Isetan Mitsukoshi Holdings Monthly Sales Flash Report December 2022
Domestic Department Store Business

January 4, 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 Dec
Isetan Shinjuku Main Store	118.7%	134.1%
Mitsukoshi Nihombashi Main Store	109.6%	122.3%
Mitsukoshi Ginza Store	123.0%	134.8%
Isetan Tachikawa Store	99.1%	109.3%
Isetan Urawa Store	101.4%	105.8%

	YoY (%)	Total Apr to Dec
Sub Total (Isetan Mitsukoshi) (A)	114.6%	127.4%

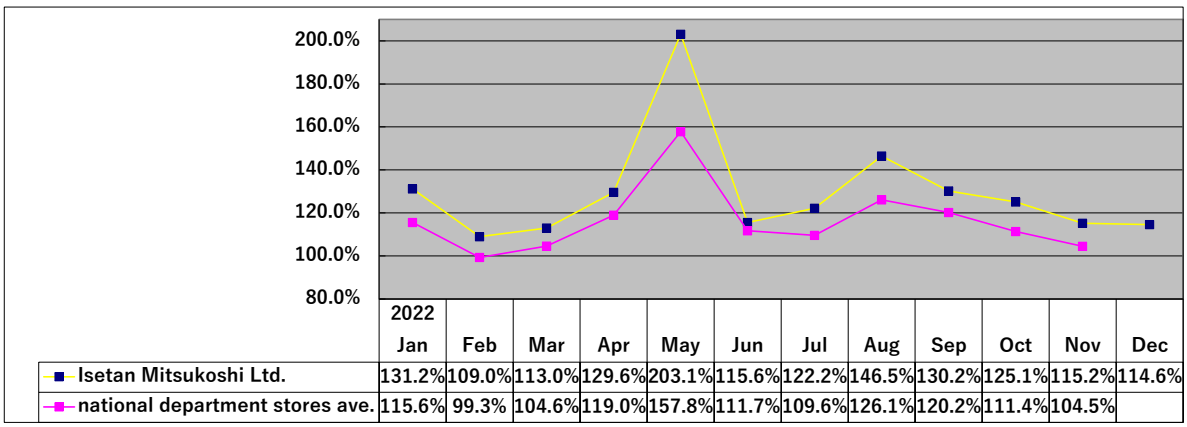
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Dec
Sapporo Marui Mitsukoshi Ltd.	108.0%	116.1%
Hakodate Marui Imai Ltd.	100.6%	102.2%
Sendai Mitsukoshi Ltd.	100.1%	104.3%
Niigata Isetan Mitsukoshi Ltd.	92.9%	102.4%
Shizuoka Isetan Ltd.	99.2%	103.7%
Nagoya Mitsukoshi Ltd.	98.9%	102.4%
Hiroshima Mitsukoshi Ltd.	93.3%	101.5%
Takamatsu Mitsukoshi Ltd.	98.4%	104.2%
Matsuyama Mitsukoshi Ltd.	86.1%	104.8%
Iwataya Mitsukoshi Ltd.	101.6%	113.3%

	YoY (%)	Total Apr to Dec
Sub Total (Regional Store) (B)	100.2%	108.0%

	YoY (%)	Total Apr to Dec
Sub Total (Isetan Mitsukoshi Group) (A+B)	108.6%	119.2%

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



2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Isetan Mitsukoshi Ltd.	131.2%	109.0%	113.0%	129.6%	203.1%	115.6%	122.2%	146.5%	130.2%	125.1%	115.2%	114.6%
national department stores ave.	115.6%	99.3%	104.6%	119.0%	157.8%	111.7%	109.6%	126.1%	120.2%	111.4%	104.5%	

■Mainly in the Isetan Mitsukoshi (5 Tokyo metropolitan area stores), sales continued to be driven by sales of high-value-added products. Sales YoY were 114.6% for the total of Isetan Mitsukoshi and were 108.6% for the total of Isetan Mitsukoshi Group stores (domestic department stores). Since April 2022, the Isetan Shinjuku Main Store has performed better than in 2018 for 9 consecutive months.
Since April 2022, the Isetan Shinjuku Main Store has performed better than in 2018 for 9 consecutive months.

■At many stores, there was also a high demand for Christmas and year-end occasions, and accordingly handbags, jewelry, and Japanese and western confectionery boosted sales.At the Isetan Shinjuku Main Store, in addition to the strong winter items, new spring items, mainly luxury and designer brands, performed well.
Furthermore, highly unique events also continue to support sales.

■Duty-free sales have continued to recover since the easing of entry restrictions in October, mainly at stores in the Isetan Mitsukoshi (5 Tokyo metropolitan area stores). Like non-duty-free sales, there has been strong interest in luxury-brand handbags, apparel, and high value-added items, mainly jewelry watches.

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