# Isetan Mitsukoshi Holdings Monthly Sales Flash Report August 2022
# Domestic Department Store Business

September 1, 2022

■We have applied revenue recognition standard from FY2021. The disclosure of the Department Store Business sales by store remains on conventional standard.

## Isetan Mitsukoshi Ltd. Stores Sales
(Tokyo Metropolitan Area)

| Isetan Mitsukoshi | YoY (%) | Total Apr to Aug |
|---|---|---|
| Isetan Shinjuku Main Store | 159.3% | 144.3% |
| Mitsukoshi Nihombashi Main Store | 139.6% | 131.2% |
| Mitsukoshi Ginza Store | 143.7% | 143.8% |
| Isetan Tachikawa Store | 123.2% | 117.7% |
| Isetan Urawa Store | 117.4% | 107.0% |

| | YoY (%) | Total Apr to Aug |
|---|---|---|
| Sub Total (Isetan Mitsukoshi) (A) | 146.5% | 136.0% |

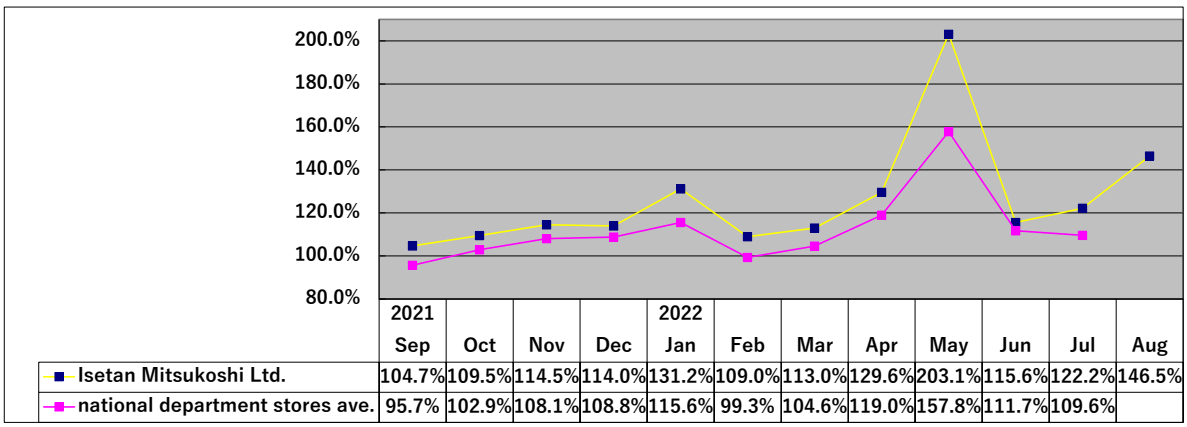
## Domestic Regional Companies Sales

| Regional Companies | YoY (%) | Total Apr to Aug |
|---|---|---|
| Sapporo Marui Mitsukoshi Ltd. | 124.0% | 123.1% |
| Hakodate Marui Imai Ltd. | 102.5% | 104.4% |
| Sendai Mitsukoshi Ltd. | 111.5% | 109.3% |
| Niigata Isetan Mitsukoshi Ltd. | 115.1% | 105.3% |
| Shizuoka Isetan Ltd. | 113.0% | 105.0% |
| Nagoya Mitsukoshi Ltd. | 102.4% | 103.0% |
| Hiroshima Mitsukoshi Ltd. | 104.9% | 105.6% |
| Takamatsu Mitsukoshi Ltd. | 113.1% | 107.1% |
| Matsuyama Mitsukoshi Ltd. | 149.2% | 125.6% |
| Iwataya Mitsukoshi Ltd. | 130.0% | 120.7% |

| | YoY (%) | Total Apr to Aug |
|---|---|---|
| Sub Total (Regional Store) (B) | 117.6% | 112.6% |

| | YoY (%) | Total Apr to Aug |
|---|---|---|
| Sub Total (Isetan Mitsukoshi Group) (A+B) | 133.6% | 125.8% |

## Monthly sales change for the past one year (year on year)
[Isetan Mitsukoshi Ltd. (Tokyo Metropolitan Area) ・national department stores average]




| | 2021 Sep | Oct | Nov | Dec | 2022 Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Isetan Mitsukoshi Ltd. | 104.7% | 109.5% | 114.5% | 114.0% | 131.2% | 109.0% | 113.0% | 129.6% | 203.1% | 115.6% | 122.2% | 146.5% |
| national department stores ave. | 95.7% | 102.9% | 108.1% | 108.8% | 115.6% | 99.3% | 104.6% | 119.0% | 157.8% | 111.7% | 109.6% | |

■Since there is no action restriction this summer, the impact of the spread of the COVID-19 infections is limited, and there was a high appetite for purchasing to high-priced products, YoY sales were 146.5% for the total of Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 133.6% for the total of Isetan Mitsukoshi Group Stores (domestic department stores).
In particular, Isetan Shinjuku Main Store exceeded 2019's record by double digits, when there was a last-minute surge in demand prior to the consumption tax hike and the reopening of jewelry and other products, and recorded record-high sales after the merger for the fifth consecutive month.☒

■Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store continued to be highly motivated to purchase high-value-added products, and fall/winter apparel and general merchandise, mainly luxury brands and designer brands, began to perform well in addition to watches, jewelry, and handbags. And original events at Isetan Shinjuku Main Store also performed well, boosting sales.

■Tax-free sales were showing a gradual recovery trend, with both Isetan Mitsukoshi (5 Tokyo metropolitan area stores) total and Isetan Mitsukoshi Group Stores (domestic department stores)total exceeding the previous year's results due to the easing of entry restrictions in June.

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