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

December 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	118.7%	133.6%
Mitsukoshi Nihombashi Main store	106.4%	123.5%
Mitsukoshi Ginza store	125.0%	137.5%
Isetan Tachikawa store	95.2%	111.3%
Isetan Urawa store	106.2%	106.7%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi) (A)	113.9%	128.4%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2022
Sapporo Marui Mitsukoshi Ltd.	104.6%	117.9%
Hakodate Marui Imai Ltd.	95.2%	102.5%
Sendai Mitsukoshi Ltd.	92.0%	105.2%
Niigata Isetan Mitsukoshi Ltd.	97.5%	104.2%
Shizuoka Isetan Co., Ltd.	98.3%	104.6%
Nagoya Mitsukoshi Ltd.	101.5%	103.0%
Hiroshima Mitsukoshi Ltd.	95.6%	103.1%
Takamatsu Mitsukoshi Ltd.	97.2%	105.5%
Matsuyama Mitsukoshi Ltd.	84.7%	109.1%
Iwataya Mitsukoshi Ltd.	105.0%	115.7%

	YoY (%)	Total FY2022
Sub Total (Regional Store) (B)	100.7%	109.6%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi group) (A+B)	108.9%	120.9%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	November	Total FY2022	November	Total FY2022	November	Total FY2022	November	Total FY2022	November	Total FY2022	November	Total FY2022
(Men's clothing)	114.0	133.2	92.0	125.8	124.8	152.7	111.4	133.3	109.4	131.1	105.3	125.3
(Women's clothing)	129.8	145.5	101.4	131.3	131.0	144.6	124.2	142.8	120.9	139.0	111.8	127.6
(Children's clothing)	123.3	121.9	93.1	122.5	122.9	135.3	114.6	123.1	109.3	117.9	102.9	110.2
(Formal wear and bedding)	95.6	111.9	88.0	117.8	116.1	116.7	95.1	113.6	94.1	110.3	96.0	105.0
Sales of apparel	121.6	137.9	97.4	127.9	128.8	144.8	117.8	136.8	114.7	133.1	108.5	124.4
Accessories	119.6	147.4	116.7	139.7	143.7	157.8	123.3	147.1	123.9	142.1	116.6	132.9
Sundry goods	127.3	137.1	127.7	140.7	130.4	143.4	127.9	139.0	125.6	136.4	120.5	128.0
Household	102.3	109.5	94.8	117.9	125.1	136.2	101.3	114.7	99.6	113.3	96.3	109.2
Foods	106.4	110.8	99.5	105.5	106.2	115.2	103.2	109.4	102.4	108.2	99.9	105.6
Restaurants & Cafés	121.6	164.1	107.0	154.7	118.4	153.8	119.1	162.3	112.3	149.4	110.3	140.5
Service	105.6	272.2	147.2	148.1	130.9	118.9	114.0	240.8	110.5	218.5	108.4	194.9
Others	118.2	106.5	103.5	107.7	105.2	106.8	107.8	107.3	108.5	108.1	104.1	104.4
Total	118.7	133.6	106.4	123.5	125.0	137.5	115.7	131.3	113.9	128.4	108.9	120.9
Operating Days	30	244	30	244	30	244	—	—		—	—	—

November over view

■In addition to the continued strong consumption of high-priced items, due to the increase in tax-free sales, sales were driven mainly by Isetan Mitsukoshi (5 Tokyo metropolitan area stores), and YoY sales were 113.9% for the total of Isetan Mitsukoshi and were 108.9% for the total of Isetan Mitsukoshi Group tores (domestic department stores). Since April 2022, the Isetan Shinjuku Main Store has performed better than in 2018 for eight consecutive months.

■At the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store, the willingness to purchase high-value-added products such as luxury brands continues to be high, and jewelry, watches, and handbags remained strong. At the Isetan Shinjuku Main Store, purchases of outerwear such as ladies' courts and jackets also grew, and highly unique events supported sales.

■Tax-free sales have been on a recovery trend since the easing of entry restrictions in October, mainly at stores in the Tokyo metropolitan area. Sales were robust, particularly for luxury-brand clothing, jewelry, watches, and handbags. Sales at the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store surpassed 2018 results.

Current Overview in December

■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, watch and jewelry remained strong.
Tax-free sales also grew, with the total for Isetan Mitsukoshi (5 Tokyo metropolitan area stores) rising to 114.3%YoY and the total for Isetan Mitsukoshi Group Stores (domestic department stores) to 107.8%YoY, exceeding the previous year's results.

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