Isetan Mitsukoshi Holdings Monthly Sales Flash Report October 2022
Domestic Department Store Business

November 1, 2022

■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	132.2%	140.7%
Mitsukoshi Nihombashi Main Store	118.9%	129.2%
Mitsukoshi Ginza Store	131.8%	140.1%
Isetan Tachikawa Store	105.7%	114.8%
Isetan Urawa Store	103.6%	106.8%

	YoY (%)	Total Apr to Oct
Sub Total (Isetan Mitsukoshi) (A)	125.1%	133.3%

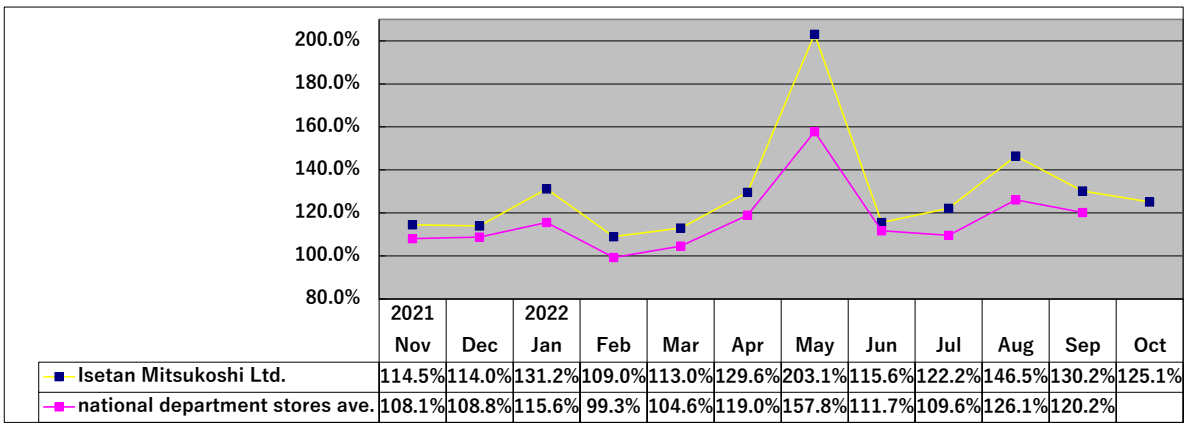
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Oct
Sapporo Marui Mitsukoshi Ltd.	111.9%	120.5%
Hakodate Marui Imai Ltd.	96.3%	103.7%
Sendai Mitsukoshi Ltd.	99.9%	107.7%
Niigata Isetan Mitsukoshi Ltd.	102.8%	105.4%
Shizuoka Isetan Ltd.	105.5%	105.7%
Nagoya Mitsukoshi Ltd.	100.9%	103.3%
Hiroshima Mitsukoshi Ltd.	100.6%	104.6%
Takamatsu Mitsukoshi Ltd.	103.9%	107.0%
Matsuyama Mitsukoshi Ltd.	80.7%	115.9%
Iwataya Mitsukoshi Ltd.	109.4%	117.9%

	YoY (%)	Total Apr to Oct
Sub Total (Regional Store) (B)	105.3%	111.3%

	YoY (%)	Total Apr to Oct
Sub Total (Isetan Mitsukoshi Group) (A+B)	116.7%	123.8%

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



	2021 Nov	Dec	2022 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Isetan Mitsukoshi Ltd.	114.5%	114.0%	131.2%	109.0%	113.0%	129.6%	203.1%	115.6%	122.2%	146.5%	130.2%	125.1%
national department stores ave.	108.1%	108.8%	115.6%	99.3%	104.6%	119.0%	157.8%	111.7%	109.6%	126.1%	120.2%	

■Fall/winter item began to move in earnest with the fall in temperature in the latter half of October. A high appetite for high-priced products with high customer loyalty was continuing, and YoY sales were 125.1% for the total of Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and YoY sales were 116.7% for the total of Isetan Mitsukoshi Group Stores (domestic department stores).

■At the Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store, sales were driven by rising demand for outerwear such as coats and jackets, as well as an increase in real demand purchasing such as thin knitwear, which is now underway.
A high appetite for purchasing luxury brands and other high-value-added products was continuing, and jewelry, handbags, etc. remained strong.
In addition, there was a strong need to enhance the time spent in the home, and the booking sales of Christmas cakes were showing a good start.

■Tax-free sales surged in East Asian customers (Hong Kong, South Korea and Taiwan) , particularly at stores in the Tokyo metropolitan area, due to the easing of entry restrictions and sales for total domestic department stores significantly exceeded the previous year's results.

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