

Monthly Sales Report for July 2022, FY 2023

■ Sales Results (YoY)

Company Total	103.0%
Existing Store Retail + Online	105.7%

• 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.

• Preliminary figures exclude the impact of the change in revenue recognition standards. The impact is reflected on the next monthly sales report to lower the figures by a few points.

● Sales Data

(%)

	2022 Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2023 Jan.	Feb.	Mar.	Total by Jul.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																				
Company Total	119.1	134.8	103.5	103.0									113.9	118.2						
Business Units	120.0	133.9	101.9	102.6									113.2	117.4						
Retail + Online	119.5	133.4	101.4	103.0									112.9	116.9						
Retail	128.0	166.1	104.6	106.8									122.7	129.2						
Online	102.0	90.2	95.0	96.0									95.5	95.3						
Existing Store Retail + Online	123.5	137.0	104.3	105.7									116.2	120.5						
Existing Store Retail	134.4	174.3	109.3	111.3									128.4	135.5						
Existing Store Online	102.3	90.5	95.1	96.1									95.7	95.5						
Outlet, Other	121.4	141.6	114.0	102.6									119.6	125.5						
Purchasing Customers																				
Retail + Online	108.9	121.4	93.0	84.7									99.2	106.7						
Retail	117.7	152.9	95.2	86.9									107.1	118.4						
Online	94.4	86.7	89.4	80.8									87.0	89.8						
Existing Store Retail + Online	112.5	124.3	95.8	87.0									102.1	109.8						
Existing Store Retail	124.6	160.9	99.9	91.1									112.7	124.7						
Existing Store Online	93.8	86.4	89.3	80.2									86.6	89.5						
Ave. Spending per Customer																				
Retail + Online	110.2	114.4	109.1	122.3									115.1	111.2						
Retail	108.8	108.6	110.0	123.0									114.5	109.2						
Online	105.4	105.3	104.7	118.8									109.1	105.3						
Existing Store Retail + Online	110.3	115.0	109.1	122.2									115.3	111.4						
Existing Store Retail	107.8	108.3	109.4	122.2									114.0	108.7						
Existing Store Online	105.6	105.4	104.4	119.0									109.2	105.3						

● 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	105.6	96.8	-	-	-	-
Retail + Online	106.1	97.1	-	-	-	-
Retail	109.9	100.9	93.6	80.0	117.4	126.1
Online	99.1	90.1	-	-	-	-
Existing Store Retail + Online	108.4	100.7	-	-	-	-
Existing Store Retail	114.2	105.5	98.0	83.9	116.6	125.6
Existing Store Online	98.1	92.1	-	-	-	-

● Sales Summary

Total company sales increased 3.0% to a year ago. Existing store sales of retail and online stores also increased 5.7% to a year earlier.

While discount sales decreased to a year ago due to our control of clearance sales initiative, fixed priced sales grew year on year. Adding to the rise of total and existing store sales, average spending per customer at existing stores showed a large improvement by 22.2% to a year ago. Item-wise, sales of summer items were favorable such as short-sleeve shirts, short-sleeve cut-and-sewn, shorts and sandals.

In comparison to the results of July 2019, total company sales decreased 11.5%, retail and online sales decreased 15.1%, retail sales decreased 21.9%, online sales increased 3.4%, Outlet, Other sales increased 15.3%. Total sales of COEN CO., LTD. decreased 1.2% to a year ago.

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

●Number of Stores

(Stores)

	2022									2023		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	266	266	266	265								
Retail	191	191	191	190								
Online	49	49	49	49								
Outlet	26	26	26	26								
Number of Existing Store at Month-end	227	229	228	228								
Retail	182	184	183	183								
Online	45	45	45	45								

