Isetan Mitsukoshi Holdings Monthly Sales Report July 2025

Domestic Department Store Business

August 15, 2025

■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	93.5%	94.8%
Mitsukoshi Nihombashi Main store	100.7%	99.5%
Mitsukoshi Ginza store	92.4%	94.8%
Isetan Tachikawa store	98.0%	97.3%
Isetan Urawa store	96.7%	96.0%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi) (A)	95.1%	96.0%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2025
Sapporo Marui Mitsukoshi Ltd.	90.5%	94.6%
Hakodate Marui Imai Ltd.	90.5%	88.0%
Sendai Mitsukoshi Ltd.	95.3%	94.4%
Niigata Isetan Mitsukoshi Ltd.	101.1%	99.5%
Shizuoka Isetan Co., Ltd.	93.2%	93.5%
Nagoya Mitsukoshi Ltd.	97.5%	94.1%
Hiroshima Mitsukoshi Ltd.	91.2%	89.9%
Takamatsu Mitsukoshi Ltd.	100.4%	95.4%
Matsuyama Mitsukoshi Ltd.	87.2%	88.0%
Iwataya Mitsukoshi Ltd.	92.1%	91.4%

	YoY (%)	Total FY2025
Sub Total (Regional Stores) (B)	94.2%	93.5%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi group) (A+B)	94.8%	95.1%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	July	Total FY2025	July	Total FY2025	July	Total FY2025	July	Total FY2025	July	Total FY2025	July	Total FY2025
Men's clothing	93.1	93.5	104.4	99.1	85.4	90.5	93.7	93.9	94.2	94.1	92.5	92.2
Women's clothing	94.9	96.0	90.3	94.1	93.3	93.0	94.0	95.3	93.9	95.0	93.0	93.4
Children's clothing	88.2	92.5	96.4	92.0	93.9	94.9	90.3	92.6	90.4	92.7	91.1	94.1
Kimono, bedding, others	78.1	87.8	106.2	95.5	97.8	104.4	84.9	90.7	89.0	93.8	88.2	94.3
Clothing Total	93.3	94.7	95.2	95.1	92.0	92.8	93.3	94.5	93.6	94.5	92.6	93.1
Accessories, Handbags, etc.	91.2	88.2	108.4	101.5	97.1	102.9	96.6	95.1	96.5	95.2	93.0	91.8
Cosmetics	94.8	100.9	99.2	99.1	98.1	102.1	96.1	101.1	96.5	101.0	96.1	99.8
Arts, Jewelry, Precious Metals, etc.	88.1	91.3	99.8	100.2	75.8	76.7	89.0	91.1	89.0	91.0	93.4	93.3
Other General goods	70.4	80.3	105.7	95.0	90.7	88.6	77.6	83.9	77.1	86.1	82.4	87.5
General goods Total	89.0	93.7	100.0	99.9	85.7	87.6	90.6	93.8	90.7	93.8	93.7	95.1
Household goods	113.2	107.5	108.6	107.4	94.6	104.0	109.5	107.1	109.1	106.6	109.6	104.7
Foods	100.4	101.7	99.9	100.7	101.7	102.3	100.4	101.4	100.5	101.1	98.6	100.0
Restaurants & Cafés	92.1	95.4	104.1	106.4	94.2	94.6	94.6	97.5	96.5	98.6	98.0	98.8
Services	111.7	110.5	122.7	110.3	93.0	90.8	112.9	108.6	112.1	107.1	107.7	102.4
Others	118.4	98.2	93.1	93.6	93.0	94.4	100.1	95.2	100.9	95.5	95.7	94.2
Total	93.5	94.8	100.7	99.5	92.4	94.8	94.9	95.9	95.1	96.0	94.8	95.1
Operating Days unit:days	31	122	31	122	31	122	—	—	—	—	—	—

July Overview

■Sales compared to the previous year were 95.1% for Mitsukoshi Isetan Co., Ltd. and 94.8% for domestic department stores as a whole. Domestic customers remained steady, mainly in the Tokyo metropolitan area, thanks to the successful implementation of customer identification measures.

■Domestic customers continued to show interest in high value-added products, particularly those from luxury brands, and autumn 2025 items also sold well. In addition, due to continued sunny weather and rising temperatures, there was high demand for cut-and-sewn items, blouses, pants, and UV protection and skin whitening cosmetics. Furthermore, the company promoted visits by new customers by holding unique events.

■July of last year was the fourth highest month ever in terms of tax-free sales, and although overseas customer performance continues to fall short of last year's figures, has been an upward trend toward the end of the month.

August Current Overview

Cumulative store sales through the 14th were up 104.9% year-on-year for Isetan Mitsukoshi and 102.5% for domestic department stores, exceeding the previous year's figures for the first time in five months.
In addition to continued growth in domestic customer sales, driven by identified customers and centered on high value-added products, the recovery in overseas customer sales has also continued since late July.

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