

Monthly Sales Report for June 2024, FY 2025

<b>Sales Results (YoY)</b>	
Company Total	117.9%
Existing Store Retail + Online	118.6%

- Sales, Purchasing Customers, and Average Spending per Customer are disclosed against figures of the previous fiscal year.
- The figures disclosed on the 2nd business day are the preliminary figures and will be updated to the confirmed figures on the next monthly sales report.
- Preliminary figures exclude the impact of the change in revenue recognition standards. The impact is reflected on the next monthly sales report and figures are lowered by a few points.

Sales Data

(%)

	2024				2025				Total by Jun.	1Q	2Q	3Q	4Q	1H	2H	Full FY
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.								
<b>Sales</b>																
Company Total	111.3	107.0	117.9						111.9	111.9						
Business Units	115.0	110.4	116.4						113.9	113.9						
Retail + Online	115.4	110.2	119.6						115.0	115.0						
Retail	111.3	107.4	117.9						112.0	112.0						
Online	126.2	117.1	123.6						122.2	122.2						
Existing Store Retail + Online	114.3	108.9	118.6						113.8	113.8						
Existing Store Retail	110.0	105.6	116.4						110.5	110.5						
Existing Store Online	125.4	116.6	123.1						121.5	121.5						
Outlet, Other	103.4	101.4	119.9						107.3	107.3						
<b>Purchasing Customers</b>																
Retail + Online	113.1	108.4	116.0						112.4	112.4						
Retail	110.1	106.0	115.7						110.5	110.5						
Online	119.2	113.0	116.6						116.1	116.1						
Existing Store Retail + Online	111.2	106.1	113.8						110.2	110.2						
Existing Store Retail	107.4	102.7	112.4						107.3	107.3						
Existing Store Online	118.5	112.5	116.1						115.6	115.6						
<b>Ave. Spending per Customer</b>																
Retail + Online	101.6	101.5	103.6						102.2	102.2						
Retail	101.0	101.3	101.9						101.4	101.4						
Online	107.0	104.5	108.8						106.8	106.8						
Existing Store Retail + Online	102.4	102.3	104.6						103.1	103.1						
Existing Store Retail	102.4	102.8	103.6						102.9	102.9						
Existing Store Online	106.7	104.4	108.7						106.7	106.7						

Sales Data by Market

(%)

	Sales		Purchasing Customers		Ave. Spending per Customer	
	Trend-conscious Market	Basic Trend-conscious Market	Trend-conscious Market	Basic Trend-conscious Market	Trend-conscious Market	Basic Trend-conscious Market
Business Units	114.8	119.6	-	-	-	-
Retail + Online	119.2	120.5	-	-	-	-
Retail	116.4	121.0	109.4	123.4	106.4	98.0
Online	126.0	119.5	-	-	-	-
Existing Store Retail + Online	119.1	117.5	-	-	-	-
Existing Store Retail	116.4	116.5	109.2	116.3	106.6	100.2
Existing Store Online	125.2	119.5	-	-	-	-

- Business Units sales includes the sales of retail, online and wholesale, etc. Outlet, Other sales includes sales of outlet stores and special events.
- Purchasing customers and average spending per customer for existing retail + online stores as well as for online stores have been calculated using data available to the Company from its online and ZOZOTOWN stores.
- An existing store is defined as a retail/online store that has been opened for more than 13 months and it was opened in the same month of the previous year. The number is subject to change. In following cases, stores are excluded from the existing store count; retail stores which close one or more days or open in smaller sales spaces due to renovation or other reasons, online stores which close one or more days due to system upgrades or other reasons.
- Trend-conscious Market : UNITED ARROWS, BEAUTY&YOUTH UNITED ARROWS, DRAWER, Odette e Odile, BLAMINK
- Basic Trend-conscious Market: green label relaxing, CITEN

Sales Summary

Total company sales increased 17.9% to a year ago. Existing store sales of retail and online increased 18.6% year on year.