●Store Opening and Closing

[Retail] Closed 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 Jul.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
Retail + Online	'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	100.9	102.2	104.9	97.6	90.7	103.5	94.4	98.3
	'20/4~'21/3	37.6	52.6	96.0	84.7	85.4	66.0	83.5	72.7	78.3	74.6	82.0	99.0	68.5	62.9	78.7	77.7	83.7	70.3	80.4	75.7
	'21/4~'22/3	193.6	123.8	79.8	97.6	79.4	102.6	102.0	106.5	114.3	113.1	95.8	108.6	108.3	113.3	93.5	108.2	107.2	102.6	107.8	105.5
Retail	'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	96.9	98.3	97.5	92.6	82.5	97.9	88.2	92.4
	'20/4~'21/3	8.6	18.5	79.1	72.7	70.9	65.8	84.6	72.4	70.3	54.9	68.0	110.0	45.4	36.2	69.8	74.8	73.5	51.6	74.2	63.5
	'21/4~'22/3	702.0	262.6	83.9	99.4	74.2	96.9	104.1	108.4	116.8	134.9	99.1	114.8	136.9	162.0	91.2	110.2	117.9	117.3	113.3	114.9
Online	'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	113.1	114.5	127.8	117.3	111.0	120.7	113.8	116.8
	'20/4~'21/3	125.1	148.4	143.5	115.4	115.6	66.5	79.7	73.7	101.7	119.1	105.5	81.8	133.0	139.6	100.9	87.0	102.9	120.5	95.6	106.8
	'21/4~'22/3	80.1	74.6	73.1	94.7	87.4	114.3	96.9	102.4	109.2	91.5	91.8	95.5	80.1	75.6	97.5	103.6	92.6	85.1	97.8	91.6
Purchasing Customers																					
Retail + Online	'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	97.8	100.2	101.2	95.4	95.2	100.7	95.3	98.0
	'20/4~'21/3	48.3	66.0	114.7	89.7	96.2	78.1	86.8	77.8	83.6	78.6	91.8	98.7	82.4	79.0	89.0	82.6	87.7	84.1	85.2	84.6
	'21/4~'22/3	167.2	108.4	68.7	95.1	78.2	94.4	98.8	103.5	115.7	112.1	86.9	95.8	96.4	97.1	89.1	106.7	100.0	92.7	103.3	97.8
Retail	'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	94.0	97.1	92.8	89.5	82.9	94.9	86.3	90.6
	'20/4~'21/3	8.5	20.1	91.9	73.0	77.1	72.1	87.4	74.3	70.3	55.1	70.2	109.6	52.6	43.3	74.0	76.2	72.5	58.3	74.5	65.8
	'21/4~'22/3	768.6	249.6	71.8	100.8	72.7	89.5	102.1	107.9	120.9	138.7	94.6	108.5	122.8	139.5	89.0	110.9	116.7	107.5	113.5	110.6
Online	'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	107.8	108.2	124.1	118.5	122.1	116.2	120.7	118.4
	'20/4~'21/3	153.5	181.3	171.9	131.5	129.4	91.0	85.0	88.7	122.2	128.7	116.6	86.2	157.8	170.0	121.3	101.3	110.7	144.0	107.2	125.8
	'21/4~'22/3	75.3	68.6	64.4	86.9	85.0	100.6	92.7	95.3	106.9	89.1	80.9	77.0	73.5	68.7	89.4	99.1	83.4	78.4	89.8	83.4
Ave. Spending per Customer																					
Retail + Online	'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	102.1	101.1	102.3	101.2	94.0	101.6	97.9	99.2
	'20/4~'21/3	68.9	71.1	81.2	93.6	87.8	84.2	96.6	94.6	94.0	93.4	88.4	101.5	79.0	74.2	87.7	94.8	95.0	80.6	94.5	88.0
	'21/4~'22/3	128.3	121.7	117.1	101.8	99.2	105.5	103.2	102.0	98.6	100.4	107.0	110.7	115.1	121.6	102.9	101.0	105.3	111.5	103.3	107.6
Retail	'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	103.1	101.3	105.0	103.5	99.5	103.2	102.2	102.0
	'20/4~'21/3	100.9	92.0	86.1	99.6	91.9	91.4	96.8	97.5	100.0	99.5	96.9	100.4	86.3	83.7	94.4	98.1	101.3	88.6	99.6	96.5
	'21/4~'22/3	91.3	105.2	116.9	98.5	102.1	108.2	102.0	100.4	96.6	97.3	104.7	105.8	111.5	116.1	102.5	99.4	101.1	109.1	99.9	103.9
Online	'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	102.9	104.1	102.6	101.1	91.1	102.9	95.0	98.7
	'20/4~'21/3	83.9	83.4	83.3	91.8	91.3	71.9	94.0	90.0	91.3	99.4	93.0	94.1	86.1	83.3	86.3	92.9	96.4	85.6	94.5	88.6
	'21/4~'22/3	105.0	105.6	113.7	105.3	98.4	106.2	102.8	102.1	100.2	96.1	103.9	107.4	107.1	108.5	103.7	101.7	101.2	105.5	102.5	104.9