# Isetan Mitsukoshi Holdings Monthly Sales Report December 2023

## Domestic Department Store Business

Jan 15, 2024

■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 | 111.3% | 113.7% |
| Mitsukoshi Nihombashi Main store | 109.2% | 109.5% |
| Mitsukoshi Ginza store | 123.0% | 137.0% |
| Isetan Tachikawa store | 109.1% | 107.9% |
| Isetan Urawa store | 103.2% | 105.1% |

| | YoY (%) | Total FY2023 |
|---|---|---|
| Sub Total (Isetan Mitsukoshi) (A) | 111.8% | 114.8% |

### Domestic Regional Companies Sales

| Company | YoY (%) | Total FY2023 |
|---|---|---|
| Sapporo Marui Mitsukoshi Ltd. | 104.9% | 110.2% |
| Hakodate Marui Imai Ltd. | 100.7% | 102.0% |
| Sendai Mitsukoshi Ltd. | 101.9% | 101.5% |
| Niigata Isetan Mitsukoshi Ltd. | 105.0% | 102.4% |
| Shizuoka Isetan Co., Ltd. | 97.0% | 97.4% |
| Nagoya Mitsukoshi Ltd. | 105.8% | 107.4% |
| Hiroshima Mitsukoshi Ltd. | 92.9% | 96.3% |
| Takamatsu Mitsukoshi Ltd. | 100.9% | 102.6% |
| Matsuyama Mitsukoshi Ltd. | 95.7% | 95.1% |
| Iwataya Mitsukoshi Ltd. | 112.0% | 112.2% |

| | YoY (%) | Total FY2023 |
|---|---|---|
| Sub Total (Regional Stores) (B) | 105.9% | 107.0% |

| | YoY (%) | Total FY2023 |
|---|---|---|
| Sub Total (Isetan Mitsukoshi group) (A+B) | 109.6% | 112.0% |

## Merchandise Category

unit：%

| | Isetan Shinjuku Main store | | Mitsukoshi Nihombashi Main store | | Mitsukoshi Ginza store | | Total of Flagship Stores | | Isetan Mitsukoshi Ltd. | | Group Total | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Dec | Total FY2023 | Dec | Total FY2023 | Dec | Total FY2023 | Dec | Total FY2023 | Dec | Total FY2023 | Dec | Total FY2023 |
| Men's clothing | 107.0 | 114.5 | 108.8 | 115.0 | 123.4 | 134.2 | 108.3 | 115.8 | 107.7 | 114.9 | 106.9 | 113.2 |
| Women's clothing | 123.3 | 121.1 | 113.6 | 113.8 | 124.1 | 137.9 | 121.7 | 122.0 | 120.2 | 120.2 | 117.0 | 115.5 |
| Children's clothing | 140.2 | 117.3 | 126.6 | 102.5 | 131.1 | 158.0 | 135.9 | 116.2 | 130.4 | 112.1 | 121.3 | 107.1 |
| Kimono, bedding, others | 93.5 | 104.2 | 90.6 | 97.9 | 111.3 | 110.7 | 94.0 | 103.2 | 95.3 | 101.5 | 97.3 | 99.6 |
| Clothing Total | 116.7 | 117.8 | 112.2 | 111.9 | 124.1 | 137.4 | 116.8 | 118.9 | 115.3 | 117.1 | 113.3 | 113.6 |
| Accessories, Handbags, etc. | 118.3 | 124.6 | 129.1 | 125.4 | 141.0 | 155.6 | 125.9 | 130.8 | 122.9 | 128.0 | 121.1 | 123.9 |
| Cosmetics | 124.0 | 122.9 | 111.2 | 118.6 | 138.9 | 156.5 | 125.9 | 129.7 | 125.5 | 128.6 | 121.6 | 121.3 |
| Arts, Jewelry, Precious Metals, etc. | 112.9 | 109.9 | 112.2 | 108.0 | 118.0 | 139.7 | 113.6 | 113.8 | 113.8 | 113.7 | 112.3 | 113.0 |
| Other General goods | 81.3 | 99.7 | 130.9 | 136.0 | 126.5 | 174.5 | 91.3 | 110.4 | 93.8 | 109.6 | 95.2 | 107.7 |
| General goods Total | 113.7 | 113.1 | 112.6 | 110.6 | 126.0 | 147.2 | 115.7 | 118.1 | 115.9 | 117.8 | 114.3 | 115.3 |
| Household goods | 115.2 | 112.8 | 103.8 | 94.1 | 103.0 | 113.8 | 110.0 | 105.8 | 109.2 | 104.9 | 102.0 | 101.4 |
| Foods | 102.5 | 106.8 | 100.7 | 102.7 | 105.7 | 110.6 | 102.2 | 105.8 | 102.5 | 105.6 | 100.2 | 103.5 |
| Restaurants & Cafés | 113.2 | 124.3 | 108.1 | 127.7 | 82.7 | 119.8 | 112.1 | 124.9 | 111.3 | 120.3 | 111.7 | 119.6 |
| Services | 27.7 | 37.9 | 130.3 | 136.4 | 126.5 | 121.0 | 36.5 | 49.6 | 40.4 | 53.7 | 45.3 | 58.8 |
| Others | 115.1 | 95.0 | 98.7 | 102.9 | 100.6 | 112.0 | 102.3 | 101.8 | 102.5 | 102.2 | 98.4 | 101.1 |
| Total | 111.3 | 113.7 | 109.2 | 109.5 | 123.0 | 137.0 | 112.5 | 115.9 | 111.8 | 114.8 | 109.6 | 112.0 |
| Operating Days unit:days | 31 | 275 | 31 | 275 | 31 | 275 | — | — | — | — | — | — |

## December Overview

■Sales of high-value-added products continued to drive sales, especially at the Isetan Shinjuku Main Store, Mitsukoshi Nihombashi Main Store, and Mitsukoshi Ginza Store, with year-on-year sales growth of 111.8% for the total of Isetan Mitsukoshi Ltd. and 109.6% for the total of domestic department stores. In addition, both main stores and the Mitsukoshi Ginza Store have outperformed fiscal 2018 for the sixth consecutive month.

■With more opportunities to go out and enjoy the season, sales of winter apparel (jackets, sweaters, etc.) and accessories (handbags, wallets, shoes, jewelry, cosmetics, etc.) increased at both main stores. Various unique events were also held to attract customers, driving sales. The Isetan Shinjuku Main Store also saw strong sales of new spring/summer items, particularly luxury and designer brands.

■Continuing from November, tax-free sales in total (existing stores) of domestic department stores significantly broke the previous record for a single month. Similar to the overall trend, interest in high-value-added products such as luxury brand handbags, wallets, jewelry, watches, and cosmetics was high.

## January Current Overview

■Cumulative sales (over-the-counter) from the 1st to the 14th continued to be driven by both main stores and the Mitsukoshi Ginza store, with jewelry and cosmetics performing particularly well. Tax-free sales were significantly higher than the previous year. Sales of Isetan Mitsukoshi and domestic department stores exceeded the previous year's results, with 110.1% and 107.7% of total sales, respectively.

【Contact】
Corporate Communication and IR Division, General Affairs Department, Isetan Mitsukoshi Holdings Ltd.
E-mail:support_sh@imhds.co.jp