

Monthly Sales Report for May 2023, FY 2024

<b>Sales Results (YoY)</b>		
Company Total	110.6%	
Existing Store Retail + Online	110.5%	

- 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

	2023									2024			Total by							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	May	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																				
Company Total	111.1	110.6											110.8							
Business Units	110.0	110.6											110.3							
Retail + Online	110.0	111.6											110.8							
Retail	110.7	110.7											110.7							
Online	108.4	113.8											111.2							
Existing Store Retail + Online	108.6	110.5											109.6							
Existing Store Retail	109.8	110.2											110.0							
Existing Store Online	105.6	111.1											108.5							
Outlet, Other	111.9	101.6											106.7							
Purchasing Customers																				
Retail + Online	102.4	100.3											101.3							
Retail	101.6	100.3											100.9							
Online	104.0	100.4											102.0							
Existing Store Retail + Online	98.4	97.3											97.8							
Existing Store Retail	99.8	99.0											99.3							
Existing Store Online	95.7	94.1											94.9							
Ave. Spending per Customer																				
Retail + Online	107.8	110.7											109.3							
Retail	109.0	110.4											109.7							
Online	105.1	111.8											108.6							
Existing Store Retail + Online	110.7	112.9											111.9							
Existing Store Retail	110.1	111.3											110.7							
Existing Store Online	110.8	115.9											113.5							

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	114.3	103.9	-	-	-	-	
Retail + Online	115.6	104.4	-	-	-	-	
Retail	114.9	102.8	103.6	96.3	110.9	106.7	
Online	117.5	107.9	-	-	-	-	
Existing Store Retail + Online	115.6	101.1	-	-	-	-	
Existing Store Retail	114.9	101.1	103.3	93.7	111.2	107.9	
Existing Store Online	117.6	101.0	-	-	-	-	

Sales Summary

Total company sales increased 10.6% to a year ago. Existing store sales of retail and online also increased 10.5% to a year earlier.

During the month, both business and casual summer apparel showed strong increase.  
 In addition to jackets, pants, and one-piece dresses, short-sleeved clothing in general, sneakers, and sandals performed well.  
 For reference, the effect of one less holiday compared to a year ago would have been around -1.5% to the existing store sales of retail and online.

Total sales of COEN CO., LTD. decreased 6.6% year on year.

- 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)											
	2023											2024
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	270	270										
Retail	192	192										
Online	51	51										
Outlet	27	27										
Number of Existing Store at Month-end	229	232										
Retail	181	184										
Online	48	48										

Store Opening and Closing

[Retail] None

[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 May	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
Retail + Online	'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	45.4	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	151.7	113.3	93.5	108.2	107.2	102.6	107.8	105.5
	'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	130.1	120.5	110.4	105.9	110.8	115.5	108.1	111.2
Retail	'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	13.7	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	402.2	162.0	91.2	110.2	117.9	117.3	113.3	114.9
	'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	152.3	135.5	118.2	105.6	114.1	127.1	109.1	116.3
Online	'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	137.5	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	77.0	75.6	97.5	103.6	92.6	85.1	97.8	91.6
	'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	95.7	95.5	97.9	106.5	105.2	96.7	105.9	101.7
Purchasing Customers																					
Retail + Online	'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	57.9	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	130.9	97.1	89.1	106.7	100.0	92.7	103.3	97.8
	'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	118.6	109.8	94.6	99.0	100.9	101.8	99.9	100.8
Retail	'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	14.7	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	390.6	139.5	89.0	110.9	116.7	107.5	113.5	110.6
	'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	141.7	124.7	104.7	98.3	104.6	114.2	101.2	107.3
Online	'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	168.8	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	71.3	68.7	89.4	99.1	83.4	78.4	89.8	83.4
	'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	89.6	89.5	81.5	100.3	95.8	85.2	97.8	91.2
Ave. Spending per Customer																					
Retail + Online	'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	69.6	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	126.1	121.6	102.9	101.0	105.3	111.5	103.3	107.6
	'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	112.3	111.4	116.9	105.8	110.1	114.5	107.6	110.3
Retail	'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	92.7	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	103.0	116.1	102.5	99.4	101.1	109.1	99.9	103.9
	'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	107.5	108.7	113.0	107.4	109.1	111.2	107.8	108.4
Online	'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	83.3	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	105.6	108.5	103.7	101.7	101.2	105.5	102.5	104.9
	'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	105.7	105.3	116.7	101.8	108.8	111.1	105.5	108.8