# Isetan Mitsukoshi Holdings Monthly Sales Report (November 2020)
# (Domestic Department Store Business)

December 15, 2020

## Isetan Mitsukoshi Ltd. Stores Sales (Tokyo Metropolitan area)

| Store | YoY (%) | Total FY2020 |
|---|---|---|
| Isetan Shinjuku Main store | 89.3% | 66.5% |
| Mitsukoshi Nihombashi Main store | 91.0% | 67.7% |
| Mitsukoshi Ginza store | 68.3% | 44.2% |
| Isetan Tachikawa store | 86.6% | 69.3% |
| Isetan Urawa store | 90.1% | 70.7% |

| | YoY (%) | Total FY2020 |
|---|---|---|
| **Sub Total (Isetan Mitsukoshi) (A)** | **86.7%** | **60.6%** |
| **existing stores total ※ (B)** | **86.7%** | **63.8%** |

※excluding Isetan Sagamihara Store and Isetan Fuchu Store

## Domestic Regional Companies Sales

| Company | YoY (%) | Total FY2020 |
|---|---|---|
| Sapporo Marui Mitsukoshi Ltd. | 70.9% | 64.2% |
| Hakodate Marui Imai Ltd. | 79.5% | 74.5% |
| Sendai Mitsukoshi Ltd. | 91.8% | 76.9% |
| Niigata Isetan Mitsukoshi Ltd. | 91.1% | 70.7% |
| Shizuoka Isetan Co., Ltd. | 87.7% | 77.1% |
| Nagoya Mitsukoshi Ltd. | 90.8% | 75.5% |
| Hiroshima Mitsukoshi Ltd. | 100.0% | 82.5% |
| Takamatsu Mitsukoshi Ltd. | 101.7% | 75.4% |
| Matsuyama Mitsukoshi Ltd. | 56.1% | 55.8% |
| Iwataya Mitsukoshi Ltd. | 94.0% | 71.8% |

| | YoY (%) | Total FY2020 |
|---|---|---|
| **Sub Total (Regional Store) (C)** | **88.0%** | **71.8%** |
| **existing stores total ※ (D)** | **90.8%** | **74.2%** |

| | YoY (%) | Total FY2020 |
|---|---|---|
| **Sub Total (Isetan Mitsukoshi) (A+C)** | **87.2%** | **67.0%** |
| **existing stores total ※ (B+D)** | **88.3%** | **67.9%** |

※excluding Isetan Sagamihara Store , Isetan Fuchu Store and Niigata Mitsukoshi Store

## Merchandise Category

| | Isetan Shinjuku Main store | | Mitsukoshi Nihombashi Main store | | Mitsukoshi Ginza store | | Total of Flagship Stores | | Isetan Mitsukoshi Ltd. | | Grand Total | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | November | Total FY2020 | November | Total FY2020 | November | Total FY2020 | November | Total FY2020 | November | Total FY2020 | November | Total FY2020 |
| (Men's clothing) | 81.6 | 59.9 | 73.2 | 55.1 | 73.1 | 45.0 | 79.7 | 58.0 | 79.6 | 56.8 | 78.5 | 59.2 |
| (Women's clothing) | 78.5 | 55.2 | 77.4 | 55.0 | 63.0 | 44.7 | 75.9 | 53.6 | 74.7 | 51.1 | 77.2 | 56.5 |
| (Children's clothing) | 78.9 | 64.7 | 112.4 | 75.7 | 60.4 | 35.7 | 83.3 | 62.4 | 83.2 | 60.8 | 82.4 | 66.0 |
| (Formal wear and bedding) | 87.2 | 68.7 | 86.4 | 47.4 | 57.9 | 41.8 | 84.5 | 60.0 | 87.1 | 57.7 | 90.9 | 63.2 |
| Sales of apparel | 80.2 | 58.2 | 78.9 | 56.6 | 65.0 | 43.8 | 78.1 | 56.0 | 77.5 | 54.0 | 78.6 | 58.3 |
| Accessories | 79.8 | 61.4 | 98.5 | 69.4 | 70.2 | 45.6 | 82.0 | 59.7 | 84.1 | 58.3 | 87.5 | 63.2 |
| Sundry goods | 97.8 | 67.8 | 93.3 | 62.6 | 60.1 | 34.5 | 87.3 | 58.2 | 88.1 | 57.7 | 90.5 | 61.8 |
| Household | 79.2 | 74.0 | 82.6 | 62.5 | 84.0 | 56.2 | 80.9 | 67.6 | 83.6 | 62.4 | 84.8 | 66.2 |
| Foods | 106.5 | 91.0 | 97.7 | 81.7 | 79.8 | 59.9 | 98.7 | 81.9 | 98.0 | 76.4 | 94.7 | 78.1 |
| Restaurants & Cafés | 69.0 | 44.9 | 60.4 | 42.4 | 72.1 | 46.9 | 67.2 | 44.4 | 73.1 | 41.6 | 72.3 | 44.6 |
| Service | 90.4 | 74.6 | 35.1 | 27.3 | 71.0 | 55.8 | 73.5 | 59.6 | 77.6 | 57.5 | 78.7 | 60.0 |
| Others | 105.5 | 86.3 | 83.3 | 71.1 | 83.4 | 62.3 | 88.6 | 74.2 | 89.6 | 73.7 | 88.9 | 78.9 |
| Total | 89.3 | 66.5 | 91.0 | 67.7 | 68.3 | 44.2 | 86.5 | 62.9 | 86.7 | 60.6 | 87.2 | 64.9 |
| Operating Days | 30 | 190 | 30 | 190 | 30 | 190 | — | — | — | — | — | — |

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