Isetan Mitsukoshi Holdings Monthly Sales Report Februay 2022
Domestic Department Store Business

March 15, 2022

■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 FY2021
Isetan Shinjuku Main store	107.7%	123.2%
Mitsukoshi Nihombashi Main store	97.1%	114.0%
Mitsukoshi Ginza store	114.9%	128.5%
Isetan Tachikawa store	84.8%	105.1%
Isetan Urawa store	102.1%	118.9%

	YoY (%)	Total FY2021
Sub Total (Isetan Mitsukoshi) (A)	104.1%	120.0%
existing stores total ※ (B)	106.4%	121.4%

※excluding Mitsukoshi Ebisu Store

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2021
Sapporo Marui Mitsukoshi Ltd.	89.1%	107.4%
Hakodate Marui Imai Ltd.	79.7%	98.8%
Sendai Mitsukoshi Ltd.	91.4%	105.3%
Niigata Isetan Mitsukoshi Ltd.	90.6%	110.1%
Shizuoka Isetan Co., Ltd.	99.3%	107.3%
Nagoya Mitsukoshi Ltd.	92.6%	107.4%
Hiroshima Mitsukoshi Ltd.	87.7%	95.6%
Takamatsu Mitsukoshi Ltd.	92.0%	113.6%
Matsuyama Mitsukoshi Ltd.	113.1%	79.6%
Iwataya Mitsukoshi Ltd.	98.1%	114.7%

	YoY (%)	Total FY2021
Sub Total (Regional Store) (C)	93.3%	108.7%

	YoY (%)	Total FY2021
Sub Total (Isetan Mitsukoshi) (A+C)	99.9%	115.3%
existing stores total ※ (B+C)	101.2%	116.1%

※excluding Mitsukoshi Ebisu Store and

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	February	Total FY2021	February	Total FY2021	February	Total FY2021	February	Total FY2021	February	Total FY2021	February	Total FY2021
(Men's clothing)	107.7	119.6	101.4	113.8	115.8	105.6	107.4	117.9	105.6	116.9	102.5	113.1
(Women's clothing)	115.8	132.2	78.3	108.8	107.8	128.0	105.8	126.7	103.3	124.4	97.5	118.2
(Children's clothing)	108.6	116.4	87.0	105.1	93.2	88.9	94.6	109.7	93.6	109.3	88.9	104.0
(Formal wear and bedding)	96.0	112.4	128.9	124.5	102.5	105.0	103.6	114.5	100.1	112.0	92.6	107.4
Sales of apparel	111.4	125.2	86.3	110.3	108.4	119.4	104.9	121.7	102.7	119.9	97.6	115.0
Accessories	117.6	123.7	131.3	132.4	114.0	130.1	120.4	127.0	119.8	126.2	111.3	123.0
Sundry goods	113.6	129.0	112.7	137.4	128.7	137.7	115.5	132.4	113.1	130.0	107.8	124.3
Household	91.9	112.5	102.5	112.3	89.6	102.4	95.5	111.6	94.4	111.0	93.6	107.6
Foods	96.4	116.9	82.4	99.9	107.7	127.7	93.8	111.3	93.7	111.7	92.9	107.9
Restaurants & Cafés	90.3	115.9	80.0	97.4	156.7	148.5	88.6	112.3	90.5	112.4	88.3	109.7
Service	68.0	97.7	101.8	115.1	84.8	122.5	73.1	101.7	75.7	103.9	78.1	104.9
Others	84.9	112.9	78.4	105.0	137.4	137.8	84.6	109.9	86.5	110.7	91.7	104.8
Total	107.7	123.2	97.1	114.0	114.9	128.5	105.6	121.2	104.1	120.0	99.9	115.3
Operating Days	27	308	28	309	28	309	—	—		—	—	—

February over view

■In each region, sales were sluggish throughout the month, mainly at domestic regional stores, affected by the pre-emergency measures and unseasonable weather. However, sales were firm at Isetan Mitsukoshi (5 metropolitan area stores) that held events aimed at highs, due to the purchase of loyal customers and other factors. Total store sales at Isetan Mitsukoshi Group Stores were up for the fifth consecutive month, and Isetan Mitsukoshi total sales in the Tokyo metropolitan area were up YoY for the sixth consecutive month.

■At the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store, high-value-added products such as watches, jewelry, and luxury brands performed well due to events aimed at customers. Despite sluggish initial movements in spring apparel due to low temperatures, there was high interest in new titles in accessories such as handbags, shoes, and accessories.

Current Overview in March

■Although the number of people with COVID-19 infections was still at a high level, high value-added products such as jewelry watches, luxury brands, and designer brands continued to drive sales, cumulative In-store sales up to 14th were 118.3%YoY at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 108.1%YoY at Isetan Mitsukoshi Group Stores (domestic department stores), respectively, exceeding the previous year's results.

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