Isetan Mitsukoshi Holdings Monthly Sales Report June 2025

Domestic Department Store Business

July 15, 2025

■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 FY2025
Isetan Shinjuku Main store	90.5%	95.3%
Mitsukoshi Nihombashi Main store	95.1%	99.0%
Mitsukoshi Ginza store	88.5%	95.7%
Isetan Tachikawa store	93.7%	97.1%
Isetan Urawa store	92.3%	95.8%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi) (A)	91.5%	96.2%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2025
Sapporo Marui Mitsukoshi Ltd.	98.1%	96.1%
Hakodate Marui Imai Ltd.	92.4%	87.1%
Sendai Mitsukoshi Ltd.	93.7%	94.1%
Niigata Isetan Mitsukoshi Ltd.	93.2%	98.9%
Shizuoka Isetan Co., Ltd.	90.5%	93.6%
Nagoya Mitsukoshi Ltd.	90.9%	92.9%
Hiroshima Mitsukoshi Ltd.	93.5%	89.4%
Takamatsu Mitsukoshi Ltd.	87.1%	93.5%
Matsuyama Mitsukoshi Ltd.	83.0%	88.3%
Iwataya Mitsukoshi Ltd.	86.1%	91.1%

	YoY (%)	Total FY2025
Sub Total (Regional Stores) (B)	90.4%	93.2%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi group) (A+B)	91.1%	95.3%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	June	Total FY2025	June	Total FY2025	June	Total FY2025	June	Total FY2025	June	Total FY2025	June	Total FY2025
Men's clothing	89.9	93.6	97.6	97.6	89.6	92.2	90.8	94.0	91.0	94.0	90.4	92.2
Women's clothing	91.8	96.4	96.1	95.3	89.5	92.8	92.1	95.7	92.0	95.3	90.4	93.5
Children's clothing	84.4	94.0	96.1	91.6	88.1	95.3	87.1	93.2	87.4	93.3	90.7	94.8
Kimono, bedding, others	85.3	92.1	95.3	91.8	90.4	106.9	87.8	93.2	91.8	95.8	92.6	96.8
Clothing Total	90.5	95.2	96.5	95.0	89.4	93.1	91.3	94.9	91.5	94.8	90.5	93.3
Accessories, Handbags, etc.	84.4	87.2	102.3	99.2	95.8	105.1	91.6	94.5	91.7	94.7	89.3	91.3
Cosmetics	96.0	103.2	95.2	99.1	93.8	103.6	95.3	102.9	95.2	102.6	94.9	101.1
Arts, Jewelry, Precious Metals, etc.	80.8	92.4	85.8	100.4	67.3	77.0	79.7	91.8	79.6	91.6	81.3	93.3
Other General goods	98.9	84.3	86.6	92.1	89.0	88.0	95.4	86.2	95.1	89.4	92.6	89.3
General goods Total	86.9	95.4	86.9	99.8	78.7	88.2	85.1	94.8	85.2	94.9	86.2	95.6
Household goods	97.9	105.6	100.8	106.9	96.1	107.2	98.8	106.2	98.3	105.8	99.4	103.0
Foods	100.4	102.2	97.4	101.0	98.0	102.5	98.8	101.8	98.3	101.3	98.1	100.6
Restaurants & Cafés	94.2	96.6	105.6	107.5	90.3	94.7	96.5	98.6	96.5	99.4	96.7	99.1
Services	108.3	110.1	105.4	106.9	100.8	90.3	106.8	107.2	106.0	105.6	103.6	100.9
Others	97.8	93.0	91.6	93.8	94.8	94.9	93.8	93.6	93.6	93.8	92.1	93.6
Total	90.5	95.3	95.1	99.0	88.5	95.7	91.3	96.2	91.5	96.2	91.1	95.3
Operating Days unit:days	30	91	30	91	30	91	—	—	—	—	—	—

June Overview

■The year-on-year ratio was 91.5% for Isetan Mitsukoshi Ltd. as a whole and 91.1% for all domestic department stores. Tax-free sales were down from the previous year for duty-free stores, which had performed well in the previous fiscal year, but domestic customers, whose identities are being verified smoothly, remained steady, especially in the Tokyo metropolitan area.

■Domestic customers, especially identified customers, continued to show interest in high value-added products. In particular, at Isetan Shinjuku main store, where the next season (pre-fall 2025) was launched, items that can be worn now, mainly by luxury and designer brands, performed well. In addition, the holding of original events such as the "Summer Anko Expo®" at the Mitsukoshi Nihombashi main store also encouraged new customers to visit the store.

■As for overseas customers continue to show high interest in cosmetics and food, and the number of members of our newly launched "MITSUKOSHI ISETAN JAPAN" app for overseas customers is increasing.

July Current Overview

■Although cumulative in-store sales through July 14 were down YoY at 92.3% for Isetan Mitsukoshi total and 91.8% for domestic department stores total, sales by identified customers continued to grow steadily.
In addition, the number of members of "MITSUKOSHI ISETAN JAPAN" app for overseas customers is also growing steadily.

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