

Monthly Sales Report for March 2022, FY 2022

■ Sales Results (YoY)

Company Total	106.6%
Existing Store Retail + Online	108.6%

- 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 fee

● Sales Data

	2021					2022					Total by Mar.	1Q	2Q	3Q	4Q	1H	2H	Full FY		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.									Feb.	Mar.
Sales																				
Company Total	225.5	138.0	80.4	96.6	76.5	98.2	100.9	104.6	112.7	114.8	92.9	106.6	105.4	121.5	90.9	106.6	106.4	104.1	106.5	105.4
Business Units	196.0	124.8	80.3	97.4	78.5	100.8	101.6	105.5	112.5	113.2	94.1	106.8	104.8	114.3	92.7	107.1	106.2	102.4	106.7	104.8
Retail + Online	195.4	124.9	79.7	96.9	78.0	100.3	100.9	105.0	112.3	112.4	93.8	106.1	104.3	113.8	92.2	106.6	105.5	101.8	106.1	104.3
Retail	705.1	264.3	84.3	99.0	73.0	94.1	102.2	105.8	113.4	130.2	95.2	111.0	112.4	162.8	89.8	107.6	114.1	115.7	110.3	112.4
Online	78.6	73.7	72.0	93.1	86.6	115.4	97.6	103.0	109.7	92.0	91.9	95.0	91.2	74.4	96.8	104.2	92.8	84.1	98.2	91.2
Existing Store Retail + Online	193.6	123.8	79.8	97.6	79.4	102.6	102.0	106.5	114.3	113.1	95.8	108.6	105.5	113.3	93.5	108.2	107.2	102.6	107.8	105.5
Existing Store Retail	702.0	262.6	83.9	99.4	74.2	96.9	104.1	108.4	116.8	134.9	99.1	114.8	114.9	162.0	91.2	110.2	117.9	117.3	113.3	114.9
Existing Store Online	80.1	74.6	73.1	94.7	87.4	114.3	96.9	102.4	109.2	91.5	91.8	95.5	91.6	75.6	97.5	103.6	92.6	85.1	97.8	91.6
Outlet, Other	645.0	293.9	84.5	95.2	70.9	89.8	105.5	108.1	120.2	130.8	89.5	110.3	114.3	182.9	85.3	111.1	111.9	118.3	111.5	114.3
Purchasing Customers																				
Retail + Online	169.1	109.8	69.0	94.8	77.1	93.1	98.4	102.5	114.5	112.6	85.8	93.8	97.3	97.8	88.3	105.8	99.4	92.5	102.5	97.3
Retail	776.5	256.0	72.9	101.2	72.2	87.4	100.6	105.7	117.9	135.0	90.7	104.5	109.0	141.8	88.2	108.7	113.2	107.1	110.8	109.0
Online	73.6	67.4	63.3	85.0	83.8	101.7	93.9	96.5	108.2	90.1	81.5	77.1	83.0	67.4	88.4	100.3	84.0	77.2	90.6	83.0
Existing Store Retail + Online	167.2	108.4	68.7	95.1	78.2	94.4	98.8	103.5	115.7	112.1	86.9	95.8	97.8	97.1	89.1	106.7	100.0	92.7	103.3	97.8
Existing Store Retail	768.6	249.6	71.8	100.8	72.7	89.5	102.1	107.9	120.9	138.7	94.6	108.5	110.6	139.5	89.0	110.9	116.7	107.5	113.5	110.6
Existing Store Online	75.3	68.6	64.4	86.9	85.0	100.6	92.7	95.3	106.9	89.1	80.9	77.0	83.4	68.7	89.4	99.1	83.4	78.4	89.8	83.4
Ave. Spending per Customer																				
Retail + Online	128.4	121.6	116.8	101.6	99.0	104.7	102.4	101.4	97.8	99.3	106.2	110.5	106.9	121.3	102.6	100.3	104.3	111.0	102.4	106.9
Retail	90.8	103.2	115.7	97.8	101.1	107.6	101.5	100.1	96.2	96.5	104.9	106.3	103.1	114.8	101.8	99.0	100.8	108.0	99.5	103.1
Online	105.5	106.0	114.3	106.2	99.2	106.4	102.5	101.7	99.7	95.6	103.5	107.3	105.1	109.0	104.5	101.3	100.9	106.1	102.1	105.1
Existing Store Retail + Online	128.3	121.7	117.1	101.8	99.2	105.5	103.2	102.0	98.6	100.4	107.0	110.7	107.6	121.6	102.9	101.0	105.3	111.5	103.3	107.6
Existing Store Retail	91.3	105.2	116.9	98.5	102.1	108.2	102.0	100.4	96.6	97.3	104.7	105.8	103.9	116.1	102.5	99.4	101.1	109.1	99.9	103.9
Existing Store Online	105.0	105.6	113.7	105.3	98.4	106.2	102.8	102.1	100.2	96.1	103.9	107.4	104.9	108.5	103.7	101.7	101.2	105.5	102.5	104.9

