April 4, 2023

■ Sales Results (YoY)

Company Total 113.2% Existing Store Retail + Online 115.7%

- ·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

Company Total 119.1 134.8 103.5 101.5 120.3 112.5 118.9 98.3 100.9 100.6 122.5 113.2 110.2 118.2 110.1 105.0 109.9 114.2 107.2 110.2 110.2 110.2 110.3 110.3 110.3 110.3 110.3 110.3 110.4 101.3 111.4 107.1 109.8 109.8 112.2 115.7 109.8 117.4 109.8 117.4 109.4 104.5 110.3 113.4 107.1 109.8 109.8 107.1 109.8 109.8 110.4 109.8 110.3 110.3 111.3 111.6 117.6 98.6 99.9 99.8 122.1 115.7 109.5 116.9 108.9 104.3 110.3 112.9 107.0 109.5	Sales Data																				(%)
CompanyTotal 119.1 134.8 103.5 101.5 120.3 112.5 118.9 98.3 100.9 100.6 122.5 113.2 110.2 110.2 110.1 105.0 108.9 114.2 107.2 110.2 Dispenses Units 120.0 133.9 101.9 101.7 117.9 112.2 117.2 98.6 100.5 99.9 122.2 115.2 109.8 117.4 109.4 104.5 110.3 113.4 107.1 109.8 Retail 119.5 133.4 101.4 101.3 117.3 111.6 117.6 98.6 99.9 98.8 122.1 115.7 109.5 116.9 108.9 104.3 110.3 112.9 107.0 109.5 Retail 120.0 166.1 104.6 105.0 130.3 116.9 101.1 124.0 99.9 101.7 96.8 103.9 122.0 115.1 109.5 116.9 108.9 104.3 110.3 112.9 107.0 109.5 Existing Store Retail + Online 102.0 90.2 95.0 94.4 98.9 101.1 124.0 99.9 101.7 96.8 103.9 124.9 102.0 95.3 97.8 106.8 106.4 96.5 106.6 102.0 Existing Store Retail + Online 125.5 137.0 110.3 108.3 113.0 119.4 118.2 100.0 101.2 110.1 115.7 111.2 120.5 110.4 105.9 110.8 115.5 108.1 111.2 Existing Store Potalie 134.4 174.3 109.3 108.3 130.0 119.4 118.2 100.0 101.2 104.1 136.6 112.9 116.3 135.5 118.2 105.6 114.1 127.1 109.1 116.3 Existing Store Online 102.3 90.5 95.1 94.4 98.4 101.7 124.4 99.3 101.5 96.3 102.2 122.9 101.7 95.5 97.9 105.5 105.2 96.7 105.9 101.7 Online 102.3 105.0 114.1 110.2 114.0 114.0 102.5 131.4 114.9 120.8 98.1 103.1 105.1 126.3 105.3 113.2 125.5 114.8 106.7 105.2 196.7 105.9 105.7 United Store Potalie 134.4 174.3 109.3 108.3 130.0 194.5 106.7 109.5 96.3 102.2 122.9 101.7 95.5 97.9 105.5 105.2 96.7 105.9 101.7 Online 140.4 105.9 124.4 141.6 114.0 102.5 131.4 114.9 120.8 98.1 103.1 105.1 126.3 105.3 113.2 125.5 114.8 106.7 105.2 96.7 105.9 101.7 Online 140.4 105.9 124.4 141.6 114.0 102.5 131.4 114.9 120.8 98.1 103.1 105.1 126.3 105.3 105.3 113.2 125.5 114.8 106.7 105.5 105.2 96.7 105.9 101.7 Online 140.4 105.9 124.4 134.0 134.		2022									2023			Total by							
Company Total 119.1 134.8 103.5 101.5 120.3 112.5 118.9 98.3 100.9 100.6 122.5 113.2 110.2 118.2 110.1 105.0 109.9 114.2 107.2 110.2		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Mar.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Business Units 120.0 133.9 101.9 101.7 117.9 112.2 117.2 98.6 100.5 99.9 122.2 115.2 109.8 117.4 109.4 104.5 110.3 113.4 107.1 109.8 Retail + Online 119.5 133.4 101.4 101.3 117.3 111.6 117.6 98.6 99.9 99.8 122.1 115.7 109.5 116.9 108.9 104.3 110.3 112.2 107.0 109.5	Sales																				
Retail + Online	Company Total	119.1	134.8	103.5	101.5	120.3	112.5	118.9	98.3	100.9	100.6	122.5	113.2	110.2	118.2	110.1	105.0	109.9	114.2	107.2	110.2
