

Monthly Sales Report for August 2025, FY 2026

Sales Results (YoY)		
Company Total	122.7%	
Existing Store Retail + Online	122.1%	

- 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									2026			Total by				
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Aug.	1Q	2Q	3Q	4Q
Sales																	
Company Total	104.4	111.9	109.0	107.0	122.7								110.3	108.4			
Business Units	102.5	110.7	108.6	105.4	124.8								109.5	107.3			
Retail + Online	102.4	110.7	109.2	105.3	126.5								109.8	107.5			
Retail	105.2	113.0	109.8	105.4	126.1								110.9	109.3			
Online	95.8	105.7	108.0	105.2	127.1								107.5	103.4			
Existing Store Retail + Online	99.6	107.0	106.4	102.5	122.1								106.5	104.3			
Existing Store Retail	101.8	108.3	106.1	101.3	119.8								106.5	105.4			
Existing Store Online	94.6	104.3	107.0	104.4	126.2								106.4	102.1			
Outlet, Other	112.4	116.4	108.5	113.8	119.5								114.0	112.5			
Purchasing Customers																	
Retail + Online	103.3	109.3	108.3	102.9	126.4								109.2	107.1			
Retail	104.9	110.1	107.3	102.0	127.2								109.3	107.5			
Online	100.5	107.8	110.0	104.5	125.0								109.0	106.3			
Existing Store Retail + Online	98.4	103.8	103.7	99.2	120.3								104.3	102.1			
Existing Store Retail	97.7	102.1	100.5	96.2	117.7								101.9	100.2			
Existing Store Online	99.6	106.8	109.1	103.9	124.1								108.2	105.4			
Ave. Spending per Customer																	
Retail + Online	99.7	102.3	100.5	102.4	99.8								100.8	100.8			
Retail	100.4	102.6	102.3	103.3	99.2								101.4	101.7			
Online	96.2	100.7	96.4	101.0	101.0								98.8	97.7			
Existing Store Retail + Online	101.6	103.8	101.8	103.1	100.8								102.0	102.3			
Existing Store Retail	104.2	106.1	105.5	105.4	101.8								104.5	105.2			
Existing Store Online	95.2	99.6	95.7	100.4	100.3								98.0	96.7			

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	121.7	125.9	-	-	-	-
Retail + Online	123.3	127.5	-	-	-	-
Retail	125.2	128.0	122.6	131.9	102.2	97.0
Online	119.5	126.7	-	-	-	-
Existing Store Retail + Online	119.3	122.2	-	-	-	-
Existing Store Retail	120.1	119.3	116.3	119.0	103.2	100.2
Existing Store Online	117.8	127.2	-	-	-	-

Sales Summary
In August, total company sales increased by 22.7%, and existing store sales of retail + online also increased by 22.1% YoY.

Discount sales of summer merchandise surged significantly as the need for summer items increased, driving double-digit growth in existing store sales for retail + online compared to the previous year. In addition to midsummer items such as shirts, cut-and-sewn tops, pants and dresses, there was a noticeable movement in early fall items, mainly women's lightweight and midweight clothing. There was one additional holiday in August compared to the same month of the last year, and we estimate that it had around +1.3 pts impact on the same store sales of retail and online YoY.

The preliminary figures do not include the impact of changes in revenue recognition standards. The impact of changes in revenue recognition standards will be reflected in the final figures, which will be down by a few points from the preliminary figures. The confirm report for July 2025 shows 3.4 pts. decrease in company-wide sales and 3.1 pts. decrease in same-store-sales of retail + online versus the preliminary figures.

Total sales of COEN CO., LTD. increased by 7.1% 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	299	302	302	302	303								
Retail	216	219	219	219	219								
Online	54	54	54	54	54								
Outlet	29	29	29	29	30								
Number of Existing Store at Month-end	242	243	242	236	227								
Retail	192	192	191	185	176								
Online	50	51	51	51	51								

Store Opening and Closing

[Retail] None

[Online] None

[Outlet] Newly opened 1

・ 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 Aug.	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	116.0	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	108.8	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	113.1	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	128.5	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	111.4	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	108.5	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	95.8	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	103.2	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	123.5	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	101.9	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	98.9	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	110.4	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	113.8	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	102.3	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	105.4	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	85.7	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	93.0	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	119.7	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	115.1	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	110.2	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	102.0	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	112.9	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	109.0	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	102.9	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	110.2	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	110.0	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	104.2	106.0	103.9	99.2	100.8	104.9	100.4	102.2