

## Monthly Sales Report for June 2020, FY 2021

## ■ Sales Results (YoY)

Company Total	97.2%
Existing Store Retail + Online	96.1%

・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.

## ●Sales Data

( % )

Sales Data	2020												2021			Total by June	1Q	2Q	3Q	4Q	1H	2H	Full FY
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.											
Sales																							
Company Total	33.2	47.5	97.2										59.8	59.8									
Business Units	36.7	51.2	95.4										61.9	61.9									
Retail + Online	36.4	51.0	95.6										61.9	61.9									
Retail	8.9	18.3	79.7										36.5	36.5									
Online	125.4	149.1	143.7										140.0	140.0									
Existing Store Retail + Online	37.7	53.8	96.1										63.5	63.5									
Existing Store Retail	8.6	19.1	79.1										36.6	36.6									
Existing Store Online	125.1	148.5	144.4										139.9	139.9									
Outlet, Other	14.2	27.3	108.7										47.9	47.9									
Purchasing Customers																							
Retail + Online	46.8	63.8	113.8										77.5	77.5									
Retail	8.6	19.7	92.0										43.3	43.3									
Online	153.5	181.3	171.9										170.0	170.0									
Existing Store Retail + Online	48.3	65.9	114.7										79.0	79.0									
Existing Store Retail	8.6	20.8	91.9										44.0	44.0									
Existing Store Online	153.5	181.3	171.9										170.0	170.0									
Ave. Spending per Customer																							
Retail + Online	69.3	71.7	83.3										74.5	74.5									
Retail	103.1	92.6	86.7										84.3	84.3									
Online	83.9	83.4	83.3										83.3	83.3									
Existing Store Retail + Online	68.9	71.1	81.2										74.2	74.2									
Existing Store Retail	99.5	91.7	86.0										83.2	83.2									
Existing Store Online	83.9	83.4	83.3										83.3	83.3									

## ●Sales Data by Market

( % )

	Sales		Purchasing Customers		Ave. Spending per Customer	
	Business Unit I	Business Unit II	Business Unit I	Business Unit II	Business Unit I	Business Unit II
Business Units	99.0	88.9	-	-	-	-
Retail + Online	99.2	89.0	-	-	-	-
Retail	81.6	76.4	94.9	88.7	86.0	86.0
Online	152.1	128.1	-	-	-	-
Existing Store Retail + Online	99.8	89.7	-	-	-	-
Existing Store Retail	80.3	76.9	94.2	89.4	85.3	86.0
Existing Store Online	153.7	127.4	-	-	-	-

## ●Sales Summary

Total company sales decreased 2.8% to a year ago. Existing store sales of retail and online stores also decreased 3.9% to a year earlier.

In June, almost all retail stores resumed business, but existing retail store sales fell below the previous year due to several factors including the shortening of business hours. Because many customers avoided nonessential outings and stayed inside as much as possible, online store sales were much improved. However, they could not offset the loss of retail stores to result in the sales decline to a year ago. For reference, the effect of the absence of two holidays would have been around -4.0% to the existing store sales of retail and online.

Business unit sales of CHROME HEARTS JP, GK decreased 8.0% to a year earlier, and total sales of COEN CO., LTD. decreased 9.9% to a year ago.

\* Although we have a rule to exclude stores which were closed more than one day within a specific month from existing store count, we counted those closed stores for an exceptional case.

- 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.
- Business Unit I : UNITED ARROWS, BEAUTY&YOUTH UNITED ARROWS, DRAWER, Odette e Odile, BLAMINK
- Business Unit II: green label relaxing, EMMEL REFINES, THE STATION STORE UNITED ARROWS LTD.

●Number of Stores

(Stores)

	2020										2021		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		Jan.	Feb.	Mar.
Number of Stores at Month-end	300	301	306										
Retail	215	215	219										
Online	58	59	59										
Outlet	27	27	28										
Number of Existing Store at Month-end	253	255	253										
Retail	196	198	196										
Online	57	57	57										

