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

May 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 Mar
Isetan Shinjuku Main Store	125.4%	125.4%
Mitsukoshi Nihombashi Main Store	115.9%	115.9%
Mitsukoshi Ginza Store	141.4%	141.4%
Isetan Tachikawa Store	107.8%	107.8%
Isetan Urawa Store	108.5%	108.5%

	YoY (%)	Total Apr to Mar
Sub Total (Isetan Mitsukoshi) (A)	123.2%	123.2%

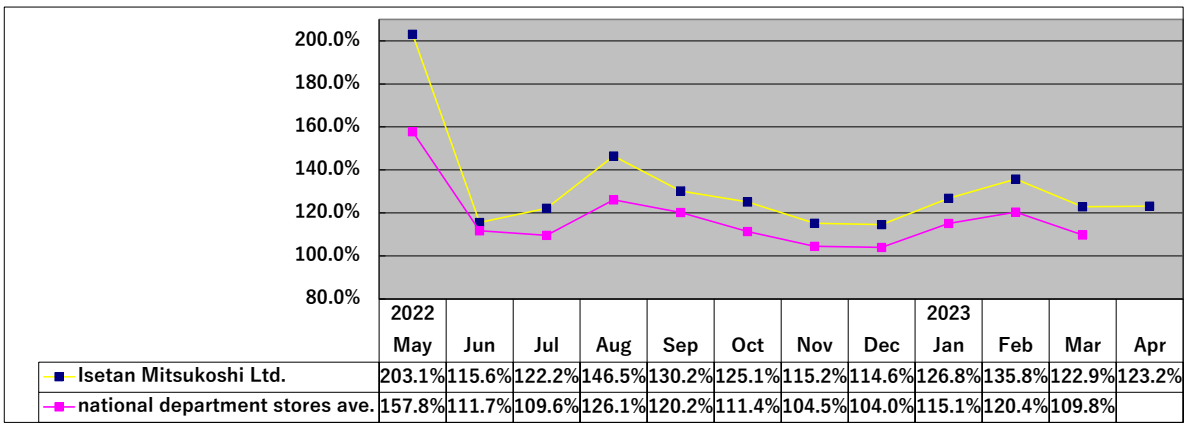
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Mar
Sapporo Marui Mitsukoshi Ltd.	112.7%	112.7%
Hakodate Marui Imai Ltd.	95.6%	95.6%
Sendai Mitsukoshi Ltd.	107.7%	107.7%
Niigata Isetan Mitsukoshi Ltd.	109.5%	109.5%
Shizuoka Isetan Ltd.	101.4%	101.4%
Nagoya Mitsukoshi Ltd.	104.4%	104.4%
Hiroshima Mitsukoshi Ltd.	100.4%	100.4%
Takamatsu Mitsukoshi Ltd.	102.6%	102.6%
Matsuyama Mitsukoshi Ltd.	84.7%	84.7%
Iwataya Mitsukoshi Ltd.	112.2%	112.2%

	YoY (%)	Total Apr to Mar
Sub Total (Regional Store) (B)	108.1%	108.1%

	YoY (%)	Total Apr to Mar
Sub Total (Isetan Mitsukoshi Group) (A+B)	117.2%	117.2%

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



	2022 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2023 Jan	Feb	Mar	Apr
Isetan Mitsukoshi Ltd.	203.1%	115.6%	122.2%	146.5%	130.2%	125.1%	115.2%	114.6%	126.8%	135.8%	122.9%	123.2%
national department stores ave.	157.8%	111.7%	109.6%	126.1%	120.2%	111.4%	104.5%	104.0%	115.1%	120.4%	109.8%	

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store.
Sales YoY were 123.2% at Isetan Mitsukoshi Ltd. and 117.2% at domestic department stores.
In addition, since April 2022, the Isetan Shinjuku Main Store has continued to outperform FY 18, which was the highest performance since the integration.

■At Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store, the willingness to purchase high-value-added products.Jewelry, handbags, and wallets performed particularly well, driving sales.
With the increase in outing opportunities, interest in occasion items and resort items increased.
Sales at unique events and events also helped boost performance.

■Duty-free sales are growing mainly at stores in the Tokyo metropolitan area due to continued strong interest in luxury brand handbags, jewelry, and other items.

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