● 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	
Business Units		102.6		114.8		-		-		-
Retail + Online		101.7		114.1		-		-		-
Retail		111.3		110.7		104.9		104.1		106.1
Online		80.6		121.8		-		-		-
Existing Store Retail + Online		103.7		117.5		-		-		-
Existing Store Retail		115.1		114.2		109.0		108.0		105.6
Existing Store Online		80.1		124.9		-		-		-

- 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, THE STATION STORE UNITED ARROWS LTD. CITEN

● Sales Summary

In March, total company sales increased 6.6% to a year ago. Existing store sales of retail and online also increased 8.6% to a year earlier.

With the temperature rise and the end of COVID-19 quasi-emergency measures, retail sales recovered to lift both total and existing store results. In addition to formal and business attires, spring outerwear and sneakers moved well. For reference, the effect of one more holiday compared to a year ago would have been around 2.1% to the existing store sales of retail and online. In comparison to the results of March 2020, total company sales increased 10.3%, retail and online sales increased 4.2%, retail sales increased 21.6%, online sales decreased 24.0%, outlet, other sales increased 47.8%.

Total sales of COEN CO., LTD. increased by 12.1% year-on-year.

●Number of Stores

(Stores)

	2021						2022					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	289	289	289	288	281	282	283	283	283	274	265	265
Retail	210	210	210	209	202	202	203	203	203	194	192	190
Online	52	52	52	52	52	53	53	53	53	53	46	49
Outlet	27	27	27	27	27	27	27	27	27	27	27	26
Number of Existing Store at Month-end	243	241	245	247	232	219	243	246	244	224	214	228
Retail	193	191	194	196	181	168	192	194	192	172	169	183
Online	50	50	51	51	51	51	51	52	52	52	45	45

●Store Opening and Closing

[Retail] Newly opened 1, Closed 3

[Online] Newly opened 3

[Outlet] Closed 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 Mar.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
Retail + Online	'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	106.2	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	98.3	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	75.7	62.9	78.7	77.7	83.7	70.3	80.4	75.7
Retail	'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	101.6	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	92.4	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	63.5	36.2	69.8	74.8	73.5	51.6	74.2	63.5
Online	'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	121.7	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	116.8	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	106.8	139.6	100.9	87.0	102.9	120.5	95.6	106.8
Purchasing Customers																					
Retail + Online	'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	103.6	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	98.0	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	84.6	79.0	89.0	82.6	87.7	84.1	85.2	84.6
Retail	'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	101.1	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	90.6	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	65.8	43.3	74.0	76.2	72.5	58.3	74.5	65.8
Online	'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	110.1	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	118.4	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	125.8	170.0	121.3	101.3	110.7	144.0	107.2	125.8
Ave. Spending per Customer																					
Retail + Online	'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	101.1	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	99.2	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	88.0	74.2	87.7	94.8	95.0	80.6	94.5	88.0
Retail	'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	100.5	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	102.0	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	96.5	83.7	94.4	98.1	101.3	88.6	99.6	96.5
Online	'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	106.4	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	98.7	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	88.6	83.3	86.3	92.9	96.4	85.6	94.5	88.6