

Monthly Sales Report for March 2023, FY 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

| | 2022 | | | | | | | | | | | | 2023 | | | Total by | | | | Full FY | | |
|-----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------|-------|-------|-------|---------|--|--|
| | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Mar. | 1Q | 2Q | 3Q | 4Q | 1H | 2H | Full FY | | |
| Sales | | | | | | | | | | | | | | | | | | | | | | |
| 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 | | |
| 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 | 112.9 | 107.0 | 109.5 | | |
| 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 | | |
| 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 | | |
| Purchasing 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 | 98.5 | 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 | | |
| Ave. 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 | | |
| 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 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 | 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 | - | - | - | - |

- 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 13.2% to a year ago. Existing store sales of retail and online also increased 15.7% to a year earlier.

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.

Online 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.

●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

• 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 | '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 |
| | '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 |
| 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 | 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 |
| | '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 |
| 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 | 116.8 | 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 |
| | '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 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 | 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 |
| | '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 |
| 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 | 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 |
| | '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 | 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 | 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 |
| | '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 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 | 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 |
| | '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 |
| 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 | 102.0 | 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 |
| | '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 |
| 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 | 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 |
| | '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 |