Isetan Mitsukoshi Holdings Monthly Sales Report August 2023

Domestic Department Store Business

15-Sep-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	105.9%	114.3%
Mitsukoshi Nihombashi Main store	110.5%	109.6%
Mitsukoshi Ginza store	162.2%	143.3%
Isetan Tachikawa store	113.5%	109.5%
Isetan Urawa store	106.4%	107.4%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi) (A)	113.9%	116.0%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2023
Sapporo Marui Mitsukoshi Ltd.	117.1%	114.7%
Hakodate Marui Imai Ltd.	112.3%	102.6%
Sendai Mitsukoshi Ltd.	105.5%	103.3%
Niigata Isetan Mitsukoshi Ltd.	101.5%	101.7%
Shizuoka Isetan Co., Ltd.	97.6%	99.6%
Nagoya Mitsukoshi Ltd.	114.1%	108.4%
Hiroshima Mitsukoshi Ltd.	108.4%	98.9%
Takamatsu Mitsukoshi Ltd.	107.0%	102.0%
Matsuyama Mitsukoshi Ltd.	100.1%	95.5%
Iwataya Mitsukoshi Ltd.	116.4%	111.0%

	YoY (%)	Total FY2023
Sub Total (Regional Store) (B)	111.8%	107.6%

	YoY (%)	Total FY2023
Sub Total (Isetan Mitsukoshi group) (A+B)	113.1%	112.9%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	August	Total FY2023	August	Total FY2023	August	Total FY2023	August	Total FY2023	August	Total FY2023	August	Total FY2023
(Men's clothing)	112.1	117.0	122.5	120.7	146.0	144.1	115.5	119.2	114.8	118.2	115.7	116.3
(Women's clothing)	111.7	123.1	115.4	116.3	179.4	149.0	119.9	125.5	118.4	123.4	115.7	117.4
(Children's clothing)	123.9	118.4	98.1	99.6	214.8	176.1	128.3	115.1	124.7	110.9	122.3	106.8
(Formal wear and bedding)	107.8	108.5	102.4	100.6	97.6	108.9	105.8	106.6	104.9	104.1	105.3	102.1
Sales of apparel	112.2	120.0	114.8	113.8	170.7	148.1	118.3	121.9	116.8	119.8	115.5	115.5
Accessories	119.7	126.2	126.7	126.8	174.2	161.7	130.8	132.7	129.4	130.2	128.1	124.8
Sundry goods	133.2	124.0	140.6	121.2	196.3	164.2	147.5	132.3	145.5	130.9	133.8	121.9
Household	115.2	109.1	78.3	88.2	142.4	117.0	102.3	101.5	102.1	100.8	96.2	101.0
Foods	113.7	111.0	108.6	102.9	117.4	113.6	112.8	108.5	111.6	108.1	109.0	105.6
Restaurants & Cafés	143.8	131.6	134.7	141.8	176.7	142.8	142.1	133.5	135.7	126.5	135.4	125.3
Service	11.0	29.4	174.0	142.2	108.7	132.2	15.3	40.1	17.3	44.2	20.3	49.6
Others	102.7	84.7	105.8	105.7	122.8	114.6	107.1	100.6	107.6	101.0	105.2	100.6
Total	105.9	114.3	110.5	109.6	162.2	143.3	114.4	117.0	113.9	116.0	113.1	112.9
Operating Days	31	153	31	153	31	153	—	—	—	—	—	—

August 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 113.9% at Isetan Mitsukoshi Ltd. and 116.0% at domestic department stores.
In addition, since April 2022, the Isetan Shinjuku Main Store has continued to outperform FY18 for 17 consecutive months.

■At Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store, handbags and wallets are perfoming well and driving sales. Japanese and Western sweets and deli foods have also been strong due to increased demand for souvenirs in going home or opportunities for gatherings. New autumn items such as light clothing and bags, mainly from luxury brands and designer brands, are making good progress, as well.

■Tax-free sales, same as previous month, 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,

Current Overview in September

■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 fall clothing such as Jacket and coat also performed well. In addition, unique events and special events also helped boost performance. Tax-free sales also continued to be strong. Sales YoY were 134.9% at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 124.1% at Isetan Mitsukoshi Group Stores (domestic department stores).

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