

Monthly Sales Report for April 2024, FY 2025

Sales Results (YoY)		
Company Total		114.7%
Existing Store Retail + Online		117.0%

- Sales, Purchasing Customers, and Average Spending per Customer are disclosed against figures of the previous fiscal year.
- The figures are the preliminary figures and will be updated 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 to lower the figures by a few points.

Sales Data

	2024												2025			Total by Apr.	1Q	2Q	3Q	4Q	1H	2H	Full FY
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.											
Sales																							
Company Total	114.7														114.7								
Business Units	116.7														116.7								
Retail + Online	118.2														118.2								
Retail	113.7														113.7								
Online	130.0														130.0								
Existing Store Retail + Online	117.0														117.0								
Existing Store Retail	112.3														112.3								
Existing Store Online	129.0														129.0								
Outlet, Other	103.3														103.3								
Purchasing Customers																							
Retail + Online	113.1														113.1								
Retail	110.1														110.1								
Online	119.2														119.2								
Existing Store Retail + Online	111.2														111.2								
Existing Store Retail	107.4														107.4								
Existing Store Online	118.5														118.5								
Ave. Spending per Customer																							
Retail + Online	103.7														103.7								
Retail	103.3														103.3								
Online	108.7														108.7								
Existing Store Retail + Online	104.5														104.5								
Existing Store Retail	104.6														104.6								
Existing Store Online	108.5														108.5								

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	116.1	117.8	-	-	-	-	-	-		
Retail + Online	117.9	118.8	-	-	-	-	-			
Retail	113.4	114.4	104.6	116.8	108.4	98.0				
Online	130.7	128.8	-	-	-	-				
Existing Store Retail + Online	117.3	116.4	-	-	-	-				
Existing Store Retail	113.0	110.9	104.4	110.9	108.2	100.0				
Existing Store Online	129.1	128.9	-	-	-	-				

- 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 14.7% to a year ago. Existing store sales of retail and online increased 17.0% year on year.

Summer lightweight clothing such as shirts, cut-and-sewn tops, knitwear, and blouses moved well as temperatures rose. Comparable store sales increased by double digits from the previous year. Sales growth in online shopping, mainly through our own e-commerce site, was remarkable.

In addition to an increase in average spending per customer over the previous year, the number of customers who purchased items also grew by double digits.

For reference, there was one less holiday compared to last year of April, it is estimated that it had around -2.3% impact on the existing store sales of retail and online YoY.

Total sales of COEN CO., LTD. increased by 1.2% 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	281											
Retail	197											
Online	57											
Outlet	27											
Number of Existing Store at Month-end	232											
Retail	182											
Online	50											

Store Opening and Closing

[Retail] Newly opened 3

[Online] Newly opened 2

[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 Apr.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
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	193.6	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	123.5	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	108.6	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	702.0	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	134.4	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	109.8	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	80.1	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	102.3	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	105.6	106.9	98.5	107.0	102.7	102.7	104.9	103.9
Purchasing Customers																					
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	167.2	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	112.5	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	98.4	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	768.6	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	124.6	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	99.8	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	75.3	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	93.8	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	95.7	95.1	93.1	104.3	106.0	94.1	105.2	99.8
Ave. Spending per Customer																					
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	128.3	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	110.3	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	110.7	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	91.3	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	107.8	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	110.1	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	105.0	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	105.6	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	110.8	111.4	106.5	107.6	101.2	109.0	104.3	106.8