Throughout the month, sales of summer light clothing such as shirts, cut-and-sewn tops, and blouses, business clothing such as jackets and pants, as well as accessories such as shoes and bags, performed well, and same-store sales exceeded the previous year's level for the sixth consecutive month. In addition to fixed-price sales, sales for VIP customers have been strong, and the number of customers has grown significantly with double-digit growth while the average spending per customer continues to grow. For reference, there were two additional holidays in this June compared to the same month of the last year, we estimate that it had around +3.6% impact on the same-store sales of retail and online YoY.

Preliminary figures do not include the impact of changes in revenue recognition standards. The impact of the change in revenue recognition standards will be reflected in the confirmed figures, which will be down by a few points from the preliminary figures. Due to the renewal of the membership program in August 2023, we estimate that there will be an additional negative impact on YoY sales because of the difference in the redemption rate between the old and the new systems from April, 2024 to July, 2024. The May 2024 confirm report shows 3.2 pts. decrease in company-wide sales and 2.5 pts. decrease in same-store-sales of retail + online versus the preliminary figures.

Total sales of COEN CO., LTD. increased by 10.2% YoY.

Number of Stores

(Stores)

	2024						2025					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	278	278	278									
Retail	197	197	197									
Online	54	54	54									
Outlet	27	27	27									
Number of Existing Store at Month-end	232	237	236									
Retail	182	186	185									
Online	50	51	51									

Store Opening and Closing

[Retail] None

[Online] None

[Outlet] None

• For details of store openings, please refer to: <http://www.united-arrows.co.jp/en/ir/monthly/index.html#store>

Existing Stores Data for the past 3 years

(%)

