Isetan Mitsukoshi Holdings Monthly Sales Flash Report March 2023
Domestic Department Store Business

April 3, 2023

■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 Mar
Isetan Shinjuku Main Store	124.8%	133.2%
Mitsukoshi Nihombashi Main Store	118.3%	122.4%
Mitsukoshi Ginza Store	139.7%	136.7%
Isetan Tachikawa Store	107.6%	110.4%
Isetan Urawa Store	105.5%	106.9%

	YoY (%)	Total Apr to Mar
Sub Total (Isetan Mitsukoshi) (A)	122.9%	127.5%

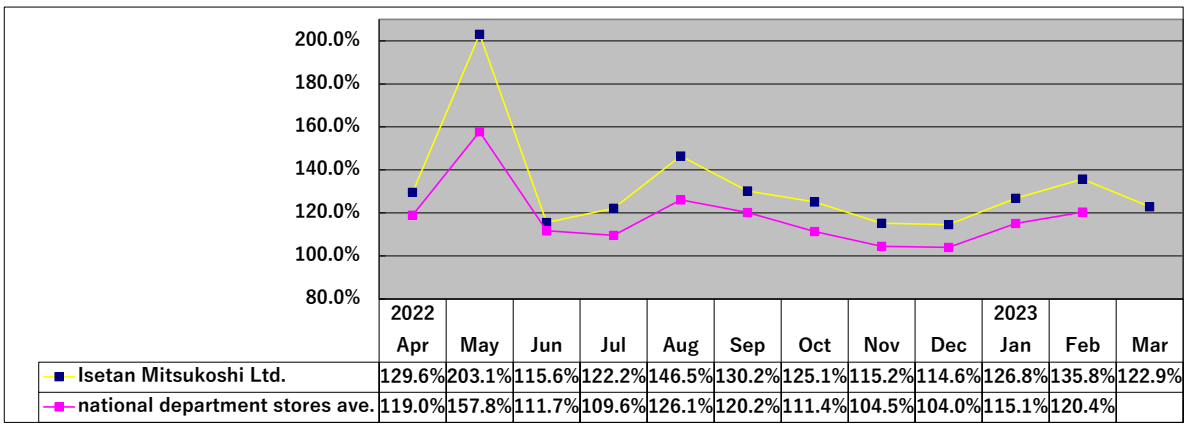
Domestic Regional Companies Sales

Regional Companies	YoY (%)	Total Apr to Mar
Sapporo Marui Mitsukoshi Ltd.	115.0%	117.9%
Hakodate Marui Imai Ltd.	109.6%	103.7%
Sendai Mitsukoshi Ltd.	109.6%	105.9%
Niigata Isetan Mitsukoshi Ltd.	100.0%	103.5%
Shizuoka Isetan Ltd.	110.4%	104.7%
Nagoya Mitsukoshi Ltd.	105.9%	103.7%
Hiroshima Mitsukoshi Ltd.	99.0%	102.3%
Takamatsu Mitsukoshi Ltd.	104.1%	105.4%
Matsuyama Mitsukoshi Ltd.	89.1%	103.9%
Iwataya Mitsukoshi Ltd.	109.8%	114.2%

	YoY (%)	Total Apr to Mar
Sub Total (Regional Store) (B)	107.8%	109.3%

	YoY (%)	Total Apr to Mar
Sub Total (Isetan Mitsukoshi Group) (A+B)	116.5%	119.8%

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



	2022 Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2023 Jan	Feb	Mar
Isetan Mitsukoshi Ltd.	129.6%	203.1%	115.6%	122.2%	146.5%	130.2%	125.1%	115.2%	114.6%	126.8%	135.8%	122.9%
national department stores ave.	119.0%	157.8%	111.7%	109.6%	126.1%	120.2%	111.4%	104.5%	104.0%	115.1%	120.4%	

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store.
Sales YoY were 122.9% at Isetan Mitsukoshi Ltd. and 116.5% at domestic department stores.
Since April 2022, the Isetan Shinjuku Main Store has performed better than in 2018 for 12 consecutive months.
Isetan Shinjuku main store sales in cumulative FY2022 are expected to surpass the previous record set in FY1991.

■At Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store, the willingness to purchase high-value-added products such as jewelry, watches, handbags, and wallets remained strong and , new spring items, mainly luxury brands, performed well.
Due to demand for ceremonies and other events, there was strong interest in blouses and women's shoes. Sales at unique events also boosted results.

■Duty-free sales are growing mainly at stores in the Tokyo metropolitan area due to continued strong interest in luxury brand handbags, jewelry, and other items.

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