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

January 4, 2024

■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 Dec
Isetan Shinjuku Main Store	113.7%	117.2%
Mitsukoshi Nihombashi Main Store	109.3%	110.1%
Mitsukoshi Ginza Store	123.0%	137.0%
Isetan Tachikawa Store	109.1%	107.9%
Isetan Urawa Store	103.2%	105.1%

	YoY (%)	Total Apr to Dec
Sub Total (Isetan Mitsukoshi) (A)	113.1%	116.9%

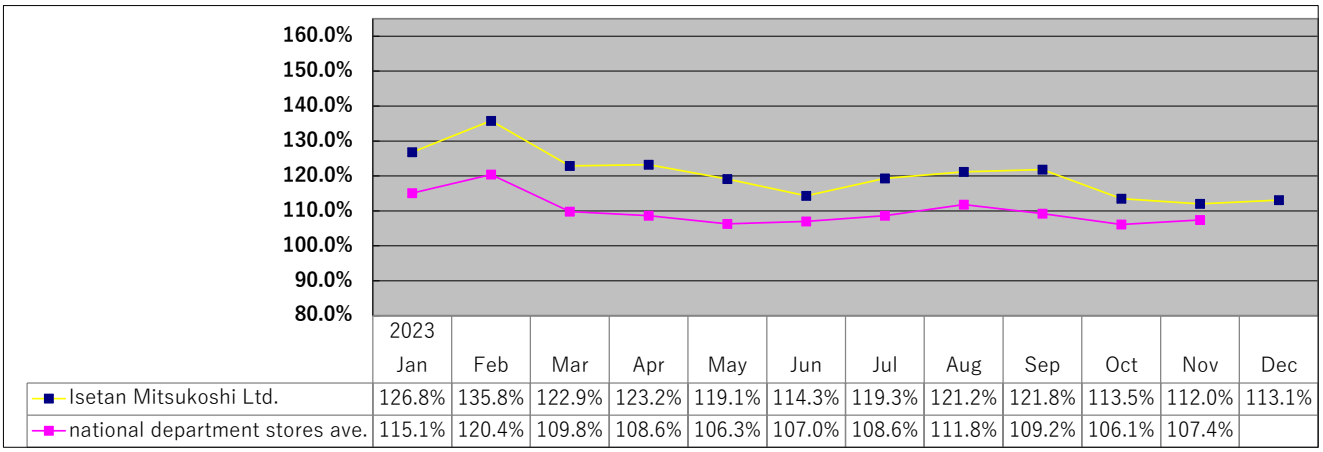
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Dec
Sapporo Marui Mitsukoshi Ltd.	104.9%	110.2%
Hakodate Marui Imai Ltd.	100.7%	102.0%
Sendai Mitsukoshi Ltd.	101.9%	101.5%
Niigata Isetan Mitsukoshi Ltd.	105.1%	102.4%
Shizuoka Isetan Ltd.	97.0%	97.4%
Nagoya Mitsukoshi Ltd.	105.8%	107.4%
Hiroshima Mitsukoshi Ltd.	92.9%	96.3%
Takamatsu Mitsukoshi Ltd.	100.9%	102.6%
Matsuyama Mitsukoshi Ltd.	95.7%	95.1%
Iwataya Mitsukoshi Ltd.	112.0%	112.2%

	YoY (%)	Total Apr to Dec
Sub Total (Regional Store) (B)	105.9%	107.0%

	YoY (%)	Total Apr to Dec
Sub Total (Isetan Mitsukoshi Group) (A+B)	110.3%	113.1%

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



	2023 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Isetan Mitsukoshi Ltd.	126.8%	135.8%	122.9%	123.2%	119.1%	114.3%	119.3%	121.2%	121.8%	113.5%	112.0%	113.1%
national department stores ave.	115.1%	120.4%	109.8%	108.6%	106.3%	107.0%	108.6%	111.8%	109.2%	106.1%	107.4%	

■Sales of high-value-added products continued to drive sales, especially at the Isetan Shinjuku Main Store, Mitsukoshi Nihombashi Main Store, and Mitsukoshi Ginza Store, with year-on-year sales growth of 113.1% for the total of Isetan Mitsukoshi Ltd. and 110.3% for the total of domestic department stores. In addition, both main stores and the Mitsukoshi Ginza Store have outperformed fiscal 2018 for the sixth consecutive month.

■With more opportunities to go out and enjoy the season, sales of winter apparel (jackets, sweaters, etc.) and accessories (handbags, wallets, shoes, jewelry, cosmetics, etc.) increased at both main stores. Various unique events were also held to attract customers, driving sales. The Isetan Shinjuku Main Store also saw strong sales of new spring/summer items, particularly luxury and designer brands.

■Continuing from November, tax-free sales in total (existing stores) of domestic department stores significantly broke the previous record for a single month. Similar to the overall trend, interest in high-value-added products such as luxury brand handbags, wallets, jewelry, watches, and cosmetics was high.

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