Isetan Mitsukoshi Holdings Monthly Sales Report January 2025

Domestic Department Store Business

Feb 17, 2025

■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 Jan
Isetan Shinjuku Main store	121.7%	114.9%
Mitsukoshi Nihombashi Main store	107.3%	106.5%
Mitsukoshi Ginza store	126.9%	121.2%
Isetan Tachikawa store	100.9%	98.9%
Isetan Urawa store	95.1%	93.6%

	YoY (%)	Total April to Jan
Sub Total (Isetan Mitsukoshi) (A)	117.0%	112.0%

Domestic Regional Companies Sales

Company	YoY (%)	Total April to Jan
Sapporo Marui Mitsukoshi Ltd.	117.3%	104.3%
Hakodate Marui Imai Ltd.	89.7%	94.5%
Sendai Mitsukoshi Ltd.	98.0%	95.8%
Niigata Isetan Mitsukoshi Ltd.	104.0%	95.1%
Shizuoka Isetan Co., Ltd.	103.5%	97.8%
Nagoya Mitsukoshi Ltd.	102.7%	103.1%
Hiroshima Mitsukoshi Ltd.	93.2%	85.2%
Takamatsu Mitsukoshi Ltd.	93.6%	101.4%
Matsuyama Mitsukoshi Ltd.	100.3%	92.5%
Iwataya Mitsukoshi Ltd.	105.9%	108.7%

	YoY (%)	Total April to Jan
Sub Total (Regional Stores) (B)	104.8%	102.7%

	YoY (%)	Total April to Jan
Sub Total (Isetan Mitsukoshi group) (A+B)	112.8%	108.8%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Jan	Total FY2024	Jan	Total FY2024	Jan	Total FY2024	Jan	Total FY2024	Jan	Total FY2024	Jan	Total FY2024
Men's clothing	122.0	116.4	102.3	107.5	120.2	112.8	119.5	115.1	118.0	113.7	114.7	110.9
Women's clothing	130.7	119.4	100.0	107.0	118.8	116.7	123.8	117.0	121.6	115.4	115.5	111.1
Children's clothing	143.6	109.1	110.7	109.9	144.7	126.8	133.3	111.4	129.1	109.6	120.8	103.2
Kimono, bedding, others	92.4	98.7	98.6	101.5	112.2	107.6	95.7	100.0	96.1	98.3	96.2	98.3
Clothing Total	126.9	117.1	101.7	107.2	120.3	116.3	121.9	115.5	119.8	113.8	114.7	110.0
Accessories, Handbags, etc.	114.0	114.2	110.5	111.4	154.1	141.6	122.1	119.8	117.2	115.6	114.6	113.5
Cosmetics	115.8	120.8	103.0	107.8	144.4	134.9	121.7	123.1	119.1	120.9	114.8	116.2
Arts, Jewelry, Precious Metals, etc.	145.4	133.5	115.1	113.6	118.9	118.1	131.2	124.2	129.8	123.3	122.3	120.3
Other General goods	107.9	90.2	120.5	104.7	118.8	122.7	110.9	96.4	109.8	97.4	109.1	97.8
General goods Total	131.1	124.6	113.7	112.4	129.1	125.0	126.8	121.7	124.8	120.4	119.0	117.3
Household goods	104.7	101.2	100.8	103.0	113.2	106.8	104.0	102.4	102.7	101.1	99.6	98.3
Foods	106.1	98.2	109.0	101.4	103.3	102.9	106.3	100.1	106.2	99.7	104.5	97.9
Restaurants & Cafés	102.1	104.2	105.5	110.0	94.6	106.5	102.6	105.2	102.4	104.2	102.8	103.3
Services	113.0	99.7	110.8	108.4	106.1	96.3	111.9	101.3	107.9	100.1	104.7	98.5
Others	69.0	103.2	87.7	85.2	47.8	56.6	78.4	86.1	79.4	86.9	86.9	86.0
Total	121.7	114.9	107.3	106.5	126.9	121.2	119.3	113.9	117.0	112.0	112.8	108.8
Operating Days unit:days	30	275	30	275	30	275	—	—	—	—	—	—

January Overview

■Sales of high-value-added products continued to drive sales, mainly at Isetan Shinjuku, Mitsukoshi Nihombashi, and Mitsukoshi Ginza stores, resulting in a year-on-year sales ratio of 117.0% for Isetan Mitsukoshi Ltd. and 112.8% in total for domestic department stores.

※Isetan Shinjuku main store held an loyal customers' events for customers in January (held in February in the previous year).

■Luxury and designer brand handbags/purses/clothing, jewelry, and cosmetics sold well.Coats and sweaters for both women and men continued to drive sales from last month. In addition, spring items such as jackets and light clothing also sold well.

■Tax-free sales were significantly higher than in the previous year.. Similar to the overall purchasing trend in domestic department stores, interest in high-value-added products such as luxury brand handbags/purses, jewelry, watches, and cosmetics continued to be strong.Another factor contributing to the strong performance this year was the fact that the Chinese New Year was moved up approximately two weeks from the previous year.

February Current Overview

■Total in-store sales through the 16th continued to be strong for luxury and designer brand handbags, purses, and clothing, as well as jewelry watches.

■Demand for spring items was in full swing, mainly at the three core stores, driving sales. Sales of Isetan Mitsukoshi and domestic department stores exceeded the previous year's results, with 110.4% and 105.6% respectively.

■Tax-free sales trends remained favorable overall, although the Chinese New Year was different from the previous year and the period was partially moved forward to January.

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