Isetan Mitsukoshi Holdings Monthly Sales Report November 2024

Domestic Department Store Business

Dec 16, 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 April to Nov
Isetan Shinjuku Main store	115.1%	114.8%
Mitsukoshi Nihombashi Main store	103.9%	107.1%
Mitsukoshi Ginza store	112.1%	121.7%
Isetan Tachikawa store	99.7%	98.9%
Isetan Urawa store	96.0%	93.0%

	YoY (%)	Total April to Nov
Sub Total (Isetan Mitsukoshi) (A)	110.1%	112.2%

Domestic Regional Companies Sales

Company	YoY (%)	Total April to Nov
Sapporo Marui Mitsukoshi Ltd.	99.3%	102.5%
Hakodate Marui Imai Ltd.	95.5%	95.6%
Sendai Mitsukoshi Ltd.	100.9%	95.9%
Niigata Isetan Mitsukoshi Ltd.	94.1%	93.9%
Shizuoka Isetan Co., Ltd.	95.2%	96.5%
Nagoya Mitsukoshi Ltd.	105.5%	103.5%
Hiroshima Mitsukoshi Ltd.	85.2%	84.2%
Takamatsu Mitsukoshi Ltd.	101.7%	103.0%
Matsuyama Mitsukoshi Ltd.	91.4%	91.3%
Iwataya Mitsukoshi Ltd.	102.4%	109.9%

	YoY (%)	Total April to Nov
Sub Total (Regional Stores) (B)	100.3%	102.7%

	YoY (%)	Total April to Nov
Sub Total (Isetan Mitsukoshi group) (A+B)	106.8%	108.9%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Nov	Total FY2024	Nov	Total FY2024	Nov	Total FY2024	Nov	Total FY2024	Nov	Total FY2024	Nov	Total FY2024
Men's clothing	120.0	116.1	110.4	106.7	115.8	112.3	118.6	114.7	117.8	113.3	113.8	110.4
Women's clothing	129.6	118.4	105.7	108.4	113.1	117.2	123.3	116.6	121.0	115.0	114.3	110.9
Children's clothing	111.0	107.7	124.1	108.2	126.1	127.2	115.8	110.2	115.0	108.5	113.2	101.3
Kimono, bedding, others	100.6	99.4	113.3	102.3	108.9	107.7	103.7	100.7	100.6	98.7	98.5	98.7
Clothing Total	124.2	116.4	108.6	107.7	114.3	116.6	120.7	115.1	118.8	113.3	113.4	109.6
Accessories, Handbags, etc.	109.3	116.2	107.8	113.6	118.5	143.0	111.3	121.7	108.9	117.3	107.0	114.9
Cosmetics	119.9	122.4	111.1	108.0	127.0	134.8	120.8	124.2	119.4	121.9	115.0	117.0
Arts, Jewelry, Precious Metals, etc.	126.8	134.3	113.1	115.2	102.4	118.7	117.7	125.2	117.0	124.3	114.1	121.3
Other General goods	81.2	85.6	105.8	104.1	122.4	126.0	89.3	93.4	92.8	95.0	97.7	95.5
General goods Total	119.7	124.9	112.5	113.6	113.4	125.5	116.7	122.3	115.9	121.0	113.3	117.9
Household goods	103.3	101.3	93.1	102.9	105.1	106.2	100.1	102.3	99.4	101.0	100.0	97.6
Foods	99.5	97.0	99.1	100.8	104.6	103.1	99.9	99.3	99.2	98.9	97.3	97.3
Restaurants & Cafés	102.6	104.7	107.8	110.3	102.6	110.5	103.4	105.8	102.7	104.7	101.8	103.6
Services	95.0	97.9	109.3	108.2	93.4	96.6	97.9	100.2	97.8	99.3	96.9	97.9
Others	70.8	106.5	84.7	85.0	60.3	56.4	78.5	86.8	78.7	87.7	81.4	85.7
Total	115.1	114.8	103.9	107.1	112.1	121.7	111.6	114.1	110.1	112.2	106.8	108.9
Operating Days unit:days	30	244	30	244	30	244	—	—	—	—	—	—

November Overview

■Sales of high-value-added products continued to drive sales, mainly at Isetan Shinjuku, Mitsukoshi Nihombashi, and Mitsukoshi Ginza stores, resulting in a year-on-year sales ratio of 110.1% for Isetan Mitsukoshi Ltd. and 106.8% in total for domestic department stores.

■Luxury and designer brand handbags/purses, jewelry, and cosmetics sold well. As for winter items, demand for women's and men's coats, sweaters, and other items increased as the temperatures dropped and the weather turned colder in November.

■Tax-free sales exceeded both the October results which had the effect of pushing up Chinese National Day and the previous year's results. Similar to the overall purchasing trend in domestic department stores, interest in high-value-added products such as luxury brand handbags/purses, jewelry, watches, and cosmetics continued to be strong.

December Current Overview

■Cumulative in-store sales through the 15th showed movement in fall/winter items as the weather turned colder nationwide, and tax-free sales continued to exceed the previous year's level.

At the Isetan Shinjuku main store, both domestic and overseas customers showed strong interest in high value-added products such as next season items of luxury brands and designer brands.

Sales at Isetan Mitsukoshi and department stores in Japan total exceeded the previous year's results, with total sales of 108.7% and 105.9%, respectively.

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