

Monthly Sales Report for March 2025, FY 2025

Sales Results (YoY)		
Company Total	116.2%	
Existing Store Retail + Online	114.6%	

- Sales, Purchasing Customers, and Average Spending per Customer are disclosed against figures of the previous fiscal year.
- The figures disclosed on the 2nd business day are the preliminary figures and will be updated to the confirmed figures 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 and figures are lowered by a few points.

Sales Data														(%)						
	2024 Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2025 Jan.	Feb.	Mar.	Total by Mar.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																				
Company Total	111.3	107.0	114.3	111.0	115.1	118.4	109.4	117.1	118.6	109.3	105.8	116.2	112.9	110.8	114.5	115.3	110.9	112.5	113.3	112.9
Business Units	115.0	110.4	115.6	114.5	112.4	115.3	110.4	114.8	116.6	107.9	105.4	113.9	112.8	113.7	114.2	114.1	109.4	113.9	112.0	112.8
Retail + Online	115.4	110.2	117.1	114.3	112.5	115.0	110.0	114.9	116.4	107.2	105.1	115.8	113.0	114.2	114.0	114.0	109.8	114.1	112.0	113.0
Retail	111.3	107.4	115.3	106.0	108.4	116.9	108.2	117.5	115.4	108.5	102.6	112.4	111.2	111.2	110.2	113.9	108.5	110.7	111.5	111.2
Online	126.2	117.1	120.9	133.4	121.6	110.7	114.4	109.1	118.5	105.0	109.4	124.2	116.9	121.2	122.7	114.1	112.2	121.9	113.2	116.9
Existing Store Retail + Online	114.3	108.9	116.0	114.1	112.3	111.2	106.6	112.1	114.3	106.0	105.4	114.6	111.5	113.0	112.7	111.3	109.1	112.8	110.3	111.5
Existing Store Retail	110.0	105.6	114.0	105.3	107.8	112.7	103.8	114.0	112.6	107.3	103.3	111.0	109.2	109.7	108.3	110.4	107.8	109.1	109.3	109.2
Existing Store Online	125.4	116.6	120.4	132.8	121.1	108.3	113.4	107.8	118.1	104.2	108.7	123.0	116.1	120.6	121.6	113.3	111.3	121.1	112.3	116.1
Outlet, Other	103.4	101.4	120.2	102.8	112.9	107.0	99.8	119.4	120.9	109.8	103.3	107.1	109.1	107.4	107.3	113.3	107.2	107.4	110.5	109.1
Purchasing Customers																				
Retail + Online	113.1	108.4	116.0	113.0	110.5	110.9	112.4	115.4	115.6	106.0	102.7	114.5	111.6	112.4	111.7	114.6	107.9	112.1	111.2	111.6
Retail	110.1	106.0	115.7	104.2	106.1	117.2	109.5	116.5	113.2	109.1	99.9	109.0	109.7	110.5	108.0	113.1	106.9	109.3	110.1	109.7
Online	119.2	113.0	116.6	131.0	118.8	100.9	118.5	113.2	119.5	101.6	106.0	124.7	115.0	116.1	118.7	117.2	109.4	117.4	112.9	115.0
Existing Store Retail + Online	111.2	106.1	113.8	111.7	109.1	106.8	108.2	111.9	112.3	103.8	102.2	111.6	109.2	110.2	109.7	111.0	106.0	110.0	108.5	109.2
Existing Store Retail	107.4	102.7	112.4	101.9	103.7	111.8	103.6	111.6	108.3	106.2	99.0	104.6	106.1	107.3	104.8	107.9	103.9	106.1	106.1	106.1
Existing Store Online	118.5	112.5	116.1	130.5	118.4	99.8	117.7	112.4	118.8	101.0	105.3	123.8	114.4	115.6	118.0	116.5	108.7	116.8	112.2	114.4
Ave. Spending per Customer																				
Retail + Online	101.6	101.5	101.5	100.0	101.3	104.7	97.8	101.0	101.0	101.4	101.4	101.2	101.3	101.5	101.8	100.1	101.6	101.7	101.1	101.3
Retail	101.0	101.3	99.7	101.7	102.2	99.7	98.8	100.9	102.0	99.4	102.7	103.1	101.4	100.7	102.0	100.7	101.5	101.4	101.3	101.4
Online	107.0	104.5	106.9	101.9	102.5	113.0	97.4	100.3	100.7	103.7	101.3	102.0	103.0	106.2	104.6	99.6	102.8	105.3	101.5	103.0
Existing Store Retail + Online	102.4	102.3	102.5	100.9	102.3	105.0	98.2	101.4	102.0	102.2	102.1	102.5	102.0	102.4	102.3	100.7	102.6	102.4	101.8	102.0
Existing Store Retail	102.4	102.8	101.4	103.3	104.0	100.7	100.2	102.2	104.0	101.0	104.3	106.1	102.9	102.2	103.4	102.3	103.7	102.8	103.1	102.9
Existing Store Online	106.7	104.4	106.8	101.7	102.4	111.0	97.0	99.5	100.6	103.0	100.9	101.1	102.5	106.0	103.9	99.2	102.1	104.9	101.0	102.5