Retail 128.0 166.1 104.6 105.0 130.3 116.9 115.3 98.1 99.1 101.7 134.8 112.2 113.3 129.2 115.1 103.3 112.5 122.2 107.2 113.3 Online 102.0 90.2 95.0 94.4 98.9 101.1 124.0 99.9 101.7 96.8 103.9 124.9 102.0 95.3 97.8 106.8 106.4 96.5 106.6 102.0 102.5 104.1 103.3 112.5 108.1 111.2 119.9 112.5 108.1 111.2 119.9 112.5 108.1 111.2 119.9 112.5 108.1 111.2 119.9 112.5 108.1 111.2 119.9 112.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 108.1 111.2 119.5 111.2 119.5 111.2 119.5 111.2 119.5 111.2 119.5 111.2 110.5 111.2 110.5 111.2 110.5 111.2 111.2 110.5 111.2 111.3 111.2 111.3 111.2 111.3 111.2 111.3 111.2 111.3 111.2 111.3 111.2 111.3 111.2 111.3 111.2 111.3 111.2 111.3	Business Units	120.0	133.9	101.9	101.7	117.9	112.2	117.2	98.6	100.5	99.9	122.2	115.2	109.8	117.4	109.4	104.5	110.3	113.4	107.1	109.8
Online 102.0 90.2 95.0 94.4 98.9 101.1 124.0 99.9 101.7 96.8 103.9 124.9 102.0 95.3 97.8 106.8 106.4 96.5 106.6 102.0 Existing Store Retail + Online 123.5 137.0 104.3 103.9 117.8 112.9 119.9 99.8 101.3 100.9 121.7 115.7 111.2 120.5 110.4 105.9 110.8 115.5 108.1 111.2 Existing Store Retail 134.4 174.3 103.9 109.3 133.0 119.4 118.2 100.0 101.2 104.1 136.6 112.9 116.3 135.5 118.2 105.6 114.1 127.1 109.1 116.3 Existing Store Colline 102.3 90.5 95.1 94.4 98.4 101.7 124.4 99.3 101.5 96.3 102.2 122.9 101.7 95.5 97.9 106.5 105.2 96.7 105.9 101.7 Outlet, Other 121.4 141.6 114.0 102.5 131.4 114.9 120.8 98.1 103.1 105.1 126.3 105.3 113.2 125.5 114.8 106.7 109.5 120.4 107.9 113.2 Varietiesing Customers Retail + Online 108.9 121.4 93.0 84.7 101.1 100.1 103.3 93.1 93.0 91.7 109.6 109.3 99.5 106.7 93.5 97.6 101.2 99.7 99.4 99.5 Retail 117.7 152.9 95.2 86.9 116.6 113.9 106.7 92.3 89.5 91.8 125.5 103.9 103.7 118.4 101.4 95.3 102.3 109.4 98.6 103.7 Online 94.4 86.7 89.4 80.8 83.2 82.3 114.8 94.7 100.0 91.7 94.1 120.9 92.9 89.8 82.0 102.5 99.6 85.6 100.9 92.9 Existing Store Retail + Online 112.5 124.3 95.8 87.0 101.3 100.7 111.5 93.5 94.4 92.6 107.7 108.1 100.8 109.8 94.6 99.0 100.9 101.8 99.9 Existing Store Retail 12.6 100.9 99.9 91.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 104.7 98.3 104.5 104.5 107.3 Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 88.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 107.3 Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 88.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 107.3 Existing Store Retail + Online 110.5 110.4 100.1 120.8 111.8 102.6 106.0 106.1 104.9 106.6 108.5 113.8 107.4 106.0 109.3 109.2 113.5 108.4 110.0 111.1 103.8 108.0 Online 105.4 105.4 105.3 104.7 117.7 115.5 116.8 103.2 101.3 101.5 106.5 106.4 108.5 115.5 106.0 108.0 105.3 110.7 100.7 106.8 111.1 103.8 108.0 Online 105.4 105.3 106.8 110.1 110.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.0 100.1 100.7 111.4 116.9 105.8 110.1 111.2 107.8 108.0	Retail + Online	119.5	133.4	101.4	101.3	117.3	111.6	117.6	98.6	99.9	99.8	122.1	115.7	109.5	116.9	108.9	104.3	110.3	112.9	107.0	109.5
Existing Store Retail + Online 123.5 137.0 104.3 103.9 117.8 112.9 119.9 99.8 101.3 100.9 121.7 115.7 111.2 120.5 110.4 105.9 110.8 115.5 108.1 111.2 Existing Store Retail 134.4 174.3 109.3 109.3 133.0 119.4 118.2 100.0 101.2 104.1 136.6 112.9 116.3 135.5 118.2 105.6 114.1 127.1 109.1 116.3 Existing Store Online 102.3 90.5 95.1 94.4 98.4 101.7 124.4 99.3 101.5 96.3 102.2 122.9 101.7 95.5 97.9 106.5 105.2 96.7 105.9 101.7 Outlet, Other 121.4 141.6 114.0 102.5 131.4 114.9 120.8 98.1 103.1 105.1 126.3 105.3 113.2 125.5 114.8 106.7 109.5 120.4 107.9 113.2 *** **Retail + Online 108.9 121.4 93.0 84.7 101.1 100.1 109.3 93.1 93.0 91.7 109.6 109.3 99.5 106.7 93.5 97.6 101.2 99.7 99.4 99.5 Retail 117.7 152.9 95.2 86.9 116.6 113.9 106.7 92.3 89.5 91.8 125.5 103.9 103.7 118.4 101.4 95.3 102.3 109.4 98.6 103.7 Online 94.4 86.7 89.4 80.8 83.2 82.3 114.8 94.7 100.0 91.7 94.1 120.9 92.9 89.8 82.0 102.5 99.6 85.6 100.9 92.9 Existing Store Retail + Online 112.5 124.3 95.8 87.0 101.3 100.7 111.5 93.5 94.4 92.6 107.7 108.1 100.8 109.8 94.6 99.0 100.9 101.8 99.9 91.