106.5%
Isetan Urawa store	100.2%	103.8%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi) (A)	114.0%	115.3%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2023
Sapporo Marui Mitsukoshi Ltd.	105.3%	110.3%
Hakodate Marui Imai Ltd.	95.7%	101.7%
Sendai Mitsukoshi Ltd.	105.8%	102.2%
Niigata Isetan Mitsukoshi Ltd.	94.4%	100.9%
Shizuoka Isetan Co., Ltd.	94.8%	97.1%
Nagoya Mitsukoshi Ltd.	97.2%	106.9%
Hiroshima Mitsukoshi Ltd.	93.8%	96.9%
Takamatsu Mitsukoshi Ltd.	100.1%	103.4%
Matsuyama Mitsukoshi Ltd.	103.3%	95.7%
Iwataya Mitsukoshi Ltd.	116.9%	113.6%

	YoY (%)	Total FY2023
Sub Total (Regional Stores) (B)	105.0%	107.3%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi group) (A+B)	110.8%	112.4%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Mar	Total FY2023	Mar	Total FY2023	Mar	Total FY2023	Mar	Total FY2023	Mar	Total FY2023	Mar	Total FY2023
Men's clothing	123.3	114.5	130.9	115.4	103.3	130.7	122.5	115.7	120.7	114.6	115.1	112.8
Women's clothing	117.6	121.2	112.1	114.0	117.3	134.9	116.7	121.8	113.7	119.8	109.1	115.2
Children's clothing	86.1	111.7	69.5	95.4	132.1	152.2	77.9	108.4	78.8	106.0	71.0	100.3
Kimono, bedding, others	87.2	102.0	100.6	100.2	110.1	111.2	91.8	102.2	92.9	100.7	95.6	99.5
Clothing Total	116.5	117.5	96.8	110.6	115.2	134.3	112.4	118.1	110.3	116.2	105.2	112.7
Accessories, Handbags, etc.	121.6	124.2	122.9	123.7	146.2	154.1	127.2	129.9	124.6	127.0	121.0	123.3
Cosmetics	122.1	124.3	116.2	118.1	139.3	153.9	125.4	130.2	124.3	129.0	121.1	122.3
Arts, Jewelry, Precious Metals, etc.	131.2	114.7	125.3	112.7	140.9	141.1	131.0	118.2	130.7	118.0	129.0	116.9
Other General goods	103.2	99.9	144.6	134.6	98.5	160.4	108.5	109.3	104.7	108.1	103.4	106.5
General goods Total	124.5	116.3	124.8	114.5	138.3	146.8	127.2	120.9	126.0	120.5	124.0	117.9
Household goods	94.4	109.6	94.1	94.8	104.1	114.1	95.1	104.3	94.9	103.5	96.2	100.7
Foods	102.5	106.4	105.7	103.4	104.6	109.1	103.8	105.8	102.7	105.4	101.4	103.6
Restaurants & Cafés	110.8	121.5	106.9	124.1	121.6	121.7	110.3	121.9	106.9	117.7	107.5	117.2
Services	95.0	45.4	111.7	131.5	93.5	114.1	97.6	57.2	96.6	61.2	96.2	65.6
Others	85.8	107.1	86.1	100.4	90.0	109.1	86.5	103.1	88.6	103.4	72.9	98.7
Total	115.9	114.7	109.0	110.4	125.8	135.6	115.8	116.6	114.0	115.3	110.8	112.4
Operating Days unit:days	31	365	31	365	31	365	—	—	—	—	—	—

March 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 114.0% for the total of Isetan Mitsukoshi Ltd. and 110 .8% for the total of domestic department stores. In addition, both main stores and the Mitsukoshi Ginza Store have outperformed fiscal 2018 for nine consecutive months.

■In categories, sales of handbags, jewelry/watches, and cosmetics continued to grow. In the clothing category, there was movement in new spring/summer items, mainly luxury and designer brands, as well as in occasion needs. In the food category, Western-style confectioneries and Japanese-style confectioneries were particularly popular due to demand for gifts and souvenirs.

■Tax-free sales exceeded the level of February, when Chinese New Year was celebrated, and were the second highest single month following last December. As with the overall purchasing trend, interest in high-value-added products such as luxury brand handbags and purses, jewelry, watches, and cosmetics continued to be high.

April 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. Tax-free sales also continued to significantly exceed the previous year's level, as in March. Sales at both Isetan and Mitsukoshi main stores, Mitsukoshi Ginza Store in the Tokyo metropolitan area and Iwataya Mitsukoshi and other stores were strong, with double-digit year-on-year sales growth, resulting in year-on-year sales growth of 118.5% for Isetan Mitsukoshi and 114.2% for the total of domestic department stores.

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