Isetan Mitsukoshi Holdings Monthly Sales Report March 2023

Domestic Department Store Business

17-Apr-23

■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 FY2022
Isetan Shinjuku Main store	118.9%	129.2%
Mitsukoshi Nihombashi Main store	115.6%	120.9%
Mitsukoshi Ginza store	139.7%	136.7%
Isetan Tachikawa store	107.6%	110.4%
Isetan Urawa store	105.5%	106.9%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi) (A)	119.1%	125.5%

Domestic Regional Companies Sales

Company	YoY (%)	Total FY2022
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.	99.9%	103.5%
Shizuoka Isetan Co., 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 FY2022
Sub Total (Regional Store) (B)	121.8%	109.4%

	YoY (%)	Total FY2022
Sub Total (Isetan Mitsukoshi group) (A+B)	114.8%	119.1%

Merchandise Category

	Isetan Shinjuku Main store		Mitsukoshi Nihombashi Main store		Mitsukoshi Ginza store		Total of Flagship Stores		Isetan Mitsukoshi Ltd.		Grand Total	
	March	Total FY2022	March	Total FY2022	March	Total FY2022	March	Total FY2022	March	Total FY2022	March	Total FY2022
(Men's clothing)	120.6	129.9	106.7	120.8	136.7	144.0	120.2	133.3	119.2	127.6	118.2	122.6
(Women's clothing)	129.7	139.0	114.3	126.8	156.1	143.1	130.6	142.8	128.7	134.4	121.8	125.1
(Children's clothing)	95.2	118.9	95.8	110.3	155.9	142.0	97.2	123.1	93.2	112.5	95.1	107.4
(Formal wear and bedding)	112.5	109.5	101.5	113.7	102.6	116.4	109.0	113.6	101.9	108.0	95.8	103.2
Sales of apparel	122.7	133.1	104.6	121.7	150.7	142.4	121.1	136.8	118.8	128.9	115.5	121.8
Accessories	127.1	138.7	135.3	137.3	152.1	154.9	133.8	147.1	130.9	137.1	126.2	130.2
Sundry goods	116.8	131.8	126.8	134.5	148.5	142.2	124.1	139.0	122.8	132.0	116.8	124.9
Household	98.1	109.9	112.7	115.1	144.3	132.8	106.4	114.7	104.6	112.1	98.7	107.4
Foods	112.3	111.7	110.6	105.9	110.6	116.0	111.5	109.4	110.8	109.2	107.8	106.3
Restaurants & Cafés	144.4	156.2	125.6	144.4	136.0	148.5	141.2	162.3	134.9	143.5	130.8	137.1
Service	96.7	235.0	117.3	144.5	108.1	118.5	100.7	240.8	100.1	193.2	99.6	175.5
Others	8873.8	86.4	106.0	107.1	118.8	110.7	104.5	107.3	104.3	102.1	121.1	103.8
Total	120.2	129.2	122.4	120.9	139.7	136.7	121.0	131.3	119.1	125.5	114.8	119.1
Operating Days	31	364	31	364	31	364	—	—		—	—	—

March over view

■Sales of high-value-added products continued to be driven mainly by Isetan Shinjuku Main Store and Mitsukoshi Nihombashi Main Store.Sales YoY were 119.1% at Isetan Mitsukoshi Ltd. and 114.8% 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.

Current Overview in April

■In terms of cumulative in-store sales through the 16th, sales were driven mainly by stores in the Tokyo metropolitan area, where high-value-added products such as luxury and designer brand handbags, clothing including jackets and blouses, and jewelry were strong. Duty-free sales also continued to be strong. Sales YoY were 128.8% at Isetan Mitsukoshi (5 Tokyo metropolitan area stores) and 121.7% at Isetan Mitsukoshi Group Stores (domestic department stores).

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