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

July 3, 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 Jun
Isetan Shinjuku Main Store	115.7%	120.0%
Mitsukoshi Nihombashi Main Store	104.5%	110.1%
Mitsukoshi Ginza Store	137.2%	138.5%
Isetan Tachikawa Store	109.1%	108.0%
Isetan Urawa Store	104.7%	107.4%

	YoY (%)	Total Apr to Jun
Sub Total (Isetan Mitsukoshi) (A)	114.3%	118.6%

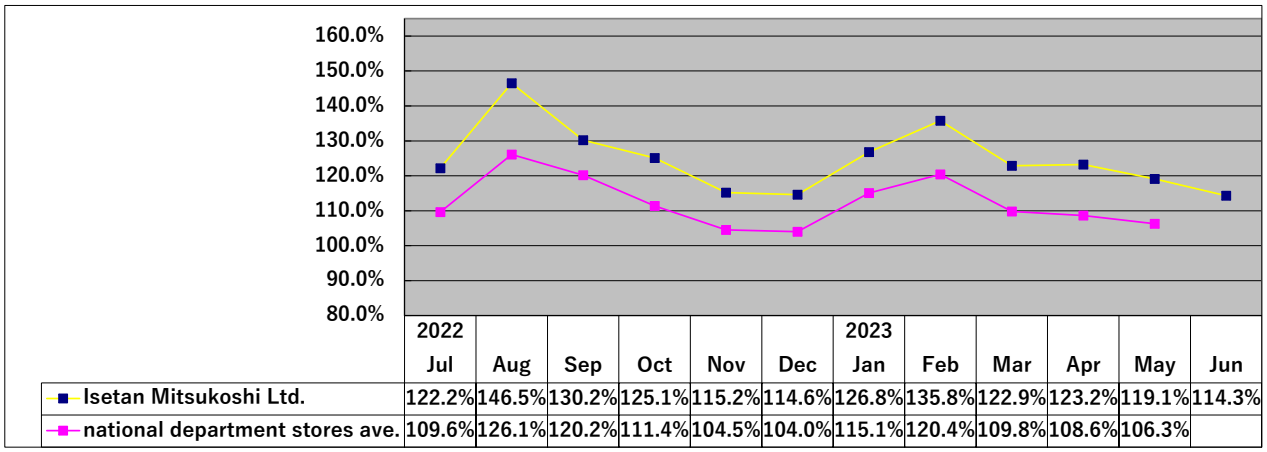
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Jun
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 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 Apr to Jun
Sub Total (Regional Store) (B)	106.2%	106.6%

	YoY (%)	Total Apr to Jun
Sub Total (Isetan Mitsukoshi Group) (A+B)	111.2%	113.9%

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



	2022 Jul	Aug	Sep	Oct	Nov	Dec	2023 Jan	Feb	Mar	Apr	May	Jun
Isetan Mitsukoshi Ltd.	122.2%	146.5%	130.2%	125.1%	115.2%	114.6%	126.8%	135.8%	122.9%	123.2%	119.1%	114.3%
national department stores ave.	109.6%	126.1%	120.2%	111.4%	104.5%	104.0%	115.1%	120.4%	109.8%	108.6%	106.3%	

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store.
Sales YoY were 114.3% at Isetan Mitsukoshi Ltd. and 111.2% 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.

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