Isetan Mitsukoshi Holdings Monthly Sales Report October 2025

Domestic Department Store Business

November 17, 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	104.2%	98.2%
Mitsukoshi Nihombashi Main store	112.4%	102.6%
Mitsukoshi Ginza store	105.7%	98.5%
Isetan Tachikawa store	97.6%	97.9%
Isetan Urawa store	98.1%	97.3%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi) (A)	105.5%	99.1%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2025
Sapporo Marui Mitsukoshi Ltd.	98.2%	96.1%
Hakodate Marui Imai Ltd.	101.1%	91.7%
Sendai Mitsukoshi Ltd.	96.9%	96.4%
Niigata Isetan Mitsukoshi Ltd.	104.6%	100.4%
Shizuoka Isetan Co., Ltd.	101.6%	96.2%
Nagoya Mitsukoshi Ltd.	100.0%	95.2%
Hiroshima Mitsukoshi Ltd.	88.6%	88.7%
Takamatsu Mitsukoshi Ltd.	97.1%	95.3%
Matsuyama Mitsukoshi Ltd.	97.2%	90.1%
Iwataya Mitsukoshi Ltd.	105.0%	97.1%

	YoY (%)	Total FY2025
Sub Total (Regional Stores) (B)	101.3%	96.3%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi group) (A+B)	104.1%	98.2%

Merchandise Category

unit : %

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	October	Total FY2025	October	Total FY2025	October	Total FY2025	October	Total FY2025	October	Total FY2025	October	Total FY2025
Men's clothing	105.3	97.1	106.2	101.5	107.2	94.3	105.5	97.3	104.9	97.4	103.0	95.6
Women's clothing	107.4	100.9	105.2	97.2	95.6	92.6	105.2	99.1	104.6	98.6	102.0	96.7
Children's clothing	101.0	95.9	100.3	93.3	110.7	98.9	102.5	95.5	101.5	95.2	100.2	95.9
Kimono, bedding, others	103.2	93.1	112.3	99.6	124.9	106.4	107.7	95.7	105.2	98.2	103.6	97.5
Clothing Total	106.2	99.1	105.5	97.9	99.2	93.6	105.2	98.2	104.6	98.0	102.2	96.4
Accessories, Handbags, etc.	94.8	91.5	112.8	103.8	109.7	107.0	103.3	98.4	103.1	98.5	102.6	96.0
Cosmetics	99.1	100.9	106.1	101.4	106.1	104.4	101.6	101.9	101.5	101.8	101.0	100.7
Arts, Jewelry, Precious Metals, etc.	115.9	98.5	127.9	106.5	112.7	87.5	118.8	98.9	117.8	98.7	118.1	100.3
Other General goods	83.9	83.1	93.1	101.0	90.6	87.3	87.1	87.7	89.4	89.1	90.5	90.7
General goods Total	107.2	98.2	122.6	105.6	108.6	94.7	110.8	99.1	110.1	99.0	110.3	99.8
Household goods	115.1	107.2	111.3	108.8	112.9	105.6	113.6	107.6	113.3	107.1	106.2	104.8
Foods	98.5	100.8	108.6	101.7	106.8	102.1	103.0	101.3	102.3	100.9	100.4	100.0
Restaurants & Cafés	101.2	96.1	113.1	108.8	122.0	96.7	103.5	98.5	101.0	99.1	100.7	99.4
Services	100.4	106.3	108.1	111.0	60.4	83.1	98.6	105.3	97.9	104.4	96.9	101.0
Others	111.3	95.9	99.3	95.4	28.3	81.6	95.5	94.5	91.1	94.3	97.0	94.6
Total	104.2	98.2	112.4	102.6	105.7	98.5	106.3	99.2	105.5	99.1	104.1	98.2
Operating Days unit:days	31	214	31	214	31	214	—	—	—	—	—	—

October Overview

■Sales compared to the previous year were 105.5% for Mitsukoshi Isetan Co., Ltd. and 104.1% 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.

November Current Overview

■Compared to the previous year, cumulative in-store sales up to November 16th were 101.8 % for Isetan Mitsukoshi Ltd. in total and 101.2% for domestic department stores as a whole. As the peak season for winter goods arrives, outerwear such as coats and blousons is showing steady sales, while high-value-added items like watches and jewelry are also performing well. Domestic identified customer sales are driving overall growth, with the largest annual purchasers showing the strongest growth. Overseas customer sales have seen an increase in average transaction value due to strong performance in high-value-added products such as watches and jewelry.

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