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 107.3 124.7 107.3 95.8 87.0 101.8 109.8 99.9 91.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 107.3 98.3 104.6 114.2 107.3 Existing Store Retail 108.8 108.6 100.0 120.8 111.8 102.6 108.0 106.3 110.7 110.8 107.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.3 P.C.** **Retail - Online 106.4 106.5 106.5 106.1 110.0 106.1 104.9 106.6 108.5 113.8 107.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.3 Online 106.4 106.5 106.4 106.5 106.5 106.4 106.5 106.0 108.5 115.5 106.9 110.3 110.5 106.8 110.1 111.5 107.8 108.4 108.5 108.4 100.7 110.5 108.4 100.5 108.4 100.5 108.4 100.5 110.3 110.5 108.4 100.5 110.3 108.4 100.5 108.4 100.5 110.3 108.4 100.5 110.3 108.4 100.5 108.4 100.5 110.3 108.4 100.5 108.4 100.5 110.3 108.4 100.5 110.3 110.5 108.4 100.5 110.3 110.5 108.4 100.5 110.3 110.5 108.4 100.5 110.3 110.5 108.4 100.5 110.3 110.5 108.4 100.5 110.3 110.5 108.4 100.5 110.3 110.5 108.4 100.5 110.3 11	Retail	128.0	166.1	104.6	105.0	130.3	116.9	115.3	98.1	99.1	101.7	134.8	112.2	113.3	129.2	115.1	103.3	112.5	122.2	107.2	113.3
Existing Store Retail 134.4 174.3 109.3 109.3 109.3 133.0 119.4 118.2 100.0 101.2 104.1 136.6 112.9 116.3 135.5 118.2 105.6 114.1 127.1 109.1 116.3 Existing Store Online 102.3 90.5 95.1 94.4 98.4 101.7 124.4 99.3 101.5 96.3 102.2 122.9 101.7 95.5 97.9 106.5 105.2 96.7 105.9 101.7 Outlet, Other 121.4 141.6 114.0 102.5 131.4 114.9 120.8 98.1 103.1 105.1 126.3 105.3 113.2 125.5 114.8 106.7 109.5 120.4 107.9 113.2 *** **Wester Health Colline** **Part Health Colline**	Online	102.0	90.2	95.0	94.4	98.9	101.1	124.0	99.9	101.7	96.8	103.9	124.9	102.0	95.3	97.8	106.8	106.4	96.5	106.6	102.0
Existing Store Online 102.3 90.5 95.1 94.4 98.4 101.7 124.4 99.3 101.5 96.3 102.2 122.9 101.7 95.5 97.9 106.5 105.2 96.7 105.9 101.7 Outlet, Other 121.4 141.6 114.0 102.5 131.4 114.9 120.8 98.1 103.1 105.1 126.3 105.3 113.2 125.5 114.8 106.7 109.5 120.4 107.9 113.2 Parchasing Customers Retail + Online 108.9 121.4 93.0 84.7 101.1 100.1 109.3 93.1 93.0 91.7 109.6 109.3 99.5 106.7 93.5 97.6 101.2 99.7 99.4 99.5 Retail 117.7 152.9 95.2 86.9 116.6 113.9 106.7 92.3 89.5 91.8 125.5 103.9 103.7 118.4 101.4 95.3 102.3 109.4 98.6 103.7 Online 94.4 86.7 89.4 80.8 83.2 82.3 114.8 94.7 100.0 91.7 94.1 120.9 92.9 89.8 82.0 102.5 99.6 85.6 100.9 92.9 Existing Store Retail + Online 112.5 124.3 95.8 87.0 101.3 100.7 111.5 93.5 94.4 92.6 107.7 108.1 108.8 109.8 94.6 99.0 100.9 101.8 99.9 100.8 Existing Store Retail 124.6 160.9 99.9 91.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 104.7 98.3 104.6 114.2 101.2 107.3 Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 89.