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

October 2, 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 Sep
Isetan Shinjuku Main Store	124.6%	120.4%
Mitsukoshi Nihombashi Main Store	115.3%	111.2%
Mitsukoshi Ginza Store	141.1%	142.9%
Isetan Tachikawa Store	103.5%	108.6%
Isetan Urawa Store	100.1%	106.2%

	YoY (%)	Total Apr to Sep
Sub Total (Isetan Mitsukoshi) (A)	121.8%	119.6%

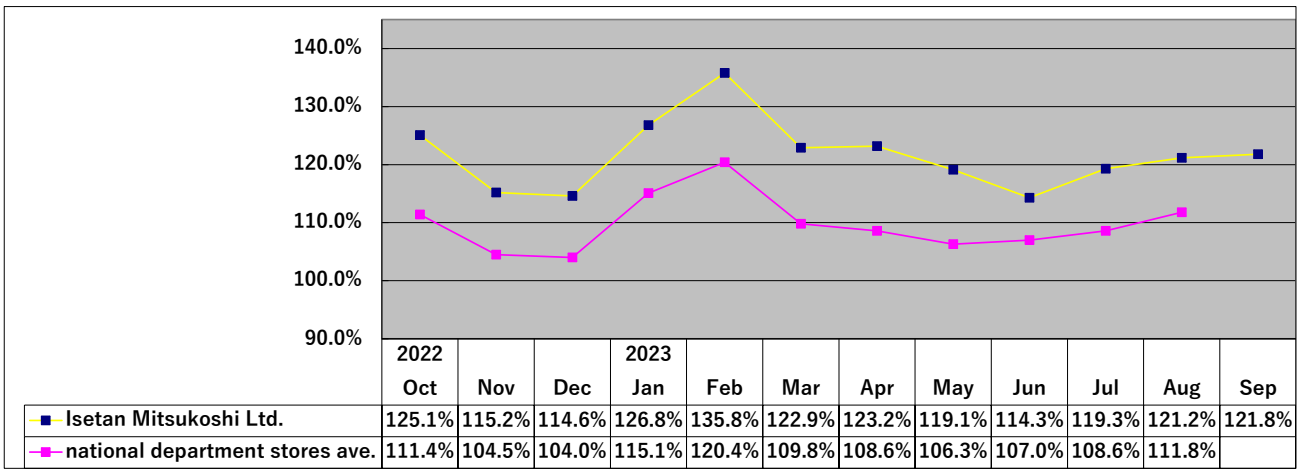
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Sep
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.	104.8%	102.2%
Shizuoka Isetan 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 Apr to Sep
Sub Total (Regional Store) (B)	110.7%	108.1%

	YoY (%)	Total Apr to Sep
Sub Total (Isetan Mitsukoshi Group) (A+B)	117.7%	115.1%

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



	2022 Oct	Nov	Dec	2023 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
Isetan Mitsukoshi Ltd.	125.1%	115.2%	114.6%	126.8%	135.8%	122.9%	123.2%	119.1%	114.3%	119.3%	121.2%	121.8%
national department stores ave.	111.4%	104.5%	104.0%	115.1%	120.4%	109.8%	108.6%	106.3%	107.0%	108.6%	111.8%	

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store. Sales YoY were 121.8% at Isetan Mitsukoshi Ltd. and 117.7% 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.

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