

Monthly Sales Report for May 2025, FY 2026

Sales Results (YoY)

Company Total	115.4%
Existing Store Retail + Online	109.6%

- 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

(%)

	2025 Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2026 Jan.	Feb.	Mar.	Total by May	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																				
Company Total	104.4	115.4											109.9							
Business Units	102.5	112.1											107.4							
Retail + Online	102.4	113.5											108.0							
Retail	105.2	115.1											110.2							
Online	95.8	109.8											103.0							
Existing Store Retail + Online	99.6	109.6											104.7							
Existing Store Retail	101.8	110.2											106.0							
Existing Store Online	94.6	108.4											101.7							
Outlet, Other	112.4	116.5											114.4							
Purchasing Customers																				
Retail + Online	103.3	109.3											106.4							
Retail	104.9	110.1											107.6							
Online	100.5	107.8											104.3							
Existing Store Retail + Online	98.4	103.8											101.2							
Existing Store Retail	97.7	102.1											100.0							
Existing Store Online	99.6	106.7											103.4							
Ave. Spending per Customer																				
Retail + Online	99.7	104.6											102.1							
Retail	100.4	104.5											102.4							
Online	96.2	104.0											100.1							
Existing Store Retail + Online	101.6	106.1											103.8							
Existing Store Retail	104.2	107.9											106.0							
Existing Store Online	95.2	102.9											99.1							

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	108.1	114.2	-	-	-	-
Retail + Online	109.2	115.7	-	-	-	-
Retail	113.1	119.2	101.8	119.7	111.0	99.6
Online	100.2	109.0	-	-	-	-
Existing Store Retail + Online	105.8	110.9	-	-	-	-
Existing Store Retail	109.5	111.7	98.3	106.6	111.4	104.8
Existing Store Online	97.6	109.3	-	-	-	-

Sales Summary

Total company sales increased by 15.4%, and existing store sales of retail + online also increased by 9.6% YoY.

Although there were more days with lower temperatures compared to the same month of the last year, sales of business-use items such as jackets, suits, and pants, as well as light clothing items like shirts and cut and sewn tops, showed positive trends. Additionally, sales of fashion accessories such as shoes and bags performed well, resulting in existing store sales exceeding the previous year's figures. We estimate that the one more holiday had around 1.4% positive impact on the same-store sales of retail + online YoY.

The preliminary figures do not include the impact of the change in revenue recognition standards. The impact of the change in revenue recognition standards will be reflected in the final report, which will be a few points lower than the preliminary report. The confirm report for April 2025 shows 3.3 pts. decrease in company-wide sales and 3.0 pts. decrease in same-store-sales of retail + online versus the preliminary figures.

Total sales of COEN CO., LTD. decreased by 3.3% YoY.

- 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, etc.
- Basic Trend-conscious Market: green label relaxing, CITEN

Number of Stores

(Stores)

	2025									2026		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	297	300										
Retail	216	219										
Online	54	54										
Outlet	27	27										
Number of Existing Store at Month-end	242	243										
Retail	192	192										
Online	50	51										

Store Opening and Closing

[Retail] Newly opened 3

[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 May	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
Retail + Online	'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	130.1	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	108.4	109.1	105.8	104.4	103.3	107.5	103.9	105.5
	'24/4~'25/3	114.3	108.9	116.0	114.1	112.3	111.2	106.6	112.1	114.3	106.0	105.4	111.9	111.5	113.0	112.7	111.3	108.1	112.8	109.9	111.2
Retail	'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	152.3	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	109.0	110.0	109.7	103.3	103.6	109.9	103.4	106.3
	'24/4~'25/3	110.0	105.6	114.0	105.3	107.8	112.7	103.8	114.0	112.6	107.3	103.3	109.2	107.7	109.7	108.3	110.4	107.1	109.1	109.0	109.0
Online	'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	95.7	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
	'24/4~'25/3	125.4	116.6	120.4	132.8	121.1	108.3	113.4	107.8	118.1	104.2	108.7	118.4	120.7	120.6	121.6	113.3	109.9	121.1	111.6	115.7
Purchasing Customers																					
Retail + Online	'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	118.6	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	97.8	98.3	99.1	101.2	101.8	98.7	101.5	100.1
	'24/4~'25/3	111.2	106.1	113.8	111.7	109.1	106.8	108.2	111.9	112.3	103.8	102.2	111.6	108.4	110.2	109.7	111.0	106.0	110.0	108.5	109.2
Retail	'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	141.7	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	99.3	100.1	102.9	99.5	98.7	101.4	99.1	100.3
	'24/4~'25/3	107.4	102.7	112.4	101.9	103.7	111.8	103.6	111.6	108.3	106.2	99.0	104.6	104.9	107.3	104.8	107.9	103.9	106.1	106.1	106.1
Online	'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	89.6	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	94.9	95.1	93.1	104.3	106.0	94.1	105.2	99.8
	'24/4~'25/3	118.5	112.5	116.1	130.5	118.4	99.8	117.7	112.4	118.8	101.0	105.3	123.8	115.3	115.6	118.0	116.5	108.7	116.8	112.2	114.4
Ave. Spending per Customer																					
Retail + Online	'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	112.3	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
	'24/4~'25/3	102.4	102.3	102.5	100.9	102.3	105.0	98.2	101.4	102.0	102.2	102.1	100.3	102.4	102.4	102.3	100.7	101.7	102.4	101.4	101.8
Retail	'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	107.5	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	109.7	109.9	106.6	103.8	104.9	108.3	104.3	106.0
	'24/4~'25/3	102.4	102.8	101.4	103.3	104.0	100.7	100.2	102.2	104.0	101.0	104.3	104.4	102.7	102.2	103.4	102.3	103.0	102.8	102.8	102.8
Online	'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	105.7	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	112.1	111.4	106.5	107.6	101.2	109.0	104.3	106.8
	'24/4~'25/3	106.7	104.4	106.8	101.7	102.4	111.0	97.0	99.5	100.6	103.0	100.9	97.3	105.6	106.0	103.9	99.2	100.8	104.9	100.4	102.2