Isetan Mitsukoshi Holdings Monthly Sales Report December 2022

Domestic Department Store Business

16-Jan-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 FY2022
Isetan Shinjuku Main store	116.3%	130.6%
Mitsukoshi Nihombashi Main store	108.6%	120.9%
Mitsukoshi Ginza store	123.0%	134.8%
Isetan Tachikawa store	99.1%	109.3%
Isetan Urawa store	101.4%	105.8%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi) (A)	113.3%	125.8%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2022
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 Co., 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 FY2022
Sub Total (Regional Store) (B)	100.2%	108.0%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi group) (A+B)	108.1%	118.7%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	December	Total FY2022	December	Total FY2022	December	Total FY2022	December	Total FY2022	December	Total FY2022	December	Total FY2022
(Men's clothing)	117.0	130.3	97.1	120.8	126.0	147.5	115.0	130.1	112.8	127.9	108.4	122.3
(Women's clothing)	122.9	141.6	115.9	128.7	123.1	140.9	121.7	139.2	119.6	135.7	111.2	124.9
(Children's clothing)	119.0	121.5	86.4	118.1	141.0	136.3	111.6	121.5	108.0	116.6	102.8	109.2
(Formal wear and bedding)	97.7	109.7	116.4	117.7	109.1	115.7	102.0	111.9	101.7	109.0	97.0	103.8
Sales of apparel	119.4	134.7	108.1	124.8	124.3	141.1	118.0	133.6	115.6	130.2	109.2	121.9
Accessories	117.6	141.7	123.2	137.1	137.7	153.5	122.9	142.6	120.1	138.0	116.0	129.9
Sundry goods	121.4	134.6	120.8	137.6	128.1	140.6	122.4	136.3	120.6	133.9	114.1	125.8
Household	105.1	108.8	92.9	113.9	121.9	133.8	101.7	112.6	100.6	111.3	98.2	107.5
Foods	104.1	109.6	101.3	104.6	107.5	113.7	103.4	108.3	103.0	107.2	100.6	104.7
Restaurants & Cafés	114.6	154.7	109.9	147.5	146.7	152.2	114.2	153.4	109.7	142.4	108.6	135.1
Service	359.6	284.6	129.9	145.7	108.8	117.6	308.0	250.1	271.0	225.8	229.8	199.8
Others	40.1	90.5	98.7	106.4	109.9	107.3	76.5	101.8	77.3	102.6	86.8	101.3
Total	116.3	130.6	108.6	120.9	123.0	134.8	115.1	128.5	113.3	125.8	108.1	118.7
Operating Days	31	275	31	275	31	275	—	—		—	—	—

December over view

■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 113.3% for the total of Isetan Mitsukoshi and were 108.1% 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.

Current Overview in January

■Cumulative in-store sales up to 15 days remained strong, mainly for high-value-added products such as luxury brands, designer brands, and jewelry. In particular, sales at the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store were strong. In addition, duty-free sales remained steady as in the previous month. Interest in high-value-added items continues to be seen. Isetan Mitsukoshi (5 Tokyo metropolitan area stores) posted 121.9%YoY and Isetan Mitsukoshi Group Stores (domestic department stores) total was 116.3%YoY, significantly higher than the previous year's results.

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