Isetan Mitsukoshi Holdings Monthly Sales Report July 2023

Domestic Department Store Business

15-Aug-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	116.7%	116.3%
Mitsukoshi Nihombashi Main store	110.3%	109.4%
Mitsukoshi Ginza store	142.4%	139.2%
Isetan Tachikawa store	110.9%	108.7%
Isetan Urawa store	107.9%	107.6%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi) (A)	117.6%	116.5%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2023
Sapporo Marui Mitsukoshi Ltd.	112.7%	114.2%
Hakodate Marui Imai Ltd.	103.2%	100.6%
Sendai Mitsukoshi Ltd.	101.1%	102.9%
Niigata Isetan Mitsukoshi Ltd.	98.8%	101.8%
Shizuoka Isetan Co., Ltd.	100.9%	100.0%
Nagoya Mitsukoshi Ltd.	105.9%	107.2%
Hiroshima Mitsukoshi Ltd.	99.2%	97.1%
Takamatsu Mitsukoshi Ltd.	106.7%	101.1%
Matsuyama Mitsukoshi Ltd.	96.7%	94.8%
Iwataya Mitsukoshi Ltd.	112.6%	109.8%

	YoY (%)	Total FY2023
Sub Total (Regional Store) (B)	107.2%	106.7%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi group) (A+B)	113.7%	112.9%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	July	Total FY2023	July	Total FY2023	July	Total FY2023	July	Total FY2023	July	Total FY2023	July	Total FY2023
(Men's clothing)	117.3	118.0	125.9	120.4	143.8	143.7	119.9	119.9	118.9	118.9	117.3	116.4
(Women's clothing)	126.4	125.8	113.9	116.5	139.8	143.5	126.5	126.7	123.7	124.5	117.4	117.7
(Children's clothing)	116.8	117.2	115.6	99.7	177.1	167.9	122.4	113.2	117.0	108.9	112.7	104.6
(Formal wear and bedding)	109.5	108.6	124.7	100.2	97.6	111.5	111.5	106.8	108.4	103.9	105.1	101.3
Sales of apparel	121.8	121.8	117.7	113.6	140.6	143.8	123.4	122.6	120.9	120.4	116.4	115.5
Accessories	130.0	127.6	131.0	126.8	161.3	159.1	136.2	133.1	133.3	130.4	127.1	124.1
Sundry goods	121.3	121.8	105.8	117.0	157.1	156.8	127.4	128.7	126.2	127.6	117.3	119.1
Household	109.2	107.8	104.3	90.6	121.3	111.2	108.3	101.4	107.0	100.6	114.6	102.1
Foods	111.4	110.4	102.4	102.0	114.8	112.8	108.1	107.7	108.5	107.5	104.8	105.0
Restaurants & Cafés	133.1	128.8	139.1	143.8	132.6	135.2	134.3	131.4	128.5	124.3	128.8	122.9
Service	51.0	48.2	147.0	137.1	126.6	137.0	63.5	62.2	67.2	66.2	71.6	70.9
Others	81.9	82.2	104.9	105.7	193.4	112.8	109.5	99.4	109.7	99.8	106.6	99.7
Total	116.7	116.3	110.3	109.4	142.4	139.2	118.6	117.6	117.6	116.5	113.7	112.9
Operating Days	31	122	31	122	31	122	—	—	—	—	—	—

July 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 117.6% at Isetan Mitsukoshi Ltd. and 113.7% at domestic department stores.
In addition, since April 2022, the Isetan Shinjuku Main Store has continued to outperform FY18 for 16 consecutive months.

■At Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store, customers continue to be highly motivated to purchase high-valueadded products, with jewelry and handbags performing well, driving sales.
Summer clothing and accessories also performed well on the back of increased demand for going out.

■Tax-free sales exceeded the pre-Corona results for the same month of 2018 in total (existing stores) for domestic department stores, due to continued strong interest in luxury brand handbags and jewelry, especially at stores in Tokyo,Sapporo, and Fukuoka.

Current Overview in August

■Cumulative over-the-counter sales up to the 14th continued to be driven by stores in the Tokyo metropolitan area. In addition to luxury and designer brands handbag and light fall clothing such as cut-and-sew and knitwear also performed well. Sales of Japanese and Western confectionery and side dishes also remained strong as opportunities for gatherings increased.Tax-free sales also continued to be strong. Sales YoY were 125.5% at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 119.0% at Isetan Mitsukoshi Group Stores (domestic department stores).

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