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

December 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 Nov
Isetan Shinjuku Main Store	111.7%	117.8%
Mitsukoshi Nihombashi Main Store	107.4%	110.2%
Mitsukoshi Ginza Store	130.0%	139.9%
Isetan Tachikawa Store	109.4%	107.7%
Isetan Urawa Store	98.9%	105.4%

	YoY (%)	Total Apr to Nov
Sub Total (Isetan Mitsukoshi) (A)	112.0%	117.6%

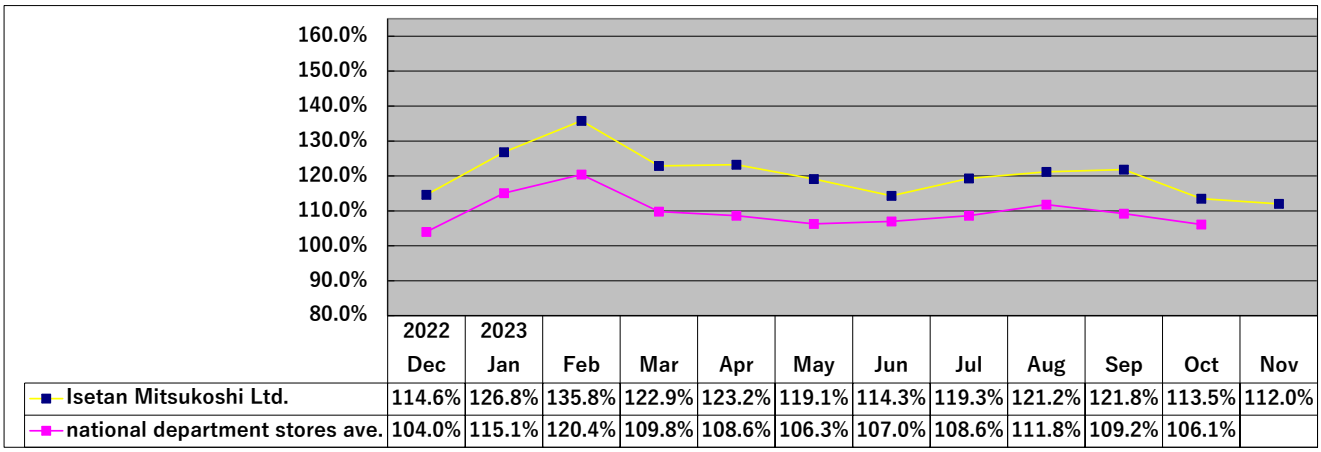
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Nov
Sapporo Marui Mitsukoshi Ltd.	105.5%	111.3%
Hakodate Marui Imai Ltd.	106.7%	102.2%
Sendai Mitsukoshi Ltd.	100.4%	101.4%
Niigata Isetan Mitsukoshi Ltd.	101.8%	102.0%
Shizuoka Isetan Ltd.	93.2%	97.4%
Nagoya Mitsukoshi Ltd.	102.9%	107.6%
Hiroshima Mitsukoshi Ltd.	85.3%	96.9%
Takamatsu Mitsukoshi Ltd.	100.2%	102.9%
Matsuyama Mitsukoshi Ltd.	97.8%	95.0%
Iwataya Mitsukoshi Ltd.	111.1%	112.3%

	YoY (%)	Total Apr to Nov
Sub Total (Regional Store) (B)	104.3%	107.2%

	YoY (%)	Total Apr to Nov
Sub Total (Isetan Mitsukoshi Group) (A+B)	109.2%	113.6%

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



	2022 Dec	2023 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Isetan Mitsukoshi Ltd.	114.6%	126.8%	135.8%	122.9%	123.2%	119.1%	114.3%	119.3%	121.2%	121.8%	113.5%	112.0%
national department stores ave.	104.0%	115.1%	120.4%	109.8%	108.6%	106.3%	107.0%	108.6%	111.8%	109.2%	106.1%	

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store.
Sales YoY were 112.0% at Isetan Mitsukoshi Ltd. and 109.2% at domestic department stores.
In addition, since April 2022, the Isetan Shinjuku Main Store has continued to outperform FY18 for 20 consecutive months.

■At the Isetan Shinjuku and Mitsukoshi Nihonbashi main stores, winter apparel (blousons, jackets, coats, etc.), handbags, jewelry, and cosmetics continued to drive sales, especially luxury and designer brands.

■Tax-free sales continued to set new records for a single month in the domestic department store total (existing stores), following October.
As with the overall trend, there was interest in high-value-added products such as luxury brand handbags, jewelry, and watches.

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