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

February 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 Jan
Isetan Shinjuku Main Store	129.1%	133.5%
Mitsukoshi Nihombashi Main Store	121.8%	122.3%
Mitsukoshi Ginza Store	142.0%	135.6%
Isetan Tachikawa Store	113.2%	109.7%
Isetan Urawa Store	111.0%	106.3%

	YoY (%)	Total Apr to Jan
Sub Total (Isetan Mitsukoshi) (A)	126.8%	127.3%

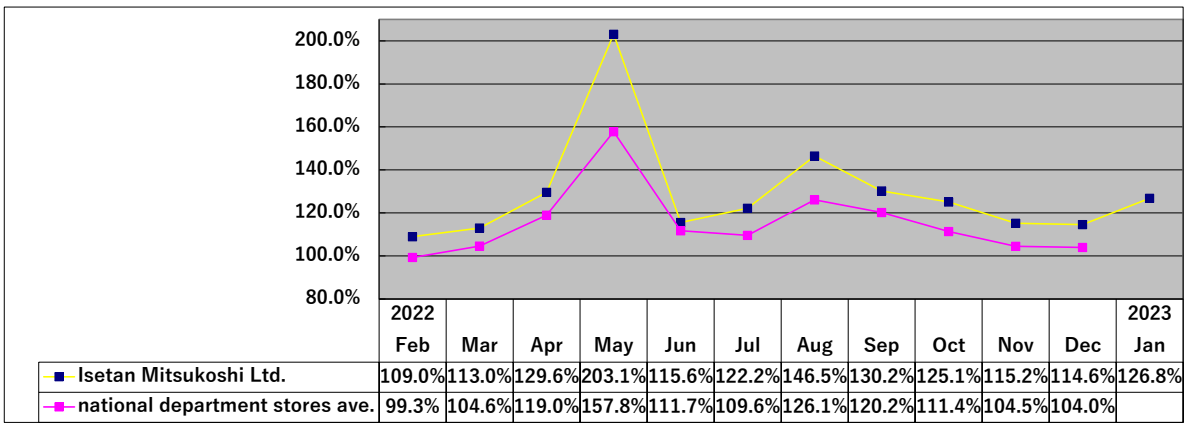
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Jan
Sapporo Marui Mitsukoshi Ltd.	125.8%	117.0%
Hakodate Marui Imai Ltd.	94.4%	101.4%
Sendai Mitsukoshi Ltd.	106.1%	104.5%
Niigata Isetan Mitsukoshi Ltd.	107.2%	102.8%
Shizuoka Isetan Ltd.	104.2%	103.8%
Nagoya Mitsukoshi Ltd.	106.3%	102.7%
Hiroshima Mitsukoshi Ltd.	111.1%	102.3%
Takamatsu Mitsukoshi Ltd.	111.1%	104.9%
Matsuyama Mitsukoshi Ltd.	106.4%	104.9%
Iwataya Mitsukoshi Ltd.	116.0%	113.5%

	YoY (%)	Total Apr to Jan
Sub Total (Regional Store) (B)	112.3%	108.5%

	YoY (%)	Total Apr to Jan
Sub Total (Isetan Mitsukoshi Group) (A+B)	120.9%	119.3%

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



	2022 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2023 Jan
Isetan Mitsukoshi Ltd.	109.0%	113.0%	129.6%	203.1%	115.6%	122.2%	146.5%	130.2%	125.1%	115.2%	114.6%	126.8%
national department stores ave.	99.3%	104.6%	119.0%	157.8%	111.7%	109.6%	126.1%	120.2%	111.4%	104.5%	104.0%	

■Sales of high-value-added products continued to be driven mainly by Isetan Mitsukoshi in the Tokyo metropolitan area.
Sales YoY were 126.8% at Isetan Mitsukoshi Ltd. and 120.9% at domestic department stores.
Since April 2022, the Isetan Shinjuku Main Store has performed better than in 2018 for 10 consecutive months.

■During the clearance sale period from January 2 to 10, sales grew mainly for women's and men's heavy winter clothing, due to lower temperatures.In addition, as in the previous month, sales of regular price products such as handbags, jewelry and watches, and luxury brands were strong, pushing up overall department store sales.Following the clearance sale period, as spring items expanded, there were moves such as lightweight coats, jacket and dresses due to the needs of graduation ceremonies and entrance ceremonies.

■Duty-free sales have been robust, mainly at stores in the Tokyo metropolitan area, since the easing of entry restrictions in October.
As with non-duty-free sales, there is strong interest in high value-added items such as luxury brand handbags, apparel and jewelry watches.
There was no noticeable increase in the number of customers during the Chinese New Year from January 21 to 27.

【Contact】
Corporate Communication and IR Division, General Affairs Department, Isetan Mitsukoshi Holdings Ltd.
E-mail:support_sh@imhds.co.jp