Isetan Mitsukoshi Holdings Monthly Sales Report December 2021
Domestic Department Store Business

January 17, 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 FY2021
Isetan Shinjuku Main store	117.9%	124.5%
Mitsukoshi Nihombashi Main store	103.8%	114.7%
Mitsukoshi Ginza store	121.3%	129.3%
Isetan Tachikawa store	101.3%	106.6%
Isetan Urawa store	107.7%	120.6%

	YoY (%)	Total FY2021
Sub Total (Isetan Mitsukoshi) (A)	112.9%	121.1%
existing stores total ※ (B)	114.0%	122.3%

※excluding Mitsukoshi Ebisu Store

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2021
Sapporo Marui Mitsukoshi Ltd.	109.7%	110.0%
Hakodate Marui Imai Ltd.	96.9%	99.7%
Sendai Mitsukoshi Ltd.	101.7%	106.4%
Niigata Isetan Mitsukoshi Ltd.	102.1%	111.9%
Shizuoka Isetan Co., Ltd.	103.2%	108.3%
Nagoya Mitsukoshi Ltd.	102.0%	108.6%
Hiroshima Mitsukoshi Ltd.	105.7%	96.8%
Takamatsu Mitsukoshi Ltd.	100.1%	116.5%
Matsuyama Mitsukoshi Ltd.	95.2%	74.6%
Iwataya Mitsukoshi Ltd.	111.5%	115.5%

	YoY (%)	Total FY2021
Sub Total (Regional Store) (C)	105.8%	109.9%

	YoY (%)	Total FY2021
Sub Total (Isetan Mitsukoshi) (A+C)	110.0%	116.4%
existing stores total ※ (B+C)	110.6%	117.1%

※excluding Mitsukoshi Ebisu Store and

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	December	Total FY2021	December	Total FY2021	December	Total FY2021	December	Total FY2021	December	Total FY2021	December	Total FY2021
(Men's clothing)	116.5	120.4	110.6	112.8	106.1	101.5	115.0	118.1	113.8	117.0	112.2	113.1
(Women's clothing)	130.1	132.4	107.8	111.8	130.8	129.2	125.6	127.7	123.4	125.4	117.8	119.4
(Children's clothing)	113.7	115.9	118.7	111.4	130.8	85.2	116.7	111.3	114.5	111.0	108.2	105.4
(Formal wear and bedding)	101.3	113.1	89.1	122.9	100.6	104.3	98.6	114.5	98.7	112.8	96.9	108.1
Sales of apparel	122.3	125.6	108.3	112.6	123.7	118.7	119.8	122.5	117.8	120.6	114.3	115.8
Accessories	117.6	122.3	112.7	130.4	127.4	129.8	118.3	125.7	117.2	125.0	115.9	123.0
Sundry goods	117.8	130.9	126.9	139.1	126.1	138.2	121.4	134.1	119.4	131.7	114.9	126.0
Household	110.2	116.4	105.4	112.8	88.2	104.6	106.2	114.1	105.3	113.6	103.3	109.7
Foods	109.1	120.4	91.4	101.1	115.1	130.8	101.9	113.4	102.0	113.9	101.6	109.5
Restaurants & Cafés	128.1	116.7	104.9	96.5	126.4	149.7	123.8	112.6	119.9	112.6	115.9	110.3
Service	88.6	100.6	103.4	116.2	111.1	122.4	91.9	104.2	93.6	106.4	95.4	107.4
Others	216.4	110.8	102.2	107.7	107.5	139.2	129.8	111.2	130.1	111.9	112.9	105.3
Total	117.9	124.5	103.8	114.7	121.3	129.3	114.1	122.2	112.9	121.1	110.0	116.4
Operating Days	31	251	31	251	31	251	—	—		—	—	—

December over view

■The nationwide downward trend in the number of COVID-19 infections continues, and the YoY growth rate in total sales at Isetan Mitsukoshi Group Stores (domestic department stores) was the same as in November. In-store sales by Japanese customers continued to approach 2018 levels at domestic department stores, and Isetan Mitsukoshi's (5 Tokyo metropolitan area stores) total exceeded the results for the same year.

■At the Isetan Shinjuku Main Store and the Mitsukoshi Nihombashi Main Store, high-value-added products' sales such as watches, jewelry, handbags, and luxury brands, remained strong due to increased consumer demand in the holiday season. At Isetan Shinjuku Main Store, sales of coats, accessories, and other items were robust, at more than 1.3x the previous year, due to demand for replacement purchases and purchasing several items, and also due to cold-prevention needs and an increase in opportunities to go out.

Current Overview in January

■High value-added products such as jewelry watches, luxury brands, and designer brands continued to drive sales, cumulative In-store sales up to 16th were 144.4%YoY at Isetan Mitsukoshi(5 Tokyo metropolitan area stores) and 135.8%YoY at Isetan Mitsukoshi Group Stores(domestic department stores).

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