Isetan Mitsukoshi Holdings Monthly Sales Report March 2022
Domestic Department Store Business

April 15, 2022

■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 FY2021
Isetan Shinjuku Main store	113.8%	122.2%
Mitsukoshi Nihombashi Main store	104.3%	113.0%
Mitsukoshi Ginza store	120.4%	127.6%
Isetan Tachikawa store	97.2%	104.2%
Isetan Urawa store	108.8%	117.8%

	YoY (%)	Total FY2021
Sub Total (Isetan Mitsukoshi) (A)	110.9%	119.0%
existing stores total ※ (B)	110.9%	120.3%

※excluding Mitsukoshi Ebisu Store

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2021
Sapporo Marui Mitsukoshi Ltd.	101.9%	106.9%
Hakodate Marui Imai Ltd.	87.3%	97.7%
Sendai Mitsukoshi Ltd.	102.3%	105.0%
Niigata Isetan Mitsukoshi Ltd.	102.4%	109.3%
Shizuoka Isetan Co., Ltd.	101.9%	106.8%
Nagoya Mitsukoshi Ltd.	99.9%	106.6%
Hiroshima Mitsukoshi Ltd.	95.3%	95.6%
Takamatsu Mitsukoshi Ltd.	101.3%	112.4%
Matsuyama Mitsukoshi Ltd.	138.7%	82.8%
Iwataya Mitsukoshi Ltd.	105.4%	113.7%

	YoY (%)	Total FY2021
Sub Total (Regional Store) (C)	102.5%	108.1%

	YoY (%)	Total FY2021
Sub Total (Isetan Mitsukoshi) (A+C)	107.5%	114.5%
existing stores total ※ (B+C)	107.5%	115.2%

※excluding Mitsukoshi Ebisu Store and

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd		Grand Total	
	March	Total FY2021	March	Total FY2021	March	Total FY2021	March	Total FY2021	March	Total FY2021	March	Total FY2021
(Men's clothing)	114.0	119.0	105.8	113.0	120.7	107.2	113.5	117.5	112.6	116.5	110.2	112.8
(Women's clothing)	113.5	129.9	120.2	109.8	113.4	126.2	114.6	125.3	113.7	123.2	109.4	117.2
(Children's clothing)	94.7	112.1	88.0	98.3	110.0	90.6	90.8	104.4	91.2	104.6	90.6	100.7
(Formal wear and bedding)	105.6	111.7	84.2	118.7	147.4	107.8	100.8	113.0	103.8	111.2	98.3	106.5
Sales of apparel	111.4	123.6	100.3	108.7	115.4	118.9	109.0	120.1	108.5	118.5	105.6	113.9
Accessories	116.8	122.9	112.0	130.1	130.5	130.2	117.9	126.0	117.2	125.2	113.5	121.9
Sundry goods	127.9	128.9	108.9	134.3	126.6	136.6	122.8	131.4	120.3	129.0	115.3	123.4
Household	97.6	110.7	114.7	112.6	84.7	100.6	102.1	110.5	100.8	109.9	103.1	107.1
Foods	103.4	115.7	98.7	99.8	117.0	126.7	104.4	110.8	103.5	111.0	100.7	107.3
Restaurants & Cafés	105.8	114.7	103.3	97.9	145.7	148.3	105.6	111.5	105.9	111.7	102.1	108.9
Service	96.5	97.5	150.7	119.0	112.7	120.9	103.2	101.9	102.8	103.7	102.8	104.6
Others	135.3	114.5	101.1	104.6	102.4	133.7	109.2	109.9	110.7	110.7	104.2	104.7
Total	113.8	122.2	104.3	113.0	120.4	127.6	112.1	120.2	110.9	119.0	107.5	114.5
Operating Days	31	339	31	340	31	340	—	—		—	—	—

March over view

■Both sales and customer numbers for the Group as a whole grew from the previous year in February, partly due to the impact of the lifting of pre-emergency measures nationwide. Total store sales at Isetan Mitsukoshi Group Stores were up for the sixth consecutive month, and Isetan Mitsukoshi total sales in the Tokyo metropolitan area were up YoY for the seventh consecutive month.

■At the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store, customers continue to be highly motivated to purchase luxury brands and other high-value-added products. In addition to watches and jewelry, sales of handbags and women's shoes were also robust, centered on new spring and summer collection, against the backdrop of a recovery in occasion and ceremony needs and other factors.

Current Overview in April

■Although the number of people with COVID-19 infections is still at a high level, high value-added products such as jewelry watches, luxury brands, and designer brands continued to drive sales, cumulative In-store sales up to 14th were 114.9% YoY at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 110.6 %YoY at Isetan Mitsukoshi Group Stores (domestic department stores), respectively, exceeding the previous year's results.

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