Isetan Mitsukoshi Holdings Monthly Sales Report November 2023

Domestic Department Store Business

15-Dec-23

■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	109.8%	114.2%
Mitsukoshi Nihombashi Main store	107.3%	109.6%
Mitsukoshi Ginza store	130.0%	139.9%
Isetan Tachikawa store	109.4%	107.7%
Isetan Urawa store	98.9%	105.4%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi) (A)	110.9%	115.4%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2023
Sapporo Marui Mitsukoshi Ltd.	105.5%	111.3%
Hakodate Marui Imai Ltd.	106.7%	102.2%
Sendai Mitsukoshi Ltd.	100.4%	101.4%
Niigata Isetan Mitsukoshi Ltd.	101.8%	102.0%
Shizuoka Isetan Co., Ltd.	93.2%	97.4%
Nagoya Mitsukoshi Ltd.	102.9%	107.6%
Hiroshima Mitsukoshi Ltd.	85.3%	96.9%
Takamatsu Mitsukoshi Ltd.	100.2%	102.9%
Matsuyama Mitsukoshi Ltd.	97.8%	95.0%
Iwataya Mitsukoshi Ltd.	111.1%	112.3%

	YoY (%)	Total FY2023
Sub Total (Regional Store) (B)	104.3%	107.2%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi group) (A+B)	108.6%	112.4%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	November	Total FY2023	November	Total FY2023	November	Total FY2023	November	Total FY2023	November	Total FY2023	November	Total FY2023
(Men's clothing)	112.5	115.9	107.7	116.0	128.8	136.3	113.0	117.2	112.4	116.2	111.0	114.4
(Women's clothing)	113.3	120.7	115.6	113.8	126.6	140.4	115.4	122.1	114.9	120.2	111.7	115.3
(Children's clothing)	109.0	113.8	99.3	100.2	141.7	163.8	110.3	113.4	107.8	109.6	101.6	105.1
(Formal wear and bedding)	102.8	106.0	100.1	99.0	103.9	110.6	102.3	104.6	104.2	102.6	98.1	99.9
Sales of apparel	112.4	118.0	111.5	111.8	127.3	139.9	113.8	119.3	113.2	117.4	110.3	113.6
Accessories	126.8	125.8	126.8	124.7	157.3	158.9	133.4	131.7	126.6	129.0	123.7	124.4
Sundry goods	123.4	122.7	117.1	119.9	143.8	159.8	127.4	130.3	126.8	129.2	121.2	121.2
Household	117.6	112.4	110.0	92.6	111.1	115.7	114.4	105.1	112.9	104.1	102.1	101.4
Foods	102.4	107.7	101.8	103.2	105.1	111.7	102.5	106.6	102.5	106.3	100.6	104.3
Restaurants & Cafés	115.8	126.1	113.2	130.3	108.8	130.1	115.4	126.9	114.6	121.7	114.1	120.9
Service	101.4	40.1	121.6	137.2	111.2	120.2	106.2	52.3	105.4	56.4	103.9	61.4
Others	83.4	92.6	103.0	103.6	107.9	114.1	97.4	101.8	97.4	102.2	97.2	101.5
Total	109.8	114.2	107.3	109.6	130.0	139.9	111.8	116.5	110.9	115.4	108.6	112.4
Operating Days	30	244	30	244	30	244	—	—	—	—	—	—

November over view

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store. Sales YoY were 110.9% at Isetan Mitsukoshi Ltd. and 108.6% at domestic department stores.
In addition, since April 2022, the Isetan Shinjuku Main Store has continued to outperform FY18 for 20 consecutive months.

■At the Isetan Shinjuku and Mitsukoshi Nihonbashi main stores, winter apparel (blousons, jackets, coats, etc.), handbags, jewelry, and cosmetics continued to drive sales, especially luxury and designer brands.

■Tax-free sales continued to set new records for a single month in the domestic department store total (existing stores), following October. As with the overall trend, there was interest in high-value-added products such as luxury brand handbags, jewelry, and watches.

Current Overview in December

■Cumulative over-the-counter sales up to the 14th continued to be driven by stores in the Tokyo metropolitan area. In addition to luxury brands handbag, wallet, jewelry and cosmetics. Tax-free sales also continued to grow. Sales YoY were 113.8% at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 109.9% at Isetan Mitsukoshi Group Stores (domestic department stores).

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