

Monthly Sales Report for September 2025, FY 2026

Sales Results (YoY)		
Company Total		106.7%
Existing Store Retail + Online		102.6%

- 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										2026			Total by Sep.								(%)
		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	1Q		2Q	3Q	4Q	1H	2H	Full FY		
Sales																							
Company Total		104.4	111.9	109.0	107.0	119.8	106.7							109.4	108.4	110.5			109.4				
Business Units		102.5	110.7	108.6	105.4	123.4	103.4							108.3	107.3	109.5			108.3				
Retail + Online		102.4	110.7	109.2	105.3	123.2	105.5							108.7	107.5	110.1			108.7				
Retail		105.2	113.0	109.8	105.4	123.6	105.5							109.7	109.3	110.2			109.7				
Online		95.8	105.7	108.0	105.2	122.4	105.5							106.6	103.4	109.9			106.6				
Existing Store Retail + Online		99.6	107.0	106.4	102.5	118.7	102.6							105.5	104.3	106.8			105.5				
Existing Store Retail		101.8	108.3	106.1	101.3	117.2	101.1							105.4	105.4	105.4			105.4				
Existing Store Online		94.6	104.3	107.0	104.4	121.4	105.9							105.7	102.1	109.5			105.7				
Outlet, Other		112.4	116.4	108.5	113.8	119.4	111.6							113.6	112.5	115.0			113.6				
Purchasing Customers																							
Retail + Online		103.3	109.3	108.3	102.9	126.4	104.4							108.6	107.1	110.1			108.6				
Retail		104.9	110.1	107.3	102.0	127.2	102.3							108.4	107.5	109.3			108.4				
Online		100.5	107.8	110.0	104.5	125.0	108.4							108.9	106.3	111.4			108.9				
Existing Store Retail + Online		98.4	103.8	103.7	99.2	120.3	100.4							103.8	102.1	105.6			103.8				
Existing Store Retail		97.7	102.1	100.5	96.2	117.7	95.7							101.1	100.2	102.2			101.1				
Existing Store Online		99.6	106.8	109.1	103.9	124.1	108.0							108.1	105.4	110.8			108.1				
Ave. Spending per Customer																							
Retail + Online		99.7	102.3	100.5	102.4	97.6	101.3							100.4	100.8	100.1			100.4				
Retail		100.4	102.6	102.3	103.3	97.2	103.2							101.2	101.7	100.8			101.2				
Online		96.2	100.7	96.4	101.0	98.2	98.2							98.3	97.7	99.1			98.3				
Existing Store Retail + Online		101.6	103.8	101.8	103.1	98.4	102.1							101.6	102.3	101.0			101.6				
Existing Store Retail		104.2	106.1	105.5	105.4	99.6	105.6							104.2	105.2	103.1			104.2				
Existing Store Online		95.2	99.6	95.7	100.4	97.5	98.7							97.6	96.7	98.8			97.6				

	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	103.0	99.2	-	-	-	-
Retail + Online	105.4	100.7	-	-	-	-
Retail	106.3	103.8	101.0	103.7	105.2	100.1
Online	103.0	94.3	-	-	-	-
Existing Store Retail + Online	102.8	96.6	-	-	-	-
Existing Store Retail	102.6	97.7	96.5	94.9	106.4	102.9
Existing Store Online	103.3	94.7	-	-	-	-

Sales Summary

In September, total company sales increased by 6.7%, and existing store sales of retail + online also increased by 2.6% YoY.

Sales were sluggish in the first half of the month due to high temperatures, but the drop in temperatures from mid-month spurred stronger sales of autumn merchandise. For men's wear, items like jackets and pants for business needs, along with knitwear and shoes, performed well. For women's wear, jackets, pants, and shirts were strong sellers.

There was one less holiday in September compared to the same month of the last year, and we estimate that it had around 1.6 pts negative 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 August 2025 shows 2.9 pts. decrease in company-wide sales and 3.4 pts. decrease in same-store-sales of retail + online versus the preliminary figures.

Total sales of COEN CO., LTD. decreased by 17.3% 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		299	302	302	302	303	308						
Retail		216	219	219	219	219	224						
Online		54	54	54	54	54	54						
Outlet		29	29	29	29	30	30						
Number of Existing Store at Month-end		242	243	242	236	227	226						
Retail		192	192	191	185	176	175						
Online		50	51	51	51	51	51						

Store Opening and Closing

[Retail] Newly opened 5, Renovated 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

Existing Stores Data for the past 3 years															Total by								(%)
		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Sep.	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	115.5	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	107.5	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	112.8	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	127.1	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	109.9	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	109.1	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	96.7	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	102.7	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	121.1	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	101.8	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	98.7	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	110.0	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	114.2	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	101.4	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	106.1	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	85.2	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	94.1	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	116.8	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	114.5	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	109.3	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	111.2	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	108.3	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	102.8	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	111.1	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	109.0	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	104.9	106.0	103.9	99.2	100.8	104.9	100.4	102.2		