Isetan Mitsukoshi Holdings Monthly Sales Report April 2025

Domestic Department Store Business

May 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 FY2025
Isetan Shinjuku Main store	99.1%	99.1%
Mitsukoshi Nihombashi Main store	101.6%	101.6%
Mitsukoshi Ginza store	103.4%	103.4%
Isetan Tachikawa store	97.9%	97.9%
Isetan Urawa store	98.4%	98.4%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi) (A)	100.2%	100.2%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2025
Sapporo Marui Mitsukoshi Ltd.	94.0%	94.0%
Hakodate Marui Imai Ltd.	79.2%	79.2%
Sendai Mitsukoshi Ltd.	95.2%	95.2%
Niigata Isetan Mitsukoshi Ltd.	100.4%	100.4%
Shizuoka Isetan Co., Ltd.	98.8%	98.8%
Nagoya Mitsukoshi Ltd.	94.0%	94.0%
Hiroshima Mitsukoshi Ltd.	86.6%	86.6%
Takamatsu Mitsukoshi Ltd.	100.2%	100.2%
Matsuyama Mitsukoshi Ltd.	90.0%	90.0%
Iwataya Mitsukoshi Ltd.	95.0%	95.0%

	YoY (%)	Total FY2025
Sub Total (Regional Stores) (B)	95.1%	95.1%

	YoY (%)	Total FY2025
Sub Total (Isetan Mitsukoshi group) (A+B)	98.6%	98.6%

Merchandise Category

unit：%

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Group Total	
	Apr	Total FY2025	Apr	Total FY2025	Apr	Total FY2025	Apr	Total FY2025	Apr	Total FY2025	Apr	Total FY2025
Men's clothing	96.7	96.7	93.6	93.6	103.8	103.8	96.8	96.8	96.5	96.5	93.8	93.8
Women's clothing	102.2	102.2	93.6	93.6	95.6	95.6	99.9	99.9	99.4	99.4	97.0	97.0
Children's clothing	100.9	100.9	95.7	95.7	101.9	101.9	98.0	98.0	99.0	99.0	99.5	99.5
Kimono, bedding, others	90.8	90.8	99.2	99.2	111.3	111.3	94.4	94.4	96.9	96.9	98.1	98.1
Clothing Total	99.8	99.8	94.4	94.4	97.8	97.8	98.6	98.6	98.4	98.4	96.3	96.3
Accessories, Handbags, etc.	91.9	91.9	102.6	102.6	114.1	114.1	100.0	100.0	100.2	100.2	95.8	95.8
Cosmetics	109.8	109.8	102.1	102.1	113.3	113.3	110.1	110.1	109.3	109.3	106.1	106.1
Arts, Jewelry, Precious Metals, etc.	99.4	99.4	107.2	107.2	86.3	86.3	99.3	99.3	98.8	98.8	100.0	100.0
Other General goods	66.7	66.7	88.5	88.5	93.0	93.0	73.9	73.9	77.4	77.4	77.3	77.3
General goods Total	99.8	99.8	105.4	105.4	98.1	98.1	100.7	100.7	100.4	100.4	100.4	100.4
Household goods	103.2	103.2	108.0	108.0	118.4	118.4	106.3	106.3	105.2	105.2	105.1	105.1
Foods	104.8	104.8	106.1	106.1	106.8	106.8	105.5	105.5	104.8	104.8	103.1	103.1
Restaurants & Cafés	97.9	97.9	109.8	109.8	92.4	92.4	99.7	99.7	100.9	100.9	100.0	100.0
Services	110.8	110.8	107.5	107.5	85.6	85.6	107.1	107.1	104.3	104.3	97.6	97.6
Others	78.0	78.0	93.4	93.4	93.6	93.6	87.2	87.2	88.1	88.1	90.7	90.7
Total	99.1	99.1	101.6	101.6	103.4	103.4	100.4	100.4	100.2	100.2	98.6	98.6
Operating Days unit:days	30	30	30	30	30	30	—	—	—	—	—	—

April Overview

■Sales were affected by unseasonable weather at the beginning of the month, but recovered from mid-month onward as temperatures rose,with year-on-year sales growth of 100.2% at Isetan Mitsukoshi and 98.6% at domestic department stores. Sales of domestic customers, whose identification is progressing steadily, remained strong, boosting overall sales.

■ Sales of luxury brand and designer brand apparel such as jackets, blouses, skirts, and pants, jewelry, cosmetics, and accessories grew, mainly at stores in the Tokyo metropolitan area. In addition, highly original events contributed to attracting customers from Japan and overseas.

■Tax-free sales saw a broadening of interest in cosmetics and trinkets, and luxury and designer brand clothing also performed well.

The cumulative total of in-store sales up to the 14th was 99.0% for the Isetan Mitsukoshi total and 97.2% for the domestic department store total. Clothing activity varied by item, but summer light clothing was strong. In addition, cosmetics, jewelry,watches, and food products are all performing above the previous year's levels.

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