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

November 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	127.6%	136.6%
Mitsukoshi Nihombashi Main store	117.9%	127.6%
Mitsukoshi Ginza store	131.8%	140.1%
Isetan Tachikawa store	105.7%	114.8%
Isetan Urawa store	103.6%	106.8%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi) (A)	122.9%	131.4%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2022
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 Co., 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 FY2022
Sub Total (Regional Store) (B)	105.3%	111.3%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi group) (A+B)	115.8%	123.3%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	October	Total FY2022	October	Total FY2022	October	Total FY2022	October	Total FY2022	October	Total FY2022	October	Total FY2022
(Men's clothing)	129.8	137.3	133.1	134.5	132.6	159.3	130.4	138.1	128.1	135.9	121.4	129.6
(Women's clothing)	135.1	148.6	128.4	138.1	136.8	147.3	134.0	146.6	131.9	142.7	122.0	130.7
(Children's clothing)	131.7	121.6	104.7	126.3	123.9	138.0	123.7	124.4	116.7	119.2	109.9	111.2
(Formal wear and bedding)	94.1	115.3	91.8	123.2	114.3	116.8	94.8	117.3	95.2	113.3	95.7	106.6
Sales of apparel	131.2	141.2	125.0	134.6	134.4	148.0	130.4	140.7	127.7	136.9	119.7	127.5
Accessories	139.4	152.9	129.7	144.1	151.9	160.7	139.0	151.8	132.8	145.6	126.9	136.0
Sundry goods	130.1	138.9	119.2	143.1	135.5	145.9	128.1	141.1	125.9	138.4	117.7	129.4
Household	122.3	110.9	98.6	122.3	122.0	138.2	112.5	117.2	110.2	115.9	103.8	111.6
Foods	109.9	111.8	106.2	107.5	114.3	117.1	109.5	111.0	108.1	109.7	104.2	107.0
Restaurants & Cafés	145.0	174.1	128.3	165.1	155.0	161.8	142.1	172.3	130.0	157.6	124.2	146.8
Service	101.3	303.2	130.2	148.3	118.7	116.4	107.7	264.5	108.2	239.6	109.1	211.1
Others	94.7	103.5	119.8	108.7	91.2	107.1	110.6	107.2	111.6	107.9	102.4	104.5
Total	127.6	136.6	117.9	127.6	131.8	140.1	125.7	134.7	122.9	131.4	115.8	123.3
Operating Days	31	214	31	214	31	214	—	—		—	—	—

October over view

■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 122.9% for the total of Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and YoY sales were 115.8% 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.

Current Overview in November

■The Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store continued to drive sales up to 14th, and high-value-added products such as luxury brands, designers' brands, and jewelry remained strong.
Tax-free sales also grew due to the relaxation of entry restrictions in October, with the total for Isetan Mitsukoshi (5 Tokyo metropolitan area stores) rising to 120.1%YoY and the total for Isetan Mitsukoshi Group Stores (domestic department stores) to 113.8%YoY, greatly exceeding the previous year's results.

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