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 Retail + Online 110.2 114.4 109.1 120.5 116.6 111.0 106.1 104.9 106.6 108.5 113.8 105.7 110.2 111.2 116.8 105.8 109.4 114.3 107.2 110.2 Retail + Online 110.2 114.4 109.1 120.5 116.6 111.0 106.1 104.9 106.6 108.5 113.8 105.7 110.2 111.2 116.8 105.8 109.4 114.3 107.2 110.2 Retail + Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 101.3 99.1 103.5 115.5 106.0 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.3 Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 107.1 105.5 106.4 109.5 115.5 106.9 110.3 111.4 116.9 106.8 110.1 111.2 107.8 108.4 100.7 107.4 100.1 110.4 108.1 108.4 108.7 113.0 107.4 100.1 111.2 107.8 108.4 100.4 100.7 100.4 100.4 100.8 100.8 100.8 100.8 100.4 100.7 100.8 110.8 100.8 100.8 100.8 100.4 100.7 100.8 110.8 100.8 100.8 100.8 100.8 100.7 100.8 110.1 110.8 100.7 100.8 110.8 100.8 1	Existing Store Retail + Online	123.5	137.0	104.3	103.9	117.8	112.9	119.9	99.8	101.3	100.9	121.7	115.7	111.2	120.5	110.4	105.9	110.8	115.5	108.1	111.2
Outlet, Other 121.4 141.6 114.0 102.5 131.4 114.9 120.8 98.1 103.1 105.1 126.3 105.3 113.2 125.5 114.8 106.7 109.5 120.4 107.9 113.2	Existing Store Retail	134.4	174.3	109.3	109.3	133.0	119.4	118.2	100.0	101.2	104.1	136.6	112.9	116.3	135.5	118.2	105.6	114.1	127.1	109.1	116.3
Retail + Online 108.9 121.4 93.0 84.7 101.1 100.1 109.3 93.1 93.0 91.7 109.6 109.3 99.5 106.7 93.5 97.6 101.2 99.7 99.4 99.5 Retail 117.7 152.9 95.2 86.9 116.6 113.9 106.7 92.3 89.5 91.8 125.5 103.9 103.7 118.4 101.4 95.3 102.3 109.4 98.6 103.7 Online 94.4 86.7 89.4 80.8 83.2 82.3 114.8 94.7 100.0 91.7 94.1 120.9 92.9 89.8 82.0 102.5 99.6 85.6 100.9 92.9 Existing Store Retail + Online 112.5 124.3 95.8 87.0 101.3 100.7 111.5 93.5 94.4 92.6 107.7 108.1 100.8 109.8 94.6 99.0 100.9 101.8 99.9 10.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 104.7 98.3 104.6 114.2 101.2 107.8 103.2 Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 89.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 102.4 Existing Store Online 110.2 114.4 109.1 120.5 116.6 111.0 106.1 104.9 106.6 108.5 113.8 105.7 110.2 111.2 116.8 105.8 109.4 114.3 107.2 110.2 Online 105.4 105.3 104.7 115.5 116.8 103.2 101.3 99.1 103.5 112.5 106.0 108.5 112.5 106.0 108.5 115.5 106.9 110.3 111.4 116.9 105.8 110.1 114.5 107.6 110.3 Existing Store Retail + Online 110.3 110.3 100.4 100.3 110.4 100.5 110.5 110.5 110.5 106.4 100.5 106.5 109.4 109.3 106.8 108.1 108.4 100.7 107.4 109.1 111.2 107.8 108.4 Existing Store Retail + Online 110.3 110.3 109.4 120.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.9 110.3 111.4 116.9 105.8 110.1 114.5 107.6 110.3 Existing Store Retail + Online 110.3 100.3 100.4 100	Existing Store Online	102.3	90.5	95.1	94.4	98.4	101.7	124.4	99.3	101.5	96.3	102.2	122.9	101.7	95.5	97.9	106.5	105.2	96.7	105.9	101.7
Retail + Online 108.9 121.4 93.0 84.7 101.1 100.1 109.3 93.1 93.0 91.7 109.6 109.3 99.5 106.7 93.5 97.6 101.2 99.7 99.4 99.5 Retail 117.7 152.9 95.2 86.9 116.6 113.9 106.7 92.3 89.5 91.8 125.5 103.9 103.7 118.4 101.4 95.3 102.3 109.4 98.6 103.7 Online 94.4 86.7 89.4 80.8 83.2 82.3 114.8 94.7 100.0 91.7 94.1 120.9 92.9 89.8 82.0 102.5 99.6 85.6 100.9 92.9 Existing Store Retail + Online 112.5 124.3 95.8 87.0 101.3 100.7 111.5 93.5 94.4 92.6 107.7 108.1 100.8 109.8 94.6 99.0 100.9 101.8 99.9 101.3 Existing Store Retail 124.6 160.9 99.9 91.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 104.7 98.3 104.6 114.2 101.2 107.3 Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 89.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 97.9 89.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 97.9 89.1 109.9 110.2 107.3 108.8 108.6 109.4 114.3 107.2 110.2 110.2 107.3 108.1 108.8 108.6 110.0 120.8 111.8 102.6 108.0 106.3 110.7 110.8 107.