Isetan Mitsukoshi Holdings Monthly Sales Report September 2025

Domestic Department Store Business

October 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	113.2%	97.2%
Mitsukoshi Nihombashi Main store	102.1%	101.1%
Mitsukoshi Ginza store	98.4%	97.4%
Isetan Tachikawa store	97.4%	98.0%
Isetan Urawa store	94.8%	97.1%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi) (A)	107.0%	98.1%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2025
Sapporo Marui Mitsukoshi Ltd.	96.7%	95.7%
Hakodate Marui Imai Ltd.	95.9%	90.0%
Sendai Mitsukoshi Ltd.	98.6%	96.3%
Niigata Isetan Mitsukoshi Ltd.	97.3%	99.7%
Shizuoka Isetan Co., Ltd.	90.5%	95.2%
Nagoya Mitsukoshi Ltd.	92.3%	94.4%
Hiroshima Mitsukoshi Ltd.	81.1%	88.7%
Takamatsu Mitsukoshi Ltd.	85.3%	95.0%
Matsuyama Mitsukoshi Ltd.	87.9%	89.0%
Iwataya Mitsukoshi Ltd.	102.7%	95.7%

	YoY (%)	Total FY2025
Sub Total (Regional Stores) (B)	96.6%	95.5%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi group) (A+B)	103.5%	97.2%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	September	Total FY2025	September	Total FY2025	September	Total FY2025	September	Total FY2025	September	Total FY2025	September	Total FY2025
Men's clothing	115.5	95.5	103.9	100.5	93.8	92.2	112.7	95.8	111.8	96.0	107.7	94.2
Women's clothing	122.9	99.7	94.1	95.8	82.9	92.0	111.8	98.0	110.2	97.5	104.3	95.7
Children's clothing	106.7	94.9	99.3	92.6	99.4	96.4	104.2	94.4	101.9	94.2	99.1	95.1
Kimono, bedding, others	109.3	91.7	93.8	97.5	102.7	103.1	103.9	93.9	107.8	97.2	107.2	96.6
Clothing Total	119.2	97.8	96.4	96.6	86.2	92.5	111.5	96.9	110.2	96.8	105.0	95.3
Accessories, Handbags, etc.	103.9	91.0	98.9	102.3	107.0	106.5	103.5	97.7	102.8	97.7	101.1	94.9
Cosmetics	104.4	101.2	99.6	100.6	102.8	104.1	103.5	102.0	102.8	101.8	100.4	100.6
Arts, Jewelry, Precious Metals, etc.	127.2	96.0	118.2	103.6	100.6	84.0	120.0	96.1	119.5	96.0	114.5	97.6
Other General goods	83.6	83.0	79.4	102.3	124.5	86.8	86.5	87.7	85.7	89.1	87.2	90.7
General goods Total	115.7	96.9	113.0	103.2	102.4	92.6	112.5	97.4	111.5	97.4	107.9	98.2
Household goods	112.8	105.8	106.6	108.4	95.0	104.3	108.7	106.6	107.6	106.1	101.9	104.5
Foods	102.4	101.2	92.8	100.8	96.3	101.3	98.0	101.1	98.2	100.7	98.2	100.0
Restaurants & Cafés	91.6	95.3	104.8	108.1	93.2	93.3	94.2	97.8	93.8	98.8	94.2	99.2
Services	97.2	107.2	106.9	111.5	70.9	86.8	97.2	106.4	97.5	105.4	96.0	101.7
Others	91.9	94.2	94.4	94.9	67.6	91.1	91.6	94.4	91.9	94.7	92.8	94.2
Total	113.2	97.2	102.1	101.1	98.4	97.4	108.0	98.1	107.0	98.1	103.5	97.2
Operating Days unit:days	30	183	30	183	30	183	—	—	—	—	—	—

September Overview

■Sales compared to the previous year were 107.0% for Mitsukoshi Isetan Co., Ltd. and 103.5% for domestic department stores as a whole. Domestic customers showed steady growth, particularly in the Tokyo metropolitan area, driven by strong performance at the "Tansei-kai" VIP invitation event at Isetan Shinjuku Main Store and the "Ippin-kai" VIP invitation event at Mitsukoshi Nihombashi Main Store, as well as the positive effects of progressing identification efforts.

■Domestic customers, particularly identified customers, continued to show interest in high-value-added products, with items that can be worn immediately performing well, especially from luxury and designer brands. Additionally, by hosting events that attract high customer interest—such as the "Italian Exhibition" at Isetan Shinjuku Main Store and the "French Exhibition" at Mitsukoshi Nihombashi Main Store
—alongside the Tansei-kai and Ippin-kai events, we also promoted visits from new customers.

■Overseas customers show strong interest in cosmetics and travel essentials, broadening their purchasing range.

October Current Overview

■Compared to the previous year, cumulative in-store sales up to October 14th were 103.7% for Isetan Mitsukoshi Ltd. in total and 103.2% for domestic department stores as a whole. Sales of high-value-added products, primarily luxury brands, and versatile light outerwear remained strong. Domestic identified customer sales also continued to hold at a high level.
Furthermore, during the overseas holiday period, overseas customer sales have been exceeding the previous year's results for the first time since February 2025.

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