Isetan Mitsukoshi Holdings Monthly Sales Report August 2024

Domestic Department Store Business

September 17, 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 August
Isetan Shinjuku Main store	125.4%	120.0%
Mitsukoshi Nihombashi Main store	103.4%	110.4%
Mitsukoshi Ginza store	112.8%	128.4%
Isetan Tachikawa store	94.7%	98.5%
Isetan Urawa store	95.5%	93.8%

	YoY (%)	Total April to August
Sub Total (Isetan Mitsukoshi) (A)	115.7%	116.7%

Domestic Regional Companies Sales

Company	YoY (%)	Total April to August
Sapporo Marui Mitsukoshi Ltd.	102.4%	104.6%
Hakodate Marui Imai Ltd.	93.6%	97.6%
Sendai Mitsukoshi Ltd.	96.0%	94.3%
Niigata Isetan Mitsukoshi Ltd.	98.5%	95.7%
Shizuoka Isetan Co., Ltd.	98.1%	95.7%
Nagoya Mitsukoshi Ltd.	101.2%	103.4%
Hiroshima Mitsukoshi Ltd.	84.5%	84.0%
Takamatsu Mitsukoshi Ltd.	110.5%	104.4%
Matsuyama Mitsukoshi Ltd.	95.7%	92.3%
Iwataya Mitsukoshi Ltd.	104.3%	115.3%

	YoY (%)	Total April to August
Sub Total (Regional Stores) (B)	101.5%	104.9%

	YoY (%)	Total April to August
Sub Total (Isetan Mitsukoshi group) (A+B)	110.7%	112.6%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	August	Total FY2024	August	Total FY2024	August	Total FY2024	August	Total FY2024	August	Total FY2024	August	Total FY2024
Men's clothing	131.8	122.5	110.4	107.0	96.0	116.9	126.5	120.2	124.7	118.2	119.7	115.3
Women's clothing	134.3	124.3	100.3	111.1	108.4	119.0	125.3	121.4	123.4	119.4	115.5	114.7
Children's clothing	112.3	109.2	104.4	109.5	107.9	131.8	110.5	111.7	108.1	109.6	103.8	99.8
Kimono, bedding, others	97.9	102.7	82.7	98.5	124.8	111.3	96.2	102.4	94.9	100.0	99.3	100.2
Clothing Total	130.9	122.1	101.8	109.2	106.2	119.1	123.7	119.7	121.4	117.5	115.1	113.2
Accessories, Handbags, etc.	123.8	122.2	104.9	117.4	142.7	154.4	123.2	128.1	118.6	123.0	113.3	120.9
Cosmetics	124.4	125.4	90.4	109.3	120.9	141.7	120.1	128.1	117.2	125.3	112.0	119.6
Household goods	125.7	107.4	95.0	103.8	83.1	105.5	110.4	106.0	107.8	104.1	99.8	97.2
Foods	100.4	97.0	105.4	101.1	103.2	103.3	102.3	99.4	101.8	99.0	100.2	97.1
Restaurants & Cafés	102.3	106.1	105.8	107.7	107.6	114.2	103.0	106.4	101.9	105.3	101.3	104.3
Services	92.4	98.0	92.7	109.2	114.7	96.4	94.1	100.5	95.0	99.7	93.4	98.6
Others	113.0	120.5	82.6	87.1	50.3	57.9	84.7	91.8	85.6	92.2	83.9	88.6
Total	125.4	120.0	103.4	110.4	112.8	128.4	118.0	119.1	115.7	116.7	110.7	112.6
Operating Days unit:days	31	153	31	153	31	153	—	—	—	—	—	—

August Overview

■Although the Iwataya main store, Fukuoka Mitsukoshi and Iwataya Kurume store were temporarily closed for two days and Shizuoka Isetan and Hiroshima Mitsukoshi were closed for one day due to Typhoon No. 10, sales of high-value-added products continued to be driven mainly by the Isetan Shinjuku main store, Mitsukoshi Nihonbashi main store and Mitsukoshi Ginza store, with YoY sales growth of 115.7% for the total of Isetan Mitsukoshi Ltd. and 110.7% for the total of domestic department stores.
In addition, both main stores and the Mitsukoshi Ginza store have outperformed fiscal 2018 for 14 consecutive months.

■Same as before, luxury and designer brand clothing, handbags, jewelry/watches, and cosmetics performed well. In addition, the Isetan Shinjuku main store sales increased due to the implementation of events for customers.

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

September Current Overview

■Cumulative in-store sales through September 1st to 16th continued to be driven by high value-added products such as luxury and designer brand autumn clothing and jewelry. Tax-free sales also continued to exceed the previous year's level. In addition, the Mitsukoshi Nihombashi Main store sales increased due to the implementation of events for customers.Sales at Isetan Mitsukoshi(Tokyo Metropolitan area stores)were up 110.0% YoY, and sales at domestic department stores tolal were up 105.3% YoY.

【Contact】
Corporate Communication and IR Division, General Affairs Department, Isetan Mitsukoshi Holdings Ltd.
E-mail:support_sh@imhds.co.jp