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	111.4	118.1	-	-	-	-
Retail + Online	114.0	119.0	-	-	-	-
Retail	111.3	114.3	103.9	114.0	107.1	100.3
Online	120.9	129.3	-	-	-	-
Existing Store Retail + Online	113.5	116.5	-	-	-	-
Existing Store Retail	111.4	110.2	102.9	106.3	108.3	103.7
Existing Store Online	118.6	129.7	-	-	-	-

Sales Summary

In March, total company sales increased by 16.2%, and existing store sales of retail + online also increased by 14.6% YoY.

With the rise in temperatures, movement in spring apparel was revitalized, and same-store sales exceeded the previous year's level for the 15th consecutive month. In addition to jackets, pants, and other items, there were notable movements in lightweight clothing such as shirts, cut and sewn tops, and knits, as well as shoes and bags.

The preliminary figures do not include the impact of changes in revenue recognition standards. The impact of the change in revenue recognition standards will be reflected in the confirmed figures, which will be down by a few points from the preliminary figures. The confirm report for February 2025 shows 2.8 pts. decrease in company-wide sales and 3.4 pts. decrease in same-store-sales of retail + online versus the preliminary figures. In addition, the renewal of the membership program in August 2023 had an additional negative impact on YoY sales from April 2024 to July 2024 due to the difference in point return rates between the old and new systems.

Total sales of COEN CO., LTD. decreased by 3.9% YoY.

- 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)											
		2024						2025					
		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end		278	278	278	279	278	285	285	283	283	281	283	291
Retail		197	197	197	198	198	204	204	204	204	202	203	211
Online		54	54	54	54	54	55	55	52	52	52	53	53
Outlet		27	27	27	27	26	26	26	27	27	27	27	27
Number of Existing Store at Month-end		232	237	236	232	224	223	239	237	239	206	221	234
Retail		182	186	185	181	172	170	186	187	189	156	171	184
Online		50	51	51	51	52	53	53	50	50	50	50	50

Store Opening and Closing

[Retail] Newly opened 8, Renovated 3

[Online] None

[Outlet] Renovated 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	'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
	'23/4 ~ '24/3	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
Retail	'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
	'23/4 ~ '24/3	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
Online	'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
	'23/4 ~ '24/3	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
Purchasing Customers																					
Retail + Online	'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
	'23/4 ~ '24/3	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
Retail	'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
	'23/4 ~ '24/3	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
Online	'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
	'23/4 ~ '24/3	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	'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
	'23/4 ~ '24/3	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
Retail	'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
	'23/4 ~ '24/3	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
Online	'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
	'23/4 ~ '24/3	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