Isetan Mitsukoshi Holdings Monthly Sales Flash Report October 2023
Domestic Department Store Business

November 1, 2023

■We have applied revenue recognition standard from FY2021. The disclosure of the Department Store Business sales by store remains on conventional standard.

Isetan Mitsukoshi Ltd. Stores Sales
(Tokyo Metropolitan Area)

Isetan Mitsukoshi	YoY (%)	Total Apr to Oct
Isetan Shinjuku Main Store	111.8%	118.9%
Mitsukoshi Nihombashi Main Store	108.1%	110.8%
Mitsukoshi Ginza Store	135.0%	141.6%
Isetan Tachikawa Store	101.3%	107.4%
Isetan Urawa Store	109.5%	106.7%

	YoY (%)	Total Apr to Oct
Sub Total (Isetan Mitsukoshi) (A)	113.5%	118.6%

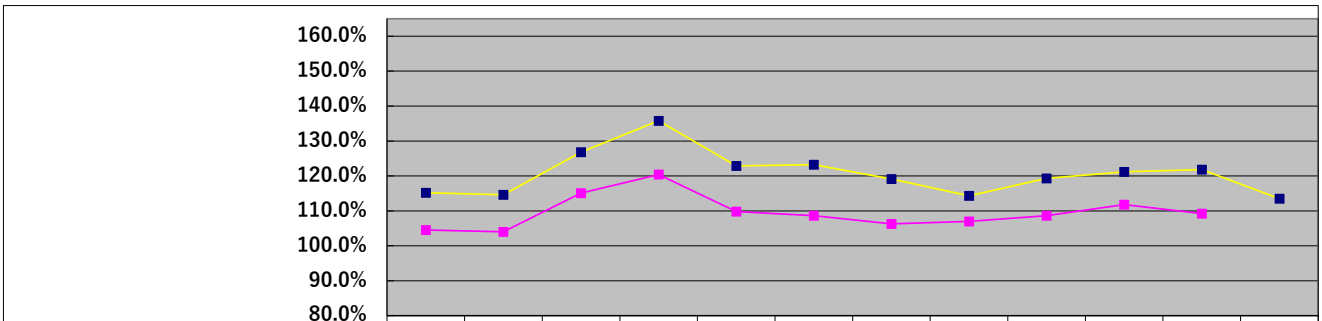
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Oct
Sapporo Marui Mitsukoshi Ltd.	107.0%	112.3%
Hakodate Marui Imai Ltd.	100.8%	101.6%
Sendai Mitsukoshi Ltd.	98.0%	101.6%
Niigata Isetan Mitsukoshi Ltd.	100.8%	102.0%
Shizuoka Isetan Ltd.	92.1%	98.1%
Nagoya Mitsukoshi Ltd.	107.3%	108.5%
Hiroshima Mitsukoshi Ltd.	97.3%	99.1%
Takamatsu Mitsukoshi Ltd.	105.3%	103.4%
Matsuyama Mitsukoshi Ltd.	85.6%	94.4%
Iwataya Mitsukoshi Ltd.	110.2%	112.5%

	YoY (%)	Total Apr to Oct
Sub Total (Regional Store) (B)	105.2%	107.7%

	YoY (%)	Total Apr to Oct
Sub Total (Isetan Mitsukoshi Group) (A+B)	110.3%	114.4%

Monthly sales change for the past one year (year on year)
[Isetan Mitsukoshi Ltd. (Tokyo Metropolitan Area) ・national department stores average]



	2022 Nov	Dec	2023 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Isetan Mitsukoshi Ltd.	115.2%	114.6%	126.8%	135.8%	122.9%	123.2%	119.1%	114.3%	119.3%	121.2%	121.8%	113.5%
national department stores ave.	104.5%	104.0%	115.1%	120.4%	109.8%	108.6%	106.3%	107.0%	108.6%	111.8%	109.2%	

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store. Sales YoY were 113.5% at Isetan Mitsukoshi Ltd. and 110.3% at domestic department stores.
In addition, since April 2022, the Isetan Shinjuku Main Store has continued to outperform FY18 for 19 consecutive months.

■At the Isetan Shinjuku and Mitsukoshi Nihombashi main stores, sales of autumn apparel (sweaters,jackets, etc.), mainly luxury and designer brands, handbags and jewelry continued to drive sales. Sales were also boosted by strong sales of original events and foreign exhibitions.

■Similar to the overall trend, tax-free sales were strong for high-value-added products such as luxury brand handbags, jewelry, and watches. Due in part to the Mid-Autumn Festival and National Day of China, total domestic department store sales (existing stores) reached a record high for a single month.

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