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.8 Existing Store Retail + Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 107.1 105.5 106.0 105.5 106.4 108.5 115.5 106.0 108.0 105.3 110.4 110.1 111.1 110.8 107.4 108.0 109.3 109.4 110.5 110.1 111.1 108.8 109.8 Existing Store Retail + Online 110.3 115.0 109.1 112.0 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.0 108.0 105.3 110.7 105.8 110.4 106.1 107.4 108.1 108.4 108.7 110.0 107.4 109.1 111.2 107.8 108.4 Existing Store Retail + Online 110.3 115.0 109.1 110.2 110.5 107.6 110.3 Existing Store Retail + Online 110.3 110.3 109.4 120.0 110.9 107.1 105.6 109.4 109.3 106.8 108.1 108.4 108.4 108.7 110.0 107.4 109.1 111.2 107.8 108.4	Outlet, Other	121.4	141.6	114.0	102.5	131.4	114.9	120.8	98.1	103.1	105.1	126.3	105.3	113.2	125.5	114.8	106.7	109.5	120.4	107.9	113.2
Retail 117.7 152.9 95.2 86.9 116.6 113.9 106.7 92.3 89.5 91.8 125.5 103.9 103.7 118.4 101.4 95.3 102.3 109.4 98.6 103.7 Online 94.4 86.7 89.4 80.8 83.2 82.3 114.8 94.7 100.0 91.7 94.1 120.9 92.9 89.8 82.0 102.5 99.6 85.6 100.9 92.9 Existing Store Retail + Online 112.5 124.3 95.8 87.0 101.3 100.7 111.5 93.5 94.4 92.6 107.7 108.1 100.8 109.8 94.6 99.0 100.9 101.8 99.9 100.8 Existing Store Retail 124.6 160.9 99.9 91.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 104.7 98.3 104.6 114.2 101.2 107.3 Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 89.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 We. Spending per Customer Retail + Online 110.2 114.4 109.1 120.5 116.6 111.0 106.1 104.9 106.6 108.5 113.8 105.7 110.2 111.2 116.8 105.8 109.4 110.4 107.3 109.4 110.2 111.7 108.1 109.4 111.7 108.8 109.8 109.4 110.2 111.7 108.1 109.4 111.5 108.0 109.8 109.8 109.4 110.5 108.4 110.0 111.7 108.8 109.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.4 108.0 Existing Store Retail + Online 110.3 115.0 109.1 120.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.9 110.3 110.4 110.4 106.1 104.4 109.1 111.2 107.8 108.4 100.3 Existing Store Retail + Online 110.3 110.3 109.4 120.0 110.9 101.9 101.9 107.1 105.6 109.4 109.3 106.8 108.1 108.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4 109.4 109.4 109.4 109.4 109.5 106.4 108.5 115.5 106.9 110.3 110.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4	Purchasing Customers																				
Online 94.4 86.7 89.4 80.8 83.2 82.3 114.8 94.7 100.0 91.7 94.1 120.9 92.9 89.8 82.0 102.5 99.6 85.6 100.9 92.9 Existing Store Retail + Online 112.5 124.3 95.8 87.0 101.3 100.7 111.5 93.5 94.4 92.6 107.7 108.1 100.8 109.8 94.6 99.0 100.9 101.8 99.9 100.8 Existing Store Retail 124.6 160.9 99.9 91.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 104.7 98.3 104.6 114.2 101.2 107.3 Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 89.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 We. Spending per Customer Retail + Online 110.2 114.4 109.1 120.5 116.6 111.0 106.1 104.9 106.6 108.5 113.8 105.7 110.2 111.2 116.8 105.8 109.4 114.3 107.2 110.2 Retail 108.8 108.8 108.6 110.0 120.8 111.8 102.6 108.0 106.3 110.7 110.8 107.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.3 Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 101.3 99.1 103.5 112.5 106.9 110.3 111.4 116.9 105.8 110.1 114.5 107.6 110.3 Existing Store Retail + Online 110.3 115.0 109.1 120.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.9 110.3 110.4 108.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4 108.4 108.4 108.5 113.0 107.4 108.4 108.4 108.4 108.5 113.0 107.4 109.1 111.2 107.8 108.4	Retail + Online	108.9	121.4	93.0	84.7	101.1	100.1	109.3	93.1	93.0	91.7	109.6	109.3	99.5	106.7	93.5	97.6	101.2	99.7	99.4	99.5
