

Monthly Sales Report for April 2026, FY 2027

Sales Results (YoY)	
Company Total	115.7%
Existing Store Retail + Online	111.7%

- 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

	2026				2027				Total by Apr.	1Q	2Q	3Q	4Q	1H	2H	Full FY
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.								
Sales																
Company Total	115.7								115.7							
Business Units	112.7								112.7							
Retail + Online	114.0								114.0							
Retail	111.5								111.5							
Online	120.3								120.3							
Existing Store Retail + Online	111.7								111.7							
Existing Store Retail	108.4								108.4							
Existing Store Online	119.7								119.7							
Outlet, Other	118.0								118.0							
Purchasing Customers																
Retail + Online	105.3								105.3							
Retail	105.1								105.1							
Online	105.7								105.7							
Existing Store Retail + Online	102.9								102.9							
Existing Store Retail	101.4								101.4							
Existing Store Online	105.6								105.6							
Ave. Spending per Customer																
Retail + Online	107.1								107.1							
Retail	106.1								106.1							
Online	110.5								110.5							
Existing Store Retail + Online	107.4								107.4							
Existing Store Retail	106.9								106.9							
Existing Store Online	110.5								110.5							

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	114.0	107.2	-	-	-	-
Retail + Online	115.7	107.8	-	-	-	-
Retail	113.5	108.0	104.4	105.9	108.7	102.1
Online	121.9	107.2	-	-	-	-
Existing Store Retail + Online	112.7	106.4	-	-	-	-
Existing Store Retail	109.7	106.0	101.0	101.7	108.6	104.2
Existing Store Online	120.8	107.2	-	-	-	-

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

Sales Summary

In April, total company sales increased by 15.7%, and existing store sales of retail + online also increased by 11.7% YoY.

Sales shifted from spring to early summer items, with notable momentum in shirts, cut-and-sewn, knitwear, jackets, and pants across both menswear and womenswear. By sales channel, e-commerce recorded strong growth, rebounding from the prior year, when performance was temporarily subdued due to the transition to a new core product management system.

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 March 2026 shows 2.8 pts. decrease in company-wide sales and 2.1 pts.

Number of Stores

(Stores)

	2026						2027					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	320											
Retail	233											
Online	55											
Outlet	32											
Number of Existing Store at Month-end	254											
Retail	201											
Online	53											

Store Opening and Closing

[Retail] Newly opened 3 Renovated 1

[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 Apr.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
Retail + Online	'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
	'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	114.3	113.0	112.7	111.3	108.1	112.8	109.9	111.2
	'25/4 ~ '26/3	99.6	107.0	106.4	102.5	118.7	99.9	111.0	111.6	104.2	110.8	109.4	103.7	99.6	104.3	106.0	108.6	107.7	105.1	108.2	106.8
Retail	'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
	'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	110.0	109.7	108.3	110.4	107.1	109.1	109.0	109.0
	'25/4 ~ '26/3	101.8	108.3	106.1	101.3	117.2	98.9	111.1	113.0	101.1	108.0	109.1	102.2	101.8	105.4	104.6	108.1	105.9	105.1	107.2	106.2
Online	'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
	'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	125.4	120.6	121.6	113.3	109.9	121.1	111.6	115.7
	'25/4 ~ '26/3	94.6	104.3	107.0	104.4	121.4	102.1	110.6	108.3	110.3	115.2	109.9	106.7	94.6	102.1	108.4	109.7	110.8	105.2	110.3	108.0
Purchasing Customers																					
Retail + Online	'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
	'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	111.2	110.2	109.7	111.0	106.0	110.0	108.5	109.2
	'25/4 ~ '26/3	98.4	103.8	103.7	99.2	120.3	100.4	107.2	102.0	102.6	105.8	108.8	99.7	98.4	102.1	105.6	103.7	104.4	103.8	104.1	103.9
Retail	'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
	'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	107.4	107.3	104.8	107.9	103.9	106.1	106.1	106.1
	'25/4 ~ '26/3	97.7	102.1	100.5	96.2	117.7	95.7	106.1	104.3	98.9	103.7	107.0	99.9	97.7	100.2	102.2	102.8	103.0	101.1	102.9	102.0
Online	'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
	'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	118.5	115.6	118.0	116.5	108.7	116.8	112.2	114.4
	'25/4 ~ '26/3	99.6	106.8	109.1	103.9	124.1	108.0	109.2	97.7	108.1	108.7	110.6	99.3	99.6	105.4	110.8	105.2	106.2	108.1	105.7	106.9
Ave. Spending per Customer																					
Retail + Online	'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
	'25/4 ~ '26/3	101.6	103.8	101.8	103.1	98.4	99.7	103.4	108.3	101.1	103.9	101.2	103.4	101.6	102.3	100.2	104.1	102.8	101.2	103.5	102.5
Retail	'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
	'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	102.4	102.2	103.4	102.3	103.0	102.8	102.8	102.8
	'25/4 ~ '26/3	104.2	106.1	105.5	105.4	99.6	103.3	104.7	108.4	102.2	104.1	102.0	102.3	104.2	105.2	102.4	105.1	102.8	103.9	104.1	104.1
Online	'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
	'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	106.7	106.0	103.9	99.2	100.8	104.9	100.4	102.2
	'25/4 ~ '26/3	95.2	99.6	95.7	100.4	97.5	95.7	100.6	105.3	101.8	104.7	101.1	106.0	95.2	96.7	98.0	102.4	104.0	97.2	103.1	100.4