

Monthly Sales Report for August 2022, FY 2023

■ Sales Results (YoY)

Company Total	121.4%
Existing Store Retail + Online	119.8%

- 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					2023							Total by Aug.					Full FY
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		1Q	2Q	3Q	4Q	
Sales																		
Company Total	119.1	134.8	103.5	101.5	121.4								114.7	118.2				
Business Units	120.0	133.9	101.9	101.7	118.2								113.7	117.4				
Retail + Online	119.5	133.4	101.4	101.3	119.2								113.5	116.9				
Retail	128.0	166.1	104.6	105.0	133.0								123.7	129.2				
Online	102.0	90.2	95.0	94.4	99.7								95.8	95.3				
Existing Store Retail + Online	123.5	137.0	104.3	103.9	119.8								116.3	120.5				
Existing Store Retail	134.4	174.3	109.3	109.3	135.9								128.9	135.5				
Existing Store Online	102.3	90.5	95.1	94.4	99.2								95.9	95.5				
Outlet, Other	121.4	141.6	114.0	102.5	131.3								121.4	125.5				
Purchasing Customers																		
Retail + Online	108.9	121.4	93.0	84.7	101.1								99.6	106.7				
Retail	117.7	152.9	95.2	86.9	116.6								108.7	118.4				
Online	94.4	86.7	89.4	80.8	83.2								86.2	89.8				
Existing Store Retail + Online	112.5	124.3	95.8	87.0	101.3								101.9	109.8				
Existing Store Retail	124.6	160.9	99.9	91.1	119.9								113.8	124.7				
Existing Store Online	93.8	86.4	89.3	80.2	82.1								85.7	89.5				
Ave. Spending per Customer																		
Retail + Online	110.2	114.4	109.1	120.5	118.3								115.2	111.2				
Retail	108.8	108.6	110.0	120.8	114.1								113.8	109.2				
Online	105.4	105.3	104.7	117.7	115.8								110.2	105.3				
Existing Store Retail + Online	110.3	115.0	109.1	120.3	118.4								115.4	111.4				
Existing Store Retail	107.8	108.3	109.4	120.0	113.3								113.3	108.7				
Existing Store Online	105.6	105.4	104.4	117.8	116.0								110.3	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	111.8	134.7	-	-	-	-
Retail + Online	112.9	135.4	-	-	-	-
Retail	128.8	143.7	110.6	124.7	116.5	115.2
Online	90.3	123.7	-	-	-	-
Existing Store Retail + Online	112.6	138.4	-	-	-	-
Existing Store Retail	130.9	148.6	112.6	130.0	116.3	114.2
Existing Store Online	89.4	125.1	-	-	-	-

- 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

● Sales Summary

Total company sales increased 21.4% to a year ago. Existing store sales of retail and online stores also increased 19.8% to a year earlier. Although discount sales decreased to a year ago, sales of fixed price items for summer and fall seasons were robust. All figures including sales, purchasing customers and average spending per customer of existing retail and online stores grew year on year. Item-wise, sales of jackets, pants, short-sleeve cut-and-sewn, and shoes were favorable. For reference, the effect of one less holiday compared to a year ago would have been around -1.3% to the existing store sales of retail and online. In comparison to the results of August 2019, total company sales decreased 17.9%, retail and online sales decreased 20.8%, retail sales decreased 28.6%, online sales increased 0.1%, Outlet, Other sales decreased 0.2%. Total sales of COEN CO., LTD. increased 19.0% year on year.

●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	264							
Retail	191	191	191	190	190							
Online	49	49	49	49	48							
Outlet	26	26	26	26	26							
Number of Existing Store at Month-end	227	229	228	228	216							
Retail	182	184	183	183	172							
Online	45	45	45	45	44							

●Store Opening and Closing

[Retail] None

[Online] Closed 1

[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 Aug.	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	102.5	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	71.1	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	102.6	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	97.9	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	49.0	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	122.4	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	116.5	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	129.8	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	81.3	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	100.3	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	84.9	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	92.5	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	95.6	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	56.5	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	110.5	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	112.7	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	151.5	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	75.6	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	101.2	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	80.2	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	112.6	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	102.4	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	86.6	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	110.8	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	102.1	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	87.4	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	105.2	108.5	103.7	101.7	101.2	105.5	102.5	104.9