Existing Store Retail + Online 112.5 124.3 95.8 87.0 101.3 100.7 111.5 93.5 94.4 92.6 107.7 108.1 100.8 109.8 94.6 99.0 100.9 101.8 99.9 100.8 Existing Store Retail 124.6 160.9 99.9 91.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 104.7 98.3 104.6 114.2 101.2 107.3 Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 89.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 We. Spending per Customer Retail + Online 110.2 114.4 109.1 120.5 116.6 111.0 106.1 104.9 106.6 108.5 113.8 105.7 110.2 111.2 116.8 105.8 109.4 114.3 107.2 110.2 Retail 108.8 108.6 110.0 120.8 111.8 102.6 108.0 106.3 110.7 110.8 107.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.3 Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 101.3 99.1 103.5 112.5 106.0 108.0 105.3 116.7 100.7 106.8 111.1 103.8 108.0 Existing Store Retail + Online 110.3 115.0 109.1 120.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.9 110.3 111.4 116.9 105.8 110.1 114.5 107.6 110.3 Existing Store Retail 107.8 108.3 109.4 120.0 110.9 101.9 107.1 105.6 109.4 109.3 106.8 108.1 108.1 108.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4	Retail	117.7	152.9	95.2	86.9	116.6	113.9	106.7	92.3	89.5	91.8	125.5	103.9	103.7	118.4	101.4	95.3	102.3	109.4	98.6	103.7
Existing Store Retail 124.6 160.9 99.9 91.1 119.9 117.2 110.3 94.7 92.6 95.2 127.9 104.4 107.3 124.7 104.7 98.3 104.6 114.2 101.2 107.3 Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 89.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 No. Spending per Customer Retail + Online 110.2 114.4 109.1 120.5 116.6 111.0 106.1 104.9 106.6 108.5 113.8 105.7 110.2 111.2 116.8 105.8 109.4 114.3 107.2 110.2 Retail 108.8 108.6 110.0 120.8 111.8 102.6 108.0 106.3 110.7 110.8 107.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.3 Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 101.3 99.1 103.5 112.5 106.0 108.0 105.3 116.7 100.7 106.8 111.1 103.8 108.0 Existing Store Retail + Online 110.3 115.0 109.1 120.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.9 110.3 111.4 116.9 105.8 110.1 114.5 107.6 110.3 Existing Store Retail 107.8 108.3 109.4 120.0 110.9 101.9 107.1 105.6 109.4 109.3 106.8 108.1 108.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4	Online	94.4	86.7	89.4	80.8	83.2	82.3	114.8	94.7	100.0	91.7	94.1	120.9	92.9	89.8	82.0	102.5	99.6	85.6	100.9	92.9
Existing Store Online 93.8 86.4 89.3 80.2 82.1 82.7 113.9 91.2 97.9 89.1 89.7 115.7 91.2 89.5 81.5 100.3 95.8 85.2 97.8 91.2 Secondary Seconda	Existing Store Retail + Online	112.5	124.3	95.8	87.0	101.3	100.7	111.5	93.5	94.4	92.6	107.7	108.1	100.8	109.8	94.6	99.0	100.9	101.8	99.9	100.8
Retail + Online 110.2 114.4 109.1 120.5 116.6 111.0 106.1 104.9 106.6 108.5 113.8 105.7 110.2 111.2 116.8 105.8 109.4 114.3 107.2 110.2 Retail 108.8 108.6 110.0 120.8 111.8 102.6 108.0 106.3 110.7 110.8 107.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.3 Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 101.3 99.1 103.5 112.5 106.0 108.0 106.3 116.7 100.7 106.8 111.1 103.8 108.0 Existing Store Retail + Online 110.3 115.0 109.1 120.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.9 110.3 111.4 116.9 105.8 110.1 114.5 107.6 110.3 Existing Store Retail 107.8 108.3 109.4 120.0 110.9 101.9 107.1 105.6 109.4 109.3 106.8 108.1 108.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4	Existing Store Retail	124.6	160.9	99.9	91.1	119.9	117.2	110.3	94.7	92.6	95.2	127.9	104.4	107.3	124.7	104.7	98.3	104.6	114.2	101.2	107.3
