Isetan Mitsukoshi Holdings Monthly Sales Report May 2023

Domestic Department Store Business

15-Jun-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	115.3%	116.9%
Mitsukoshi Nihombashi Main store	112.8%	112.7%
Mitsukoshi Ginza store	137.1%	139.2%
Isetan Tachikawa store	106.7%	107.3%
Isetan Urawa store	109.6%	109.0%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi) (A)	116.7%	117.7%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2023
Sapporo Marui Mitsukoshi Ltd.	119.7%	116.3%
Hakodate Marui Imai Ltd.	102.7%	99.0%
Sendai Mitsukoshi Ltd.	99.5%	103.5%
Niigata Isetan Mitsukoshi Ltd.	98.2%	103.5%
Shizuoka Isetan Co., Ltd.	100.3%	100.8%
Nagoya Mitsukoshi Ltd.	106.1%	105.3%
Hiroshima Mitsukoshi Ltd.	90.8%	95.7%
Takamatsu Mitsukoshi Ltd.	96.7%	99.6%
Matsuyama Mitsukoshi Ltd.	100.7%	92.6%
Iwataya Mitsukoshi Ltd.	106.8%	109.5%

	YoY (%)	Total FY2023
Sub Total (Regional Store) (B)	105.5%	106.8%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi group) (A+B)	112.5%	113.7%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	May	Total FY2023	May	Total FY2023	May	Total FY2023	May	Total FY2023	May	Total FY2023	May	Total FY2023
(Men's clothing)	117.9	120.6	112.5	118.6	132.7	143.5	118.3	121.8	117.0	120.7	117.6	117.5
(Women's clothing)	123.7	126.7	115.7	118.7	144.8	144.0	125.2	127.6	123.7	125.3	111.7	118.0
(Children's clothing)	102.1	110.9	127.5	99.0	165.2	161.7	115.7	107.4	112.0	103.3	72.1	99.7
(Formal wear and bedding)	106.0	111.5	97.9	93.0	117.8	115.0	104.9	107.0	99.7	102.0	98.4	99.7
Sales of apparel	119.6	122.9	115.8	112.4	142.2	144.1	121.3	123.0	119.4	120.5	108.2	115.2
Accessories	130.9	129.4	126.0	130.4	154.9	159.1	134.1	135.1	130.7	132.4	126.2	125.2
Sundry goods	112.2	114.3	107.2	109.5	140.3	143.9	115.5	117.8	115.5	117.8	120.1	114.6
Household	101.2	102.0	101.5	94.0	94.9	103.0	100.6	99.3	99.2	98.1	98.7	98.3
Foods	112.6	112.8	111.2	110.6	117.7	115.4	113.1	112.6	112.5	111.8	116.0	108.3
Restaurants & Cafés	118.7	127.8	144.7	138.6	148.5	132.4	123.1	129.6	117.3	122.8	130.8	120.5
Service	41.5	39.3	126.5	128.4	127.3	138.6	54.4	51.6	58.8	56.2	50.4	61.7
Others	51.4	64.9	105.6	104.7	116.3	113.2	91.6	93.8	93.1	94.9	97.6	97.0
Total	115.3	116.9	112.8	112.7	137.1	139.2	117.8	119.0	116.7	117.7	112.5	113.7
Operating Days	31	61	31	61	31	61	—	—		—	—	—

May 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 116.7% at Isetan Mitsukoshi Ltd. and 112.5% at domestic department stores.
In addition, since April 2022, the Isetan Shinjuku Main Store has continued to outperform FY18 for 14 consecutive months.

■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.
Due to the reclassification of the new coronavirus infection (COVID-19) to Class 5, the number of people who do not wear masks has increased, and as for cosmetics, sales of base makeup and lipstick are strong.

■Tax-free sales are trending favorably, mainly at stores in the Tokyo metropolitan area, as interest in luxury brand handbags and jewelry remains high.

Current Overview in June

■Cumulative over-the-counter sales up to the 14th continued to be driven by stores in the Tokyo metropolitan area. In addition to luxury brand and designer brand handbags and wallets, summer blouses and cut-and-sews also performed well. Sales of sunglasses and accessories also grew due to an increase in opportunities to go out. Tax-free sales also continued to be strong. Sales YoY were 110.7% at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 108.3% at Isetan Mitsukoshi Group Stores (domestic department stores).

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