Isetan Mitsukoshi Holdings Monthly Sales Report September 2023

Domestic Department Store Business

16-Oct-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 FY2023
Isetan Shinjuku Main store	121.4%	115.5%
Mitsukoshi Nihombashi Main store	114.9%	110.5%
Mitsukoshi Ginza store	141.1%	142.9%
Isetan Tachikawa store	103.4%	108.6%
Isetan Urawa store	100.0%	106.2%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi) (A)	120.1%	116.7%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2023
Sapporo Marui Mitsukoshi Ltd.	107.1%	113.3%
Hakodate Marui Imai Ltd.	97.1%	101.7%
Sendai Mitsukoshi Ltd.	96.4%	102.2%
Niigata Isetan Mitsukoshi Ltd.	104.7%	102.2%
Shizuoka Isetan Co., Ltd.	98.4%	99.4%
Nagoya Mitsukoshi Ltd.	110.1%	108.7%
Hiroshima Mitsukoshi Ltd.	102.2%	99.4%
Takamatsu Mitsukoshi Ltd.	109.1%	103.1%
Matsuyama Mitsukoshi Ltd.	100.2%	96.1%
Iwataya Mitsukoshi Ltd.	123.5%	112.9%

	YoY (%)	Total FY2023
Sub Total (Regional Store) (B)	110.7%	108.1%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi group) (A+B)	116.8%	113.6%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	September	Total FY2023	September	Total FY2023	September	Total FY2023	September	Total FY2023	September	Total FY2023	September	Total FY2023
(Men's clothing)	121.7	117.9	110.5	119.0	134.0	142.6	121.1	119.5	119.5	118.5	118.3	116.6
(Women's clothing)	131.3	124.7	115.3	116.1	129.1	145.4	128.2	126.0	125.1	123.7	119.8	117.8
(Children's clothing)	118.6	118.4	110.9	100.5	156.7	172.4	120.9	115.9	116.9	111.7	111.3	107.4
(Formal wear and bedding)	105.4	108.0	94.3	99.2	124.0	111.1	103.0	106.0	96.2	102.8	94.7	100.8
Sales of apparel	126.4	121.2	112.4	113.5	131.3	145.2	124.6	122.4	121.5	120.1	117.7	115.9
Accessories	129.2	126.7	124.4	126.3	161.8	161.7	133.6	132.8	131.4	130.4	128.9	125.5
Sundry goods	120.3	123.3	115.1	120.1	161.6	163.8	128.2	131.5	126.9	130.2	120.9	121.7
Household	114.5	110.0	98.7	89.9	117.6	117.1	109.0	102.8	107.6	102.0	103.3	101.4
Foods	101.5	109.5	107.4	103.5	118.0	114.3	106.0	108.1	104.9	107.7	104.6	105.5
Restaurants & Cafés	124.9	130.5	121.8	138.1	119.1	138.7	124.2	131.9	119.4	125.3	119.7	124.4
Service	97.0	33.2	136.4	141.4	111.7	128.8	104.4	44.3	102.8	48.4	102.0	53.7
Others	155.3	90.7	104.3	105.5	118.3	115.2	115.0	102.5	115.2	103.0	111.9	102.1
Total	121.4	115.5	114.9	110.5	141.1	142.9	122.4	117.9	120.1	116.7	116.8	113.6
Operating Days	30	183	30	183	30	183	—	—	—	—	—	—

September 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 120.1% at Isetan Mitsukoshi Ltd. and 116.8% at domestic department stores.
In addition, since April 2022, the Isetan Shinjuku Main Store has continued to outperform FY 18 for 18 consecutive months, surpassing even the record sales in September 2019, which had previously been the highest single month of September sales in the past.

■At the Isetan Shinjuku main store and Mitsukoshi Nihonbashi main store, sales increased significantly due to events for loyal customers and foreign exhibition events. In addition, customer interest in autumn lightweight clothing (cut-and-sewn, sweaters, etc.), handbags, and jewelry continued to be strong, especially for luxury and designer brands.

■Tax-free sales, same as previous month, exceeded the pre-Corona results for the same month of 2018 in total (existing stores) for domestic department stores due to continued strong interest in luxury brand handbags and jewelry, especially at stores in Tokyo, Sapporo, and Fukuoka.

Current Overview in October

■Cumulative over-the-counter sales up to the 15th continued to be driven by stores in the Tokyo metropolitan area. In addition to luxury brands handbag and jewelry. Tax-free sales also grew on the back of the major National Day of China. Sales YoY were 119.4% at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 114.9% at Isetan Mitsukoshi Group Stores (domestic department stores).

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