Retail + Online 110.2 114.4 109.1 120.5 116.6 111.0 106.1 104.9 106.6 108.5 113.8 105.7 110.2 111.2 116.8 105.8 109.4 114.3 107.2 110.2 Retail 108.8 108.6 110.0 120.8 111.8 102.6 108.0 106.3 110.7 110.8 107.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.3 Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 101.3 99.1 103.5 112.5 106.0 108.0	Existing Store Online	93.8	86.4	89.3	80.2	82.1	82.7	113.9	91.2	97.9	89.1	89.7	115.7	91.2	89.5	81.5	100.3	95.8	85.2	97.8	91.2
Retail 108.8 108.6 110.0 120.8 111.8 102.6 108.0 106.3 110.7 110.8 107.4 108.0 109.3 109.2 113.5 108.4 110.0 111.7 108.8 109.3 Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 101.3 99.1 103.5 112.5 106.0 108.0 108.0 105.3 116.7 100.7 106.8 111.1 103.8 108.0 Existing Store Retail + Online 110.3 115.0 109.1 120.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.9 110.3 111.4 116.9 105.8 110.1 114.5 107.6 110.3 Existing Store Retail 107.8 108.3 109.4 120.0 110.9 107.1 105.6 109.4 109.3 106.8 108.1 108.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4	Ave. Spending per Customer																				
Online 105.4 105.3 104.7 117.7 115.5 116.8 103.2 101.3 99.1 103.5 112.5 106.0 108.0 105.3 116.7 100.7 106.8 111.1 103.8 108.0 Existing Store Retail + Online 110.3 115.0 109.1 120.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.9 110.3 111.4 116.9 105.8 110.1 114.5 107.6 110.3 Existing Store Retail 107.8 108.3 109.4 120.0 110.9 107.1 105.6 109.4 109.3 106.8 108.1 108.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4	Retail + Online	110.2	114.4	109.1	120.5	116.6	111.0	106.1	104.9	106.6	108.5	113.8	105.7	110.2	111.2	116.8	105.8	109.4	114.3	107.2	110.2
Existing Store Retail + Online 110.3 115.0 109.1 120.3 116.6 111.5 106.0 105.5 106.4 108.5 115.5 106.9 110.3 111.4 116.9 105.8 110.1 114.5 107.6 110.3 Existing Store Retail 107.8 108.3 109.4 120.0 110.9 107.1 105.6 109.4 109.3 106.8 108.1 108.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4	Retail	108.8	108.6	110.0	120.8	111.8	102.6	108.0	106.3	110.7	110.8	107.4	108.0	109.3	109.2	113.5	108.4	110.0	111.7	108.8	109.3
Existing Store Retail 107.8 108.3 109.4 120.0 110.9 101.9 107.1 105.6 109.4 109.3 106.8 108.1 108.4 108.7 113.0 107.4 109.1 111.2 107.8 108.4	Online	105.4	105.3	104.7	117.7	115.5	116.8	103.2	101.3	99.1	103.5	112.5	106.0	108.0	105.3	116.7	100.7	106.8	111.1	103.8	108.0
Ÿ	Existing Store Retail + Online	110.3	115.0	109.1	120.3	116.6	111.5	106.0	105.5	106.4	108.5	115.5	106.9	110.3	111.4	116.9	105.8	110.1	114.5	107.6	110.3
Existing Store Online 105.6 105.4 104.4 117.8 115.7 116.3 103.5 103.5 103.5 100.2 105.0 115.3 108.2 108.8 105.3 116.7 101.8 108.8 111.1 105.5 108.8	Existing Store Retail	107.8	108.3	109.4	120.0	110.9	101.9	107.1	105.6	109.4	109.3	106.8	108.1	108.4	108.7	113.0	107.4	109.1	111.2	107.8	108.4
	Existing Store Online	105.6	105.4	104.4	117.8	115.7	116.3	103.5	103.5	100.2	105.0	115.3	108.2	108.8	105.3	116.7	101.8	108.8	111.1	105.5	108.8