●Store Opening and Closing

[Retail] Newly opened 4, Renovated 1

[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 June	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
Retail + Online	'17/4~'18/3	105.3	101.7	101.9	100.0	111.4	107.9	102.3	106.7	105.0	97.0	104.8	111.5	102.9	102.9	105.4	104.8	103.6	104.1	104.3	104.2
	'18/4~'19/3	105.8	103.5	112.1	104.5	111.7	107.4	104.1	102.0	106.8	110.3	106.2	103.3	106.9	106.9	107.3	104.4	106.8	107.1	105.5	106.2
	'19/4~'20/3	98.9	104.3	103.7	97.1	112.3	109.2	92.0	101.7	98.0	97.2	101.9	75.9	102.2	102.2	104.9	97.6	90.7	103.5	94.4	98.3
Retail	'17/4~'18/3	101.6	95.7	99.4	96.6	108.8	104.1	98.7	104.9	101.5	94.1	105.5	110.4	98.8	98.8	102.0	101.8	102.2	100.2	102.0	101.2
	'18/4~'19/3	103.3	99.2	107.1	100.1	108.2	104.5	101.1	97.9	101.9	100.5	101.4	100.0	102.9	102.9	103.6	100.4	100.5	103.2	100.4	101.6
	'19/4~'20/3	94.0	100.4	101.2	92.9	104.2	97.9	85.3	94.8	96.1	96.7	94.5	59.8	98.3	98.3	97.5	92.6	82.5	97.9	88.2	92.4
Online	'17/4~'18/3	123.6	133.5	112.0	115.7	120.6	122.8	119.4	113.7	121.8	106.3	103.0	115.9	122.3	122.3	119.5	118.2	108.4	120.9	113.2	116.4
	'18/4~'19/3	117.3	120.2	127.7	118.7	122.7	115.3	115.9	117.9	125.9	137.9	118.6	114.3	122.0	122.0	118.6	120.4	125.2	120.3	122.8	121.7
	'19/4~'20/3	117.4	116.8	110.1	109.5	134.9	152.0	124.7	132.1	104.4	98.3	118.7	123.9	114.5	114.5	127.8	117.3	111.0	120.7	113.8	116.8
Purchasing Customers																					
Retail + Online	'17/4~'18/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	'18/4~'19/3	106.9	102.3	109.1	99.7	109.9	102.6	102.0	99.6	102.0	106.9	103.3	100.2	106.0	106.0	103.2	101.2	103.9	104.6	102.6	103.6
	'19/4~'20/3	95.2	102.3	102.5	93.0	113.2	103.6	91.8	100.5	94.1	94.3	108.2	87.2	100.2	100.2	101.2	95.4	95.2	100.7	95.3	98.0
Retail	'17/4~'18/3	99.3	94.4	94.1	92.8	115.5	102.5	94.9	103.0	100.0	94.5	103.0	109.2	95.7	95.7	100.3	99.4	100.7	98.0	100.0	99.0
	'18/4~'19/3	104.7	98.5	106.5	98.4	109.6	103.5	101.3	98.1	101.6	98.3	100.6	97.5	103.0	103.0	102.6	100.4	98.5	102.8	99.5	101.1
	'19/4~'20/3	91.5	99.3	100.4	88.0	104.0	89.6	83.1	92.9	91.4	91.8	94.0	63.2	97.1	97.1	92.8	89.5	82.9	94.9	86.3	90.6
Online	'17/4~'18/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	'18/4~'19/3	114.8	114.1	115.5	103.3	110.4	100.6	103.9	104.1	103.2	130.2	108.0	107.2	114.8	114.8	104.6	103.7	116.9	109.2	110.9	110.1
	'19/4~'20/3	106.4	110.7	107.5	106.9	134.0	147.5	130.4	133.9	103.0	99.9	133.1	148.0	108.2	108.2	124.1	118.5	122.1	116.2	120.7	118.4
Ave. Spending per Customer																					
Retail + Online	'17/4~'18/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	'18/4~'19/3	98.6	100.1	101.3	103.2	100.9	103.9	100.6	100.2	101.9	101.6	102.2	102.2	99.9	99.9	102.8	100.9	101.7	101.4	101.1	101.1
	'19/4~'20/3	102.5	100.9	100.5	103.2	98.5	103.3	98.7	99.3	104.2	101.9	92.9	85.4	101.1	101.1	102.3	101.2	94.0	101.6	97.9	99.2
Retail	'17/4~'18/3	102.3	101.4	105.6	104.1	94.2	101.5	104.0	101.9	101.5	99.6	102.4	101.0	103.2	103.2	101.6	102.4	101.5	102.3	102.0	102.2
	'18/4~'19/3	98.7	100.7	100.5	101.8	98.7	101.0	99.8	99.8	100.3	102.2	100.8	102.5	99.9	99.9	101.0	99.9	102.0	100.4	100.9	100.5
	'19/4~'20/3	102.7	101.1	100.8	105.5	100.2	109.3	102.6	102.0	105.1	105.3	100.5	94.7	101.3	101.3	105.0	103.5	99.5	103.2	102.2	102.0
Online	'17/4~'18/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	'18/4~'19/3	101.8	103.0	106.7	109.5	108.6	112.3	105.1	104.0	109.8	104.5	109.0	104.8	104.0	104.0	109.8	106.6	105.8	107.2	105.7	106.4
	'19/4~'20/3	107.5	104.0	101.6	99.7	101.6	106.4	98.8	102.1	103.6	94.6	88.3	89.7	104.1	104.1	102.6	101.1	91.1	102.9	95.0	98.7