

Isetan Mitsukoshi Holdings Monthly Sales Report January 2026
Domestic Department Store Business



■ 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 FY2025
Isetan Shinjuku Main store	101.1%	99.1%
Mitsukoshi Nihombashi Main store	112.9%	104.2%
Mitsukoshi Ginza store	99.2%	98.4%
Isetan Tachikawa store	98.5%	98.4%
Isetan Urawa store	101.8%	97.3%



	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi) (A)	102.9%	99.9%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2025
Sapporo Marui Mitsukoshi Ltd.	89.7%	95.2%
Hakodate Marui Imai Ltd.	96.0%	92.2%
Sendai Mitsukoshi Ltd.	101.6%	96.2%
Niigata Isetan Mitsukoshi Ltd.	98.1%	100.1%
Shizuoka Isetan Co., Ltd.	98.3%	95.9%
Nagoya Mitsukoshi Ltd.	102.6%	95.6%
Hiroshima Mitsukoshi Ltd.	90.5%	87.9%
Takamatsu Mitsukoshi Ltd.	100.2%	96.1%
Matsuyama Mitsukoshi Ltd.	90.2%	88.3%
Iwataya Mitsukoshi Ltd.	105.1%	98.6%



	YoY (%)	Total FY2025
Sub Total (Regional Stores) (B)	99.8%	96.8%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi group) (A + B)	101.9%	98.9%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	January	Total FY2025	January	Total FY2025	January	Total FY2025	January	Total FY2025	January	Total FY2025	January	Total FY2025
Men's clothing	94.5	97.5	106.6	102.8	95.4	95.7	95.8	97.9	95.9	97.9	95.2	96.3
Women's clothing	100.4	100.1	103.3	99.1	98.6	96.1	100.5	99.3	100.4	99.0	97.7	97.1
Children's clothing	89.8	94.4	128.7	98.3	78.4	95.3	98.7	95.6	98.2	95.4	97.1	95.7
Kimono, bedding, others	96.1	94.5	104.4	100.1	106.4	108.9	99.4	97.0	100.3	99.1	99.1	97.7
Clothing Total	97.6	98.7	107.3	100.0	96.9	96.2	98.8	98.6	98.8	98.5	97.0	96.8
Accessories, Handbags, etc.	92.7	92.2	106.9	103.9	90.2	102.3	95.4	97.6	96.2	97.7	96.3	96.1
Cosmetics	103.4	101.0	107.3	101.8	86.6	101.0	98.7	101.0	98.8	100.9	98.2	100.0
Arts, Jewelry, Precious Metals, etc.	114.7	105.0	129.2	110.2	126.3	95.2	120.6	104.8	120.3	104.6	120.7	105.1
Other General goods	81.7	81.3	122.1	102.3	89.1	89.2	88.8	86.6	89.1	88.2	91.5	89.6
General goods Total	108.7	101.9	126.3	108.7	107.3	97.5	111.9	102.5	111.5	102.3	111.7	102.4
Household goods	125.1	106.4	106.2	110.2	97.8	102.0	115.0	107.3	112.7	106.5	104.0	103.6
Foods	100.8	99.9	107.6	101.7	104.0	99.0	103.0	100.4	102.4	100.1	101.9	99.3
Restaurants & Cafés	99.1	97.3	115.6	109.5	86.3	100.6	101.6	99.6	100.8	99.7	100.3	99.8
Services	104.4	104.6	110.6	108.9	49.3	71.4	100.7	102.5	102.2	101.8	101.2	99.4
Others	115.2	98.9	107.2	102.8	33.8	65.2	103.4	98.7	103.5	98.3	97.5	96.6
Total	101.1	99.1	112.9	104.2	99.2	98.4	103.2	100.1	102.9	99.9	101.9	98.9
Operating Days unit:days	30	305	30	305	30	305	—	—	—	—	—	—

January Overview

January overcame significant negative factors (the timing gap between our customer invitation event and the Lunar New Year holiday). February will begin with favorable conditions.

- The Isetan Shinjuku Main Store customer invitation event (held this year from Friday, February 6th to Sunday, February 8th; last year from Friday, January 31st to Sunday, February 2nd) and the Chinese New Year holiday period (this year from Sunday, February 15th to Monday, February 23rd; last year from Tuesday, January 28th to Tuesday, February 4th) fell in different months. Despite this, total domestic department store sales reached 101.9% of the previous year, exceeding last year's figures. Excluding the impact of Tanseikai (comparing up to the previous year's event dates):Isetan Shinjuku Main Store: 114.9%,Mitsukoshi Isetan Co., Ltd.: 110.8%,Domestic department stores total: 107.1%.This marks a strong start to 2026 with robust results.
- Identified customer sales grew at a double-digit rate year-on-year.Sustained growth stems from a dual approach:customer attraction initiatives under our "individual customer business" model—such as chocolate events at stores nationwide, the remodeled reopening of Isetan Shinjuku Main Store, and unique events—and utilization expansion (increasing average customer spend) driven by human and digital capabilities.
- Sales trends for overseas customers continued at December levels despite the timing shift of the Chinese New Year holiday. The combined total for countries and regions excluding mainland China and Hong Kong exceeded the previous year's figures. Identification via the overseas customer app (MITSUKOSHI ISETAN JAPAN) and the "human connections" fostered by out-of-store-sales for overseas customers representatives are expanding steadily, laying the groundwork for medium-to-long-term stabilization.

February Current Overview

Identified customer sales continue to perform well. The Tanseikai and the Ippinkai invitation-only events for valued customers achieved record-high sales.

Sales results through the 15th include the Tanseikai and the Ippinkai events, with Isetan Mitsukoshi Ltd. at 114.0% and domestic department stores overall at 108.9%. Domestic department store sales remained steady even when comparing the January-February cumulative figures, excluding timing differences in the Tanseikai promotions. Domestic customer sales were driven by Isetan Mitsukoshi Ltd. at 108.7% and domestic department stores overall at 105.6%. Overseas customer sales have been performing well in South Korea and Taiwan, exceeding the previous year's figures when excluding China and Hong Kong.

【Contact】

Corporate Communication and IR Division, Corporate Finance and Accounting Department, Isetan Mitsukoshi Holdings Ltd.
E-mail:support_sh@imhds.co.jp