Sales	Data	by M	lar	ket
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Course Data Dy market						(,0)		
	Sa	les	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	116.6	112.9	-	-	-	-		
Retail + Online	117.6	112.6	-	-	-	-		
Retail	113.9	109.0	107.5	100.0	106.0	109.0		
Online	128.9	120.2	-	-	-	-		
Existing Store Retail + Online	118.2	111.7	-	-	-	-		
Existing Store Retail	114.7	109.5	108.2	100.1	105.9	109.4		
Existing Store Online	128.6	116.0	1	-	-	-		

Sales Summary

Total company sales increased 13.2% to a year ago. Existing store sales of retail and online also increased 15.7% to a year e arlier.

In March, favorable weather conditions stimulated demand for business wear such as suits, jackets, pants, shirts and blouses as well as casual items including cut-and-sewn and sneakers,

and existing store sales both retail and online were significantly higher than in the same month of the previous year.

On line sales growth was driven by our own e-commerce site, which marked the one-year anniversary of its site renewal.

In comparison to the results of March 2020, total company sales increased 24.9%, retail and online sales increased 20.7%, retail sales increased 36.4%, online sales decreased 4.9%, Outlet, Other sales increased 55.6%. Total sales of COEN CO., LTD. decreased 11.2% 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)

	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	264	266	267	267	264	264	265
Retail	191	191	191	190	190	190	190	191	191	189	189	189
Online	49	49	49	49	48	48	49	49	49	49	49	50
Outlet	26	26	26	26	26	26	27	27	27	26	26	26
Number of Existing Store at Month-end	227	229	228	228	216	200	230	231	231	214	213	225
Retail	182	184	183	183	172	156	185	186	186	169	168	180
Online	45	45	45	45	44	44	45	45	45	45	45	45

Store Opening and Closing

[Retail] Newly opened 1, Renovated 2, Closed 1

[Online] Newly opened 1

[Outlet] None

●Existing Stores Data for the past 3 years

Lasting Stores Data for the														Total by							(70)
		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Mar.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
	'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
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	75.7	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	105.5	113.3	93.5	108.2	107.2	102.6	107.8	105.5	
	'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
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	63.5	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	114.9	162.0	91.2	110.2	117.9	117.3	113.3	114.9
	'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
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	106.8	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	91.6	75.6	97.5	103.6	92.6	85.1	97.8	91.6
Purchasing Custom	ers																				
	'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
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	84.6	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	97.8	97.1	89.1	106.7	100.0	92.7	103.3	97.8
	'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
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	65.8	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	110.6	139.5	89.0	110.9	116.7	107.5	70.3 80.4 102.6 107.8 97.9 88.2 51.6 74.2 117.3 113.3 120.7 113.8 120.5 95.6 85.1 97.8 100.7 95.3 84.1 85.2 92.7 103.3 94.9 86.3 58.3 74.5 107.5 113.5 116.2 120.7 144.0 107.2 78.4 89.8 101.6 97.9 80.6 94.5 111.5 103.3 103.2 102.2 88.6 99.6 109.1 99.9 102.9 95.0 85.6 94.5	110.6
	'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
Online	Petail	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				
	'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	83.4	68.7	89.4	99.1	83.4	78.4	89.8	83.4
Ave. Spending per Cust	omer																				
	'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
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	88.0	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	107.6	121.6	102.9	101.0	105.3	111.5	103.3	107.6
	'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
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	96.5	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	103.9	116.1	102.5	99.4	101.1	109.1	99.9	103.9
	'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
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	88.6	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	104.9	108.5	103.7	101.7	101.2	105.5	102.5	104.9

(%)

 $[\]cdot \textit{For details of store openings, please refer to: } \underline{\textit{http://www.united-arrows.co.jp/en/ir/monthly/index.html} \\ \#store$