Isetan Mitsukoshi Holdings Monthly Sales Report September 2022
Domestic Department Store Business

October 15, 2022

■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 FY2022
Isetan Shinjuku Main store	130.3%	138.5%
Mitsukoshi Nihombashi Main store	129.6%	129.4%
Mitsukoshi Ginza store	132.9%	141.8%
Isetan Tachikawa store	111.6%	116.7%
Isetan Urawa store	109.0%	107.4%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi) (A)	127.9%	133.1%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2022
Sapporo Marui Mitsukoshi Ltd.	119.4%	122.4%
Hakodate Marui Imai Ltd.	109.9%	105.3%
Sendai Mitsukoshi Ltd.	108.3%	109.1%
Niigata Isetan Mitsukoshi Ltd.	108.7%	105.9%
Shizuoka Isetan Co., Ltd.	110.1%	105.8%
Nagoya Mitsukoshi Ltd.	107.5%	103.7%
Hiroshima Mitsukoshi Ltd.	103.8%	105.3%
Takamatsu Mitsukoshi Ltd.	110.3%	107.6%
Matsuyama Mitsukoshi Ltd.	135.1%	126.8%
Iwataya Mitsukoshi Ltd.	114.2%	119.6%

	YoY (%)	Total FY2022
Sub Total (Regional Store) (B)	112.1%	112.5%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi group) (A+B)	121.9%	124.8%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	September	Total FY2022	September	Total FY2022	September	Total FY2022	September	Total FY2022	September	Total FY2022	September	Total FY2022
(Men's clothing)	128.4	139.1	114.6	134.8	161.4	168.1	128.1	140.0	126.6	137.8	121.5	131.6
(Women's clothing)	138.5	151.9	132.4	140.6	141.8	149.7	137.8	149.6	134.9	145.3	126.1	132.7
(Children's clothing)	128.0	119.6	107.1	129.3	138.4	142.1	123.9	124.5	117.4	119.6	112.3	111.5
(Formal wear and bedding)	102.5	119.8	120.7	130.6	111.9	117.3	108.1	122.1	107.2	117.0	103.6	108.8
Sales of apparel	132.7	143.6	125.4	136.9	143.7	151.4	132.4	143.2	129.6	139.0	122.7	129.3
Accessories	146.3	155.4	129.1	147.2	141.3	162.7	140.3	154.4	134.7	148.2	127.7	137.8
Sundry goods	126.7	140.6	139.9	147.9	138.6	148.0	132.1	143.6	131.2	140.8	126.2	131.6
Household	105.5	109.0	119.5	127.3	138.6	141.3	112.8	118.1	111.0	117.0	107.4	113.0
Foods	124.4	112.1	123.5	107.6	115.8	117.6	122.7	111.3	119.8	110.0	114.0	107.5
Restaurants & Cafés	186.1	181.1	163.6	173.6	185.1	163.2	181.3	179.6	165.4	164.1	154.2	151.9
Service	118.8	340.9	143.5	152.4	104.7	115.9	120.8	295.2	120.5	265.8	117.4	231.0
Others	85.6	104.4	117.2	107.0	76.2	110.6	103.3	106.7	104.2	107.4	109.4	104.8
Total	130.3	138.5	129.6	129.4	132.9	141.8	130.5	136.4	127.9	133.1	121.9	124.8
Operating Days	30	183	30	183	30	183	—	—		—	—	—

September over view

■The impact of the spread of the COVID-19 infections was limited, and there was a high appetite for purchasing high-priced products. YoY sales were 127.9% for the total of Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 121.9% for the total of Isetan Mitsukoshi Group Stores (domestic department stores).In particular, the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store did not reach the results of 2019, when there was a large surge in demand prior to the consumption tax hike, but they greatly exceeded the results of 2018, and are continuing to perform favorably.

■At the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store, there continues to be a high appetite for high value-added products, and in addition to jewelry and handbags, fall/winter item (for women's clothing, coats and short boots, and for men's clothing, tops) are also trending favorably, centered on luxury brands and designers brands.Events for loyal customers and foreign product exhibition were also strong, boosting sales.

Current Overview in October

■High value-added products such as jewelry, luxury brands, and designer brands continued to drive sales. In particular, sales at the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store were robust.Duty-free sales also grew gradually due to the drastic relaxation of entry restrictions, therefore cumulative In-store sales up to 16th were 126.1% YoY at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 119.6 %YoY at Isetan Mitsukoshi Group Stores (domestic department stores), respectively,exceeding the previous year's results.

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