Isetan Mitsukoshi Holdings Monthly Sales Report June 2023

Domestic Department Store Business

18-Jul-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	114.7%	116.1%
Mitsukoshi Nihombashi Main store	103.7%	109.0%
Mitsukoshi Ginza store	135.8%	138.0%
Isetan Tachikawa store	109.1%	107.9%
Isetan Urawa store	104.7%	107.4%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi) (A)	113.4%	116.1%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2023
Sapporo Marui Mitsukoshi Ltd.	112.1%	114.8%
Hakodate Marui Imai Ltd.	100.5%	99.6%
Sendai Mitsukoshi Ltd.	103.7%	103.6%
Niigata Isetan Mitsukoshi Ltd.	101.9%	102.9%
Shizuoka Isetan Co., Ltd.	97.8%	99.7%
Nagoya Mitsukoshi Ltd.	112.2%	107.7%
Hiroshima Mitsukoshi Ltd.	97.1%	96.2%
Takamatsu Mitsukoshi Ltd.	97.7%	98.8%
Matsuyama Mitsukoshi Ltd.	95.9%	94.0%
Iwataya Mitsukoshi Ltd.	107.4%	108.7%

	YoY (%)	Total FY2023
Sub Total (Regional Store) (B)	106.2%	106.6%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi group) (A+B)	110.8%	112.6%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	June	Total FY2023	June	Total FY2023	June	Total FY2023	June	Total FY2023	June	Total FY2023	June	Total FY2023
(Men's clothing)	113.9	118.3	119.0	118.8	144.0	143.7	116.3	119.9	115.5	118.9	113.6	116.1
(Women's clothing)	123.6	125.6	114.7	117.4	147.2	145.1	125.1	126.8	123.7	124.8	117.5	117.8
(Children's clothing)	138.7	117.4	92.6	98.3	171.1	164.7	127.7	111.2	122.8	107.0	115.7	102.8
(Formal wear and bedding)	102.9	108.2	90.9	92.3	128.2	119.2	101.3	104.9	102.2	102.1	99.9	99.8
Sales of apparel	119.5	121.8	112.5	112.4	147.2	145.1	121.1	122.3	119.7	120.2	115.3	115.3
Accessories	121.9	126.8	116.7	125.3	156.5	158.2	126.5	132.0	124.1	129.4	119.2	123.1
Sundry goods	124.4	122.0	122.4	121.4	163.2	156.7	132.3	129.2	130.4	128.0	119.8	119.8
Household	119.4	107.3	73.9	85.9	121.7	108.1	98.7	99.1	99.0	98.4	97.1	97.9
Foods	106.4	110.1	96.0	101.9	106.9	112.0	101.9	107.5	101.9	107.1	101.1	105.1
Restaurants & Cafés	126.0	127.2	159.4	145.8	143.4	136.3	131.8	130.3	122.8	122.8	121.2	120.8
Service	94.0	47.4	146.1	134.6	144.7	140.1	109.3	61.7	108.0	65.9	105.8	70.7
Others	100.0	82.3	107.5	105.9	38.1	83.4	99.1	96.2	99.0	96.8	97.2	97.1
Total	114.7	116.1	103.7	109.0	135.8	138.0	114.2	117.2	113.4	116.1	110.8	112.6
Operating Days	30	91	30	91	30	91	—	—	—	—	—	—

June 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 113.4% at Isetan Mitsukoshi Ltd. and 110.8% at domestic department stores.
In addition, since April 2022, the Isetan Shinjuku Main Store has continued to outperform FY18 for 15 consecutive months.

■At Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store, customers continue to be highly motivated to purchase high-value-added products, with jewelry and handbags performing well, driving sales.
In addition, sales of summer apparel and accessories were particularly strong, driven by an increase in demand for outings.

■Tax-free sales 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, and significant growth in tax-free sales, especially at stores in Tokyo, Sapporo, and Fukuoka.

Current Overview in July

■Cumulative over-the-counter sales up to the 17th continued to be driven by stores in the Tokyo metropolitan area. In addition to luxury brand handbags and summer dresses and cut-and-sews also performed well. Sales of japanese and western sweets and fruits also grew due to the growing demand for gifts. Prepared foods and other items sold well due to the rising temperatures. Tax-free sales also continued to be strong. Sales YoY were 120.4% at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 114.7% at Isetan Mitsukoshi Group Stores (domestic department stores).

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