Isetan Mitsukoshi Holdings Monthly Sales Report January 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	128.1%	124.9%
Mitsukoshi Nihombashi Main store	127.0%	115.7%
Mitsukoshi Ginza store	135.3%	129.9%
Isetan Tachikawa store	111.1%	107.0%
Isetan Urawa store	119.0%	120.4%

	YoY (%)	Total FY2021
Sub Total (Isetan Mitsukoshi) (A)	126.8%	121.7%
existing stores total ※ (B)	128.6%	122.9%

※excluding Mitsukoshi Ebisu Store

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2021
Sapporo Marui Mitsukoshi Ltd.	102.9%	109.3%
Hakodate Marui Imai Ltd.	111.3%	100.7%
Sendai Mitsukoshi Ltd.	107.4%	106.5%
Niigata Isetan Mitsukoshi Ltd.	113.2%	112.0%
Shizuoka Isetan Co., Ltd.	105.6%	108.0%
Nagoya Mitsukoshi Ltd.	111.4%	108.8%
Hiroshima Mitsukoshi Ltd.	91.8%	96.3%
Takamatsu Mitsukoshi Ltd.	108.2%	115.7%
Matsuyama Mitsukoshi Ltd.	149.4%	78.1%
Iwataya Mitsukoshi Ltd.	122.9%	116.2%

	YoY (%)	Total FY2021
Sub Total (Regional Store) (C)	112.3%	110.2%

	YoY (%)	Total FY2021
Sub Total (Isetan Mitsukoshi) (A+C)	120.9%	116.8%
existing stores total ※ (B+C)	121.9%	117.5%

※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	
	January	Total FY2021	January	Total FY2021	January	Total FY2021	January	Total FY2021	January	Total FY2021	January	Total FY2021
(Men's clothing)	123.2	120.7	134.5	114.9	135.4	104.8	125.1	118.9	125.3	117.9	121.9	114.1
(Women's clothing)	145.5	133.9	119.9	112.8	135.3	129.9	139.0	129.0	137.0	126.7	127.1	120.2
(Children's clothing)	129.2	117.2	107.4	111.1	139.2	88.5	122.8	112.3	120.6	111.8	112.7	106.1
(Formal wear and bedding)	122.1	114.0	133.3	124.1	112.2	105.2	123.9	115.5	115.5	113.1	114.4	108.8
Sales of apparel	134.5	126.7	122.7	113.7	134.6	120.3	132.4	123.6	130.6	121.7	123.9	116.7
Accessories	140.9	124.3	149.1	132.6	147.7	131.7	144.3	127.7	141.5	126.8	133.1	124.1
Sundry goods	130.0	130.8	158.9	140.8	142.8	138.7	138.0	134.5	134.5	131.9	127.3	126.1
Household	101.8	115.0	118.3	113.4	96.5	103.6	107.7	113.4	106.5	112.9	103.1	109.0
Foods	106.8	119.1	101.5	101.1	124.4	130.2	107.9	112.9	107.7	113.4	107.0	109.3
Restaurants & Cafés	140.0	118.8	128.0	99.2	133.6	147.8	137.6	114.9	136.5	114.8	128.3	112.0
Service	106.2	101.1	119.9	116.5	157.1	125.6	111.3	104.9	111.3	106.9	110.0	107.6
Others	187.9	115.9	104.4	107.4	124.2	137.8	123.7	112.3	123.4	113.0	112.4	105.9
Total	128.1	124.9	127.0	115.7	135.3	129.9	128.7	122.9	126.8	121.7	120.9	116.8
Operating Days	30	281	30	281	30	281	—	—		—	—	—

January over view

■From mid-January onward, the number of COVID-19 infections rose sharply nationwide, and as a result, there is a downward trend in sales and customer numbers from the middle of the month, mainly at regional stores. However, customers have a strong tendency to buy for purposes, and the ratio of spending per customer rose by double digits in sub total of Isetan Mitsukoshi Group Stores. Total sales at Isetan Mitsukoshi Group Stores rose for the fourth consecutive month, and Isetan Mitsukoshi's total sales in the Tokyo metropolitan area exceeded the previous year for the fifth consecutive month.

■At the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store, high-value-added products, including watches, jewelry, handbags, and luxury brands, which are supported by customers, continued to perform well. Also, the two stores attracted many new customers by holding events with topicality and uniqueness.

Current Overview in February

■Despite a continuing downward trend in sales due to the rapid increase in the the number of COVID-19 infections, 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 105.3%YoY at Isetan Mitsukoshi's (5 Tokyo metropolitan area stores) and 100.1%YoY at Isetan Mitsukoshi Group Stores (domestic department stores), respectively, exceeding the previous year's results.

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