Isetan Mitsukoshi Holdings Monthly Sales Report May 2024

Domestic Department Store Business

june 17, 2024

■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 FY2024
Isetan Shinjuku Main store	123.8%	119.7%
Mitsukoshi Nihombashi Main store	115.7%	113.1%
Mitsukoshi Ginza store	136.1%	132.6%
Isetan Tachikawa store	103.0%	100.0%
Isetan Urawa store	96.1%	93.4%

	YoY (%)	Total FY2024
Sub Total (Isetan Mitsukoshi) (A)	121.3%	117.7%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2024
Sapporo Marui Mitsukoshi Ltd.	100.9%	101.3%
Hakodate Marui Imai Ltd.	104.1%	106.8%
Sendai Mitsukoshi Ltd.	96.2%	92.6%
Niigata Isetan Mitsukoshi Ltd.	92.1%	94.5%
Shizuoka Isetan Co., Ltd.	98.4%	95.7%
Nagoya Mitsukoshi Ltd.	106.8%	105.5%
Hiroshima Mitsukoshi Ltd.	103.3%	92.8%
Takamatsu Mitsukoshi Ltd.	105.9%	105.1%
Matsuyama Mitsukoshi Ltd.	85.1%	90.4%
Iwataya Mitsukoshi Ltd.	123.9%	120.0%

	YoY (%)	Total FY2024
Sub Total (Regional Stores) (B)	108.2%	106.4%

	YoY (%)	Total FY2024
Sub Total (Isetan Mitsukoshi group) (A+B)	116.7%	113.8%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	May	Total FY2024	May	Total FY2024	May	Total FY2024	May	Total FY2024	May	Total FY2024	May	Total FY2024
Men's clothing	121.2	119.2	109.1	108.7	120.6	117.8	119.8	117.7	118.1	115.9	115.5	113.3
Women's clothing	127.0	121.6	116.8	112.6	124.4	123.3	125.1	120.4	122.6	118.4	118.0	114.2
Children's clothing	120.5	101.8	110.7	115.3	140.2	141.5	118.4	111.2	115.4	109.2	97.7	95.3
Kimono, bedding, others	101.6	93.0	115.5	105.1	95.6	103.1	104.3	96.4	104.6	97.7	102.1	96.9
Clothing Total	123.7	118.7	113.8	112.0	123.7	122.7	122.1	118.0	119.9	116.0	115.1	111.7
Accessories, Handbags, etc.	127.7	124.4	124.7	122.6	156.1	151.0	133.0	129.7	129.1	124.7	126.9	123.2
Cosmetics	124.9	122.6	121.9	116.5	152.6	148.3	131.6	128.5	129.2	126.0	123.5	120.7
Arts, Jewelry, Precious Metals, etc.	165.0	149.5	131.1	125.4	157.0	150.8	152.2	141.7	150.2	140.3	142.3	134.5
Other General goods	84.4	97.6	117.4	117.5	138.5	123.0	95.9	103.9	94.3	102.1	95.2	102.2
General goods Total	142.3	134.2	129.3	123.9	154.5	148.4	141.5	134.5	138.8	132.2	132.5	127.2
Household goods	93.3	103.1	104.1	100.3	115.8	109.1	99.1	102.8	98.5	101.6	95.4	98.6
Foods	94.3	95.3	99.5	98.8	103.6	103.3	97.4	97.7	97.1	97.4	96.8	96.7
Restaurants & Cafés	107.7	106.6	107.3	106.2	106.4	120.2	107.6	106.6	106.2	105.4	104.9	104.8
Services	103.4	98.0	122.2	119.8	94.9	95.4	107.0	102.6	106.0	102.1	105.8	102.5
Others	188.5	176.7	84.1	86.5	55.7	56.7	96.7	101.2	96.9	101.2	90.8	92.8
Total	123.8	119.7	115.7	113.1	136.1	132.6	123.9	120.3	121.3	117.7	116.7	113.8
Operating Days unit:days	31	61	31	61	31	61	—	—	—	—	—	—

May Overview

■Sales of high-value-added products continued to drive sales, particularly at the Isetan Shinjuku Main Store, Mitsukoshi Nihombashi Main Store, and Mitsukoshi Ginza Store, with year-on-year sales growth of 121.3% for the total of Isetan Mitsukoshi Ltd. and 116.7% for the total of domestic department stores. In addition, both main stores and the Mitsukoshi Ginza Store have outperformed fiscal 2018 for eleven consecutive months.

■Same as before, sales of clothing, handbags, jewelry/watches, and cosmetics of luxury and designer brands are strong. In addition, due to temperature rise, the interest in summer items is continuously growing.

■Tax-free sales greatly exceeded the level of April, when was the highest single month sales. As with the overall purchasing trend, interest in high-value-added products such as luxury brand handbags and purses, jewelry, watches, and cosmetics continues to be high.

June Current Overview

■Cumulative in-store sales through the 16th continued to be driven by high value-added products such as luxury and designer brand handbags and jewelry. These products were supported by both domestic and inbound customers. Tax-free sales also continued to significantly exceed the previous year's level, as in May. Sales of Isetan Mitsukoshi and domestic department stores exceeded those of the previous year, with 119.7% and 115.2% of total sales, respectively.

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