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

June 1, 2023

■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 May
Isetan Shinjuku Main Store	119.7%	122.5%
Mitsukoshi Nihombashi Main Store	112.5%	114.2%
Mitsukoshi Ginza Store	137.1%	139.2%
Isetan Tachikawa Store	106.7%	107.3%
Isetan Urawa Store	109.6%	109.0%

	YoY (%)	Total Apr to May
Sub Total (Isetan Mitsukoshi) (A)	119.1%	121.2%

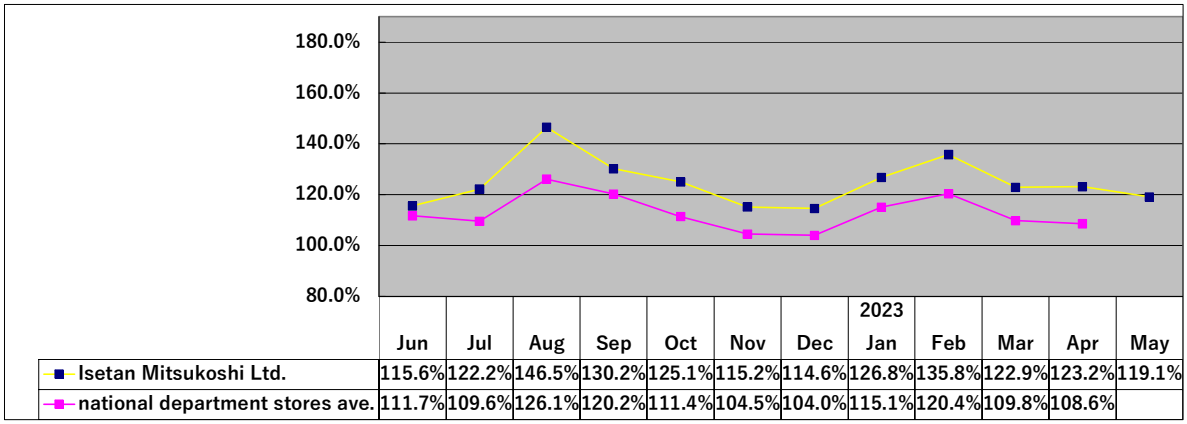
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to May
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 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 Apr to May
Sub Total (Regional Store) (B)	105.5%	106.8%

	YoY (%)	Total Apr to May
Sub Total (Isetan Mitsukoshi Group) (A+B)	113.7%	115.4%

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



	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2023 Jan	Feb	Mar	Apr	May
Isetan Mitsukoshi Ltd.	115.6%	122.2%	146.5%	130.2%	125.1%	115.2%	114.6%	126.8%	135.8%	122.9%	123.2%	119.1%
national department stores ave.	111.7%	109.6%	126.1%	120.2%	111.4%	104.5%	104.0%	115.1%	120.4%	109.8%	108.6%	

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store.
Sales YoY were 119.1% 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 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.

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