Isetan Mitsukoshi Holdings Monthly Sales Report October 2023

Domestic Department Store Business

15-Nov-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	111.8%	114.9%
Mitsukoshi Nihombashi Main store	107.7%	110.1%
Mitsukoshi Ginza store	135.0%	141.6%
Isetan Tachikawa store	101.3%	107.4%
Isetan Urawa store	109.5%	106.7%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi) (A)	113.2%	116.2%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2023
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 Co., Ltd.	92.1%	98.1%
Nagoya Mitsukoshi Ltd.	107.3%	108.5%
Hiroshima Mitsukoshi Ltd.	97.3%	99.1%
Takamatsu Mitsukoshi Ltd.	105.0%	103.4%
Matsuyama Mitsukoshi Ltd.	85.6%	94.4%
Iwataya Mitsukoshi Ltd.	110.2%	112.5%

	YoY (%)	Total FY2023
Sub Total (Regional Store) (B)	105.2%	107.7%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi group) (A+B)	110.3%	113.1%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	October	Total FY2023	October	Total FY2023	October	Total FY2023	October	Total FY2023	October	Total FY2023	October	Total FY2023
(Men's clothing)	110.7	116.6	110.9	117.5	119.1	137.7	111.3	118.0	110.1	116.9	107.9	115.0
(Women's clothing)	109.7	122.0	102.4	113.5	129.9	142.8	110.8	123.3	109.7	121.2	107.4	115.9
(Children's clothing)	97.2	114.5	98.1	100.3	150.8	168.0	103.0	113.9	99.6	109.8	95.3	105.6
(Formal wear and bedding)	97.5	106.5	96.5	98.9	115.2	111.7	98.6	105.0	99.5	102.3	96.7	100.2
Sales of apparel	109.1	119.0	104.0	111.8	128.2	142.1	110.2	120.2	108.8	118.1	106.4	114.2
Accessories	119.3	125.6	114.3	124.4	147.6	159.2	123.8	131.4	123.3	129.3	118.9	124.5
Sundry goods	118.5	122.5	122.4	120.4	156.6	162.7	126.9	130.8	126.2	129.6	118.4	121.2
Household	118.8	111.4	91.3	90.1	112.8	116.5	108.3	103.6	106.6	102.7	100.5	101.2
Foods	104.6	108.8	104.5	103.6	105.4	113.0	104.7	107.6	104.7	107.3	102.9	105.1
Restaurants & Cafés	114.0	127.8	101.3	132.8	108.3	133.7	111.9	128.7	109.6	122.8	108.9	122.0
Service	89.5	36.2	133.3	140.1	93.9	122.3	98.7	48.0	96.5	52.0	95.8	57.3
Others	143.2	95.2	93.6	103.7	116.2	115.3	104.7	102.8	105.4	103.3	104.6	102.5
Total	111.8	114.9	107.7	110.1	135.0	141.6	114.2	117.3	113.2	116.2	110.3	113.1
Operating Days	31	214	31	214	31	214	—	—	—	—	—	—

October 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 113.2% 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 designerbrands, 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.

Current Overview in November

■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 and jewelry. Tax-free sales also continued to grow. Sales YoY were 108.1% at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 105.1% at Isetan Mitsukoshi Group Stores (domestic department stores).

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