Isetan Mitsukoshi Holdings Monthly Sales Flash Report October 2024
Domestic Department Store Business

Nov 1st, 2024

■We have applied revenue recognition standard from FY2021. The disclosure of the Department Store Business sales by store remains on conventional standard.

Isetan Mitsukoshi Ltd. Stores Sales
(Tokyo Metropolitan Area)

Isetan Mitsukoshi	YoY (%)	Total Apr to Oct
Isetan Shinjuku Main Store	107.0%	116.9%
Mitsukoshi Nihombashi Main Store	100.2%	108.3%
Mitsukoshi Ginza Store	110.1%	123.3%
Isetan Tachikawa Store	99.2%	98.7%
Isetan Urawa Store	86.9%	92.5%

	YoY (%)	Total Apr to Oct
Sub Total (Isetan Mitsukoshi) (A)	104.5%	113.7%

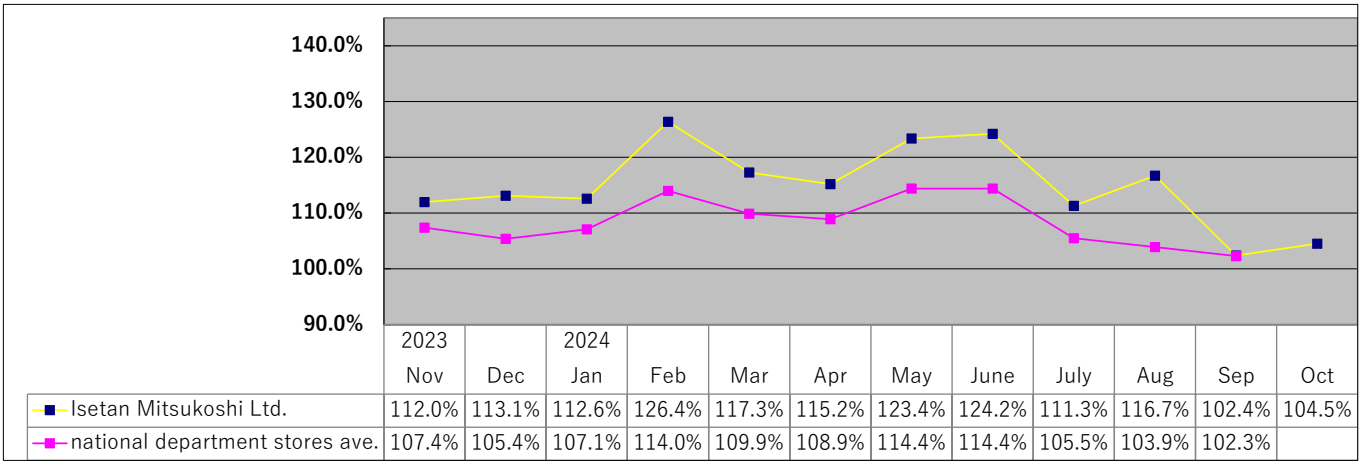
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Oct
Sapporo Marui Mitsukoshi Ltd.	98.1%	103.1%
Hakodate Marui Imai Ltd.	89.9%	95.7%
Sendai Mitsukoshi Ltd.	99.9%	95.1%
Niigata Isetan Mitsukoshi Ltd.	90.4%	93.9%
Shizuoka Isetan Ltd.	93.5%	96.7%
Nagoya Mitsukoshi Ltd.	100.4%	103.2%
Hiroshima Mitsukoshi Ltd.	83.4%	84.1%
Takamatsu Mitsukoshi Ltd.	92.5%	103.2%
Matsuyama Mitsukoshi Ltd.	83.2%	91.3%
Iwataya Mitsukoshi Ltd.	101.8%	111.2%

	YoY (%)	Total Apr to Oct
Sub Total (Regional Store) (B)	97.8%	103.1%

	YoY (%)	Total Apr to Oct
Sub Total (Isetan Mitsukoshi Group) (A+B)	102.0%	109.8%

Monthly sales change for the past one year (year on year)
[Isetan Mitsukoshi Ltd. (Tokyo Metropolitan Area) ・national department stores average]



	2023 Nov	Dec	2024 Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct
Isetan Mitsukoshi Ltd.	112.0%	113.1%	112.6%	126.4%	117.3%	115.2%	123.4%	124.2%	111.3%	116.7%	102.4%	104.5%
national department stores ave.	107.4%	105.4%	107.1%	114.0%	109.9%	108.9%	114.4%	114.4%	105.5%	103.9%	102.3%	

■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 104.5% for Isetan Mitsukoshi Ltd. and 102.0% in total for domestic department stores.

■Luxury and designer brand handbags, jewelry, cosmetics, and other items sold well. As temperatures dropped in the second half of October, there was an increased interest in jackets and outerwear and other fall/winter items.

■Tax-free sales exceeded the previous year's level, and interest in high-value-added products such as luxury brand handbags and purses, watches and cosmetics continued to be high, as with the overall purchasing trend in the domestic department store total (existing stores).

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