

Monthly Sales Report for March 2024, FY 2024

Sales Results (YoY)

Company Total	101.4%
Existing Store Retail + Online	101.9%

- 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 Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2024 Jan.	Feb.	Mar.	Total by Mar.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																				
Company Total	111.1	108.9	111.1	113.6	101.8	94.8	98.5	113.3	95.9	99.9	108.4	101.4	104.4	110.4	103.8	102.0	102.6	107.2	102.3	104.4
Business Units	110.0	109.2	113.1	113.8	102.0	100.9	100.2	115.7	98.6	100.1	110.8	102.7	106.0	110.8	106.1	104.3	103.7	108.5	104.1	106.0
Retail + Online	110.0	109.3	111.4	114.0	101.9	101.1	100.0	115.4	99.3	100.4	110.8	102.9	106.0	110.2	106.2	104.4	103.9	108.3	104.2	106.0
Retail	110.7	108.8	112.7	117.9	107.4	100.4	100.0	112.3	97.7	100.6	108.8	104.5	106.2	110.6	108.9	102.9	104.1	109.8	103.4	106.2
Online	108.4	110.5	108.8	105.9	91.5	102.6	100.1	123.0	103.1	100.1	114.6	99.4	105.4	109.3	100.6	108.2	103.5	104.9	105.9	105.4
Existing Store Retail + Online	108.6	108.2	110.5	113.0	101.2	100.8	99.9	115.7	99.2	100.3	110.5	101.9	105.5	109.1	105.8	104.4	103.3	107.5	103.9	105.5
Existing Store Retail	109.8	108.2	112.2	117.5	108.7	101.1	100.6	113.0	97.8	101.0	108.5	103.3	106.3	110.0	109.7	103.3	103.6	109.9	103.4	106.3
Existing Store Online	105.6	108.1	107.0	104.0	89.7	100.2	98.2	122.0	102.2	99.2	113.6	98.8	103.9	106.9	98.5	107.0	102.7	102.7	104.9	103.9
Outlet, Other	111.9	101.9	100.9	112.3	104.0	93.6	101.1	112.0	97.8	107.1	106.7	107.8	104.8	105.1	103.3	103.5	107.3	104.2	105.2	104.8
Purchasing Customers																				
Retail + Online	102.4	100.3	101.9	111.1	90.9	99.8	95.1	113.1	99.3	100.5	107.9	102.2	102.0	101.5	101.5	102.0	102.9	101.5	102.5	102.0
Retail	101.6	100.3	102.9	113.5	96.0	95.7	96.1	109.6	96.0	97.7	102.6	103.1	101.4	101.5	103.3	100.1	100.8	102.4	100.4	101.4
Online	104.0	100.4	100.1	106.4	82.7	107.0	93.1	120.2	105.3	104.7	114.8	100.6	103.0	101.3	98.3	105.7	106.3	99.8	106.0	103.0
Existing Store Retail + Online	98.4	97.3	99.3	108.4	88.2	97.3	93.3	112.8	98.9	100.2	107.2	100.0	100.1	98.3	99.1	101.2	101.8	98.7	101.5	100.1
Existing Store Retail	99.8	99.0	101.5	112.3	95.5	95.0	95.6	109.1	95.3	96.9	100.3	99.8	100.3	100.1	102.9	99.5	98.7	101.4	99.1	100.3
Existing Store Online	95.7	94.1	95.4	101.3	78.2	100.8	88.7	120.0	105.1	104.5	114.4	100.4	99.8	95.1	93.1	104.3	106.0	94.1	105.2	99.8
Ave. Spending per Customer																				
Retail + Online	107.8	108.5	109.2	103.4	112.3	102.0	106.2	103.0	100.9	101.0	103.4	102.1	104.6	108.5	105.3	103.3	102.1	107.0	102.7	104.6
Retail	109.0	108.4	109.5	103.9	111.8	104.8	104.0	102.5	101.7	102.9	106.0	101.3	104.8	109.0	105.4	102.8	103.3	107.2	103.0	104.8
Online	105.1	108.9	107.0	100.4	108.6	99.4	112.1	108.7	102.1	99.1	103.0	103.7	104.9	107.1	103.1	107.1	101.4	105.1	104.2	104.9
Existing Store Retail + Online	110.7	110.8	111.1	105.1	115.2	104.6	108.2	103.7	101.3	101.6	104.0	103.4	106.2	110.8	107.5	104.3	102.9	109.3	103.6	106.2
Existing Store Retail	110.1	109.3	110.5	104.7	113.8	106.4	105.2	103.5	102.5	104.2	108.1	103.5	106.0	109.9	106.6	103.8	104.9	108.3	104.3	106.0
Existing Store Online	110.8	113.2	110.2	103.5	112.3	102.8	115.3	108.4	102.0	99.0	102.6	103.5	106.8	111.4	106.5	107.6	101.2	109.0	104.3	106.8

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	103.8	103.7	-	-	-	-
Retail + Online	106.2	104.4	-	-	-	-
Retail	105.5	109.5	95.7	111.7	110.3	98.0
Online	108.0	95.0	-	-	-	-
Existing Store Retail + Online	106.4	101.4	-	-	-	-
Existing Store Retail	106.1	105.2	96.4	104.0	110.1	101.2
Existing Store Online	107.2	94.8	-	-	-	-

Sales Summary

Total company sales increased 5.3% to a year ago. Existing store sales of retail and online increased 4.6% year on year.

Although there were many days with low temperatures nationwide, existing store sales increased YoY. For men's heavy-weight clothing such as spring outerwear, suits, and jackets as well as shoes and bags were strong. Middle- to-light-weight clothing such as shirts, cardigans, pants, and skirts and bags moved well for women.

For reference, there were two additional holidays compared to last year of March, we estimate that it had around +3.5% impact on the existing store sales of retail and online YoY.

Total sales of COEN CO., LTD. decreased by 7.2% 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)											
	2023						2024					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	270	270	270	269	271	272	272	273	273	275	273	276
Retail	192	192	192	190	191	192	192	193	193	193	191	194
Online	51	51	51	52	53	53	53	53	53	55	55	55
Outlet	27	27	27	27	27	27	27	27	27	27	27	27
Number of Existing Store at Month-end	229	232	232	227	206	200	229	230	231	211	200	227
Retail	181	184	184	179	158	152	181	181	182	162	151	178
Online	48	48	48	48	48	48	48	49	49	49	49	49

Store Opening and Closing

[Retail] Newly opened 3
[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 Mar.	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	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
	'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	111.2	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	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
	'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	116.3	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	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
	'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	101.7	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	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
	'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	100.8	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	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
	'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	107.3	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	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
	'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	91.2	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	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
	'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	110.3	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	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
	'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	108.4	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	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
	'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	108.8	105.3	116.7	101.8	108.8	111.1	105.5	108.8