		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total by Jun.	1Q	2Q	3Q	4Q	1H	2H	Full FY
<b>Sales</b>																					
Retail + Online	'21/4~'22/3	193.6	123.8	79.8	97.6	79.4	102.6	102.0	106.5	114.3	113.1	95.8	108.6	113.3	113.3	93.5	108.2	107.2	102.6	107.8	105.5
	'22/4~'23/3	123.5	137.0	104.3	103.9	117.8	112.9	119.9	99.8	101.3	100.9	121.7	115.7	120.5	120.5	110.4	105.9	110.8	115.5	108.1	111.2
	'23/4~'24/3	108.6	108.2	110.5	113.0	101.2	100.8	99.9	115.7	99.2	100.3	110.5	101.9	109.1	109.1	105.8	104.4	103.3	107.5	103.9	105.5
Retail	'21/4~'22/3	702.0	262.6	83.9	99.4	74.2	96.9	104.1	108.4	116.8	134.9	99.1	114.8	162.0	162.0	91.2	110.2	117.9	117.3	113.3	114.9
	'22/4~'23/3	134.4	174.3	109.3	109.3	133.0	119.4	118.2	100.0	101.2	104.1	136.6	112.9	135.5	135.5	118.2	105.6	114.1	127.1	109.1	116.3
	'23/4~'24/3	109.8	108.2	112.2	117.5	108.7	101.1	100.6	113.0	97.8	101.0	108.5	103.3	110.0	110.0	109.7	103.3	103.6	109.9	103.4	106.3
Online	'21/4~'22/3	80.1	74.6	73.1	94.7	87.4	114.3	96.9	102.4	109.2	91.5	91.8	95.5	75.6	75.6	97.5	103.6	92.6	85.1	97.8	91.6
	'22/4~'23/3	102.3	90.5	95.1	94.4	98.4	101.7	124.4	99.3	101.5	96.3	102.2	122.9	95.5	95.5	97.9	106.5	105.2	96.7	105.9	101.7
	'23/4~'24/3	105.6	108.1	107.0	104.0	89.7	100.2	98.2	122.0	102.2	99.2	113.6	98.8	106.9	106.9	98.5	107.0	102.7	102.7	104.9	103.9
<b>Purchasing Customers</b>																					
Retail + Online	'21/4~'22/3	167.2	108.4	68.7	95.1	78.2	94.4	98.8	103.5	115.7	112.1	86.9	95.8	97.1	97.1	89.1	106.7	100.0	92.7	103.3	97.8
	'22/4~'23/3	112.5	124.3	95.8	87.0	101.3	100.7	111.5	93.5	94.4	92.6	107.7	108.1	109.8	109.8	94.6	99.0	100.9	101.8	99.9	100.8
	'23/4~'24/3	98.4	97.3	99.3	108.4	88.2	97.3	93.3	112.8	98.9	100.2	107.2	100.0	98.3	98.3	99.1	101.2	101.8	98.7	101.5	100.1
Retail	'21/4~'22/3	768.6	249.6	71.8	100.8	72.7	89.5	102.1	107.9	120.9	138.7	94.6	108.5	139.5	139.5	89.0	110.9	116.7	107.5	113.5	110.6
	'22/4~'23/3	124.6	160.9	99.9	91.1	119.9	117.2	110.3	94.7	92.6	95.2	127.9	104.4	124.7	124.7	104.7	98.3	104.6	114.2	101.2	107.3
	'23/4~'24/3	99.8	99.0	101.5	112.3	95.5	95.0	95.6	109.1	95.3	96.9	100.3	99.8	100.1	100.1	102.9	99.5	98.7	101.4	99.1	100.3
Online	'21/4~'22/3	75.3	68.6	64.4	86.9	85.0	100.6	92.7	95.3	106.9	89.1	80.9	77.0	68.7	68.7	89.4	99.1	83.4	78.4	89.8	83.4
	'22/4~'23/3	93.8	86.4	89.3	80.2	82.1	82.7	113.9	91.2	97.9	89.1	89.7	115.7	89.5	89.5	81.5	100.3	95.8	85.2	97.8	91.2
	'23/4~'24/3	95.7	94.1	95.4	101.3	78.2	100.8	88.7	120.0	105.1	104.5	114.4	100.4	95.1	95.1	93.1	104.3	106.0	94.1	105.2	99.8
<b>Ave. Spending per Customer</b>																					
Retail + Online	'21/4~'22/3	128.3	121.7	117.1	101.8	99.2	105.5	103.2	102.0	98.6	100.4	107.0	110.7	121.6	121.6	102.9	101.0	105.3	111.5	103.3	107.6
	'22/4~'23/3	110.3	115.0	109.1	120.3	116.6	111.5	106.0	105.5	106.4	108.5	115.5	106.9	111.4	111.4	116.9	105.8	110.1	114.5	107.6	110.3
	'23/4~'24/3	110.7	110.8	111.1	105.1	115.2	104.6	108.2	103.7	101.3	101.6	104.0	103.4	110.8	110.8	107.5	104.3	102.9	109.3	103.6	106.2
Retail	'21/4~'22/3	91.3	105.2	116.9	98.5	102.1	108.2	102.0	100.4	96.6	97.3	104.7	105.8	116.1	116.1	102.5	99.4	101.1	109.1	99.9	103.9
	'22/4~'23/3	107.8	108.3	109.4	120.0	110.9	101.9	107.1	105.6	109.4	109.3	106.8	108.1	108.7	108.7	113.0	107.4	109.1	111.2	107.8	108.4
	'23/4~'24/3	110.1	109.3	110.5	104.7	113.8	106.4	105.2	103.5	102.5	104.2	108.1	103.5	109.9	109.9	106.6	103.8	104.9	108.3	104.3	106.0
Online	'21/4~'22/3	105.0	105.6	113.7	105.3	98.4	106.2	102.8	102.1	100.2	96.1	103.9	107.4	108.5	108.5	103.7	101.7	101.2	105.5	102.5	104.9
	'22/4~'23/3	105.6	105.4	104.4	117.8	115.7	116.3	103.5	103.5	100.2	105.0	115.3	108.2	105.3	105.3	116.7	101.8	108.8	111.1	105.5	108.8
	'23/4~'24/3	110.8	113.2	110.2	103.5	112.3	102.8	115.3	108.4	102.0	99.0	102.6	103.5	111.4	111.4	106.5	107.6	101.2	109.0	104.3	106.8