Isetan Mitsukoshi Holdings Monthly Sales Report March 2025

Domestic Department Store Business

Apr 15, 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 Mar
Isetan Shinjuku Main store	99.9%	112.1%
Mitsukoshi Nihombashi Main store	97.3%	105.7%
Mitsukoshi Ginza store	104.1%	118.5%
Isetan Tachikawa store	98.4%	98.8%
Isetan Urawa store	90.2%	93.3%

	YoY (%)	Total April to Mar
Sub Total (Isetan Mitsukoshi) (A)	99.5%	110.0%

Domestic Regional Companies Sales

Company	YoY (%)	Total April to Mar
Sapporo Marui Mitsukoshi Ltd.	99.8%	103.6%
Hakodate Marui Imai Ltd.	90.4%	93.5%
Sendai Mitsukoshi Ltd.	94.7%	95.4%
Niigata Isetan Mitsukoshi Ltd.	96.4%	94.6%
Shizuoka Isetan Co., Ltd.	91.4%	97.4%
Nagoya Mitsukoshi Ltd.	99.1%	102.5%
Hiroshima Mitsukoshi Ltd.	91.6%	85.4%
Takamatsu Mitsukoshi Ltd.	90.5%	100.3%
Matsuyama Mitsukoshi Ltd.	79.6%	91.4%
Iwataya Mitsukoshi Ltd.	96.8%	106.8%

	YoY (%)	Total April to Mar
Sub Total (Regional Stores) (B)	96.4%	101.7%

	YoY (%)	Total April to Mar
Sub Total (Isetan Mitsukoshi group) (A+B)	98.4%	107.1%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Mar	Total FY2024	Mar	Total FY2024	Mar	Total FY2024	Mar	Total FY2024	Mar	Total FY2024	Mar	Total FY2024
Men's clothing	97.1	113.6	93.8	106.3	102.7	110.2	97.2	112.5	97.3	111.4	95.4	108.7
Women's clothing	102.3	115.6	96.4	106.3	93.4	112.6	100.0	113.7	98.9	112.3	97.0	108.5
Children's clothing	95.7	106.3	79.7	103.9	104.9	123.3	87.7	107.3	88.7	106.0	90.0	101.4
Kimono, bedding, others	116.2	99.2	92.4	101.0	104.3	105.6	109.0	100.1	106.7	98.6	105.3	98.3
Clothing Total	100.3	113.9	90.9	105.7	95.8	112.6	98.2	112.4	97.7	111.0	96.2	107.7
Accessories, Handbags, etc.	87.9	109.4	98.0	109.8	119.8	138.5	98.2	116.2	96.0	112.5	96.0	110.6
Cosmetics	109.1	119.2	100.0	107.4	114.4	132.1	109.5	121.4	108.0	119.2	103.2	114.5
Arts, Jewelry, Precious Metals, etc.	100.0	127.7	97.1	111.4	89.4	113.5	97.1	119.8	97.0	119.0	99.0	117.1
Other General goods	111.3	91.1	78.5	103.7	114.4	119.6	105.5	96.4	105.0	97.3	102.9	97.5
General goods Total	104.6	121.0	96.5	110.4	100.8	121.3	101.9	118.5	101.5	117.3	100.8	114.8
Household goods	110.6	101.6	106.4	103.7	119.3	108.2	109.9	103.0	109.2	101.8	110.9	99.4
Foods	98.3	98.2	104.4	101.8	103.3	102.6	100.9	100.1	101.4	99.9	99.4	98.1
Restaurants & Cafés	96.4	102.7	115.3	110.3	98.0	104.4	99.1	104.0	99.9	103.4	99.1	102.5
Services	109.1	100.1	122.0	110.0	85.3	94.2	109.3	101.7	107.4	100.5	104.0	98.6
Others	122.0	105.3	97.2	86.3	61.6	56.6	99.4	87.8	98.0	88.3	94.3	87.1
Total	99.9	112.1	97.3	105.7	104.1	118.5	100.1	111.6	99.5	110.0	98.4	107.1
Operating Days unit:days	31	364	31	364	31	364	—	—	—	—	—	—

March Overview

■Due to unstable weather nationwide, the year-on-year sales in March decreased to 99.5% for Isetan Mitsukoshi Ltd. and 98.4% for domestic department stores, but the year-to-date sales in FY2024 (April-March) increased year-on-year to 110.0% for Isetan Mitsukoshi Ltd. and 107.1% for domestic department stores.

■ In the Tokyo metropolitan area, spring apparel, especially luxury brand designer brand jackets and skirts, grew, although usage varied by store. In addition, sales of jewelry, cosmetics, and accessories remained strong.

■Tax-free sales showed strong interest in cosmetics and accessories. Luxury brand designer apparel was also strong, as were Japanese sales.

April Current Overview

The cumulative total of in-store sales up to the 14th was 96.7% for Isetan Mitsukoshi total and 94.7% for domestic department stores total. Sales of spring outerwear such as jackets and blousons have been strong, especially for luxury and designer brands. Interest in cosmetics also remained strong.

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