

The Isetan Mitsukoshi Group at a Glance

Department store business

Gross sales

1.0175 trillion yen

Operating income

20.4 billion yen

(Fiscal year ended March 31, 2023)

Sales in department store business

No. **1** in Japan

(Based on the financial data of each department store group in FY2022)

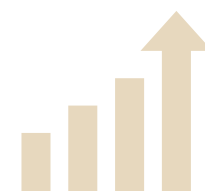


Isetan Shinjuku Main Store annual sales

327.6 billion yen

This was the highest sales the store ever recorded, surpassing the previous record of approximately 305 billion yen set in fiscal year ended March 31, 1992.

(Fiscal year ended March 31, 2023)



Store network

20 department stores in Japan

26 department stores overseas



We are expanding our store network in Japan from Hokkaido to Kyushu, and globally to a wide range of regions in Asia and North America.

(As of September 30, 2023)

Number of identified customers

5.9 million

The increase in the total number of cardholders and app members has enabled us to communicate bi-directionally with many customers.

(As of March 31, 2023)



Brands with a history

Our four brands of Mitsukoshi, Isetan, Iwataya, and Marui Imai, which have been in business for over 100 years, are supported by many customers.

Mitsukoshi



350

years in business

Isetan



137

years in business

Iwataya



269

years in business

Marui Imai



151

years in business



2.7 million cardholders

Leveraging our excellent customer base, we promote card use by issuing tie-up cards and through the Group's loyalty program.

(As of March 31, 2023)

Share of members with annual income of ¥10 million or more **20** %

We have converted many affluent customers into cardholders.

(As of March 31, 2023)

Credit & finance business / customer organization management business

Gross sales **33.5** billion yen

Operating income **3.7** billion yen

(Fiscal year ended March 31, 2023)

Real estate business

Gross sales **20.5** billion yen

Operating income **4.0** billion yen

(Fiscal year ended March 31, 2023)



Ownership of **Mitsukoshi Seisakusho**, a highly technologically advanced in-house factory

We create high-quality spaces through planning, design, and construction including five-star hotels, luxury brands, corporate boardrooms, and private residences.



Development of diverse business portfolio

- Travel business
- Supermarket business
- Human Resources and Services business
- Logistics business
- Information Systems business

These are just some of the diverse businesses that we are developing in addition to our department store business.

Other businesses

Gross sales **16.8** billion yen

*Including adjustments

Operating income **1.1** billion yen

(Fiscal year ended March 31, 2023)