

Monthly Sales Report for April 2025, FY 2026

Sales Results (YoY)

Company Total	107.7%
Existing Store Retail + Online	102.6%

- 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

(%)

	2025 Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2026 Jan.	Feb.	Mar.	Total by Apr.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																				
Company Total	107.7												107.7							
Business Units	104.2												104.2							
Retail + Online	105.4												105.4							
Retail	107.7												107.7							
Online	100.0												100.0							
Existing Store Retail + Online	102.6												102.6							
Existing Store Retail	104.3												104.3							
Existing Store Online	98.8												98.8							
Outlet, Other	112.6												112.6							
Purchasing Customers																				
Retail + Online	100.0												100.0							
Retail	104.2												104.2							
Online	92.2												92.2							
Existing Store Retail + Online	95.1												95.1							
Existing Store Retail	97.2												97.2							
Existing Store Online	91.3												91.3							
Ave. Spending per Customer																				
Retail + Online	105.6												105.6							
Retail	103.3												103.3							
Online	107.8												107.8							
Existing Store Retail + Online	107.8												107.8							
Existing Store Retail	107.3												107.3							
Existing Store Online	106.8												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	100.2	108.3	-	-	-	-
Retail + Online	101.5	109.2	-	-	-	-
Retail	106.1	110.7	98.0	110.9	108.3	99.8
Online	90.0	106.1	-	-	-	-
Existing Store Retail + Online	99.6	104.6	-	-	-	-
Existing Store Retail	104.6	103.7	95.2	99.4	109.9	104.3
Existing Store Online	87.8	106.6	-	-	-	-

Sales Summary

Total company sales increased by 7.7% to a year ago. Existing store sales of retail and online increased by 2.6% year on year.

Although sales of light clothing for early summer were sluggish due to lower temperatures than the same month last year, sales of jackets and suits for men and jackets and pants for women were strong. The number of purchasing customers was lower than the previous year, but average spending per customer increased as reflection of weak movement of low-priced light clothing.

The preliminary figures do not include the impact of the change in revenue recognition standards. The impact of the change in revenue recognition standards will be reflected in the final report, which will be a few points lower than the preliminary report. The final report for March 2025 showed that both company-wide sales and retail + online same-store sales were 2.7 points below the preliminary figure.

Total sales of COEN CO., LTD. decreased by 9.5% 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, etc.
- Basic Trend-conscious Market: green label relaxing, CITEN

Number of Stores

(Stores)

	2025										2026		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Number of Stores at Month-end	297												
Retail	216												
Online	54												
Outlet	27												
Number of Existing Store at Month-end	242												
Retail	192												
Online	50												

Store Opening and Closing

[Retail] Newly opened 5

[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 Apr.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
Retail + Online	'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	123.5	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	108.6	109.1	105.8	104.4	103.3	107.5	103.9	105.5
	'24/4~'25/3	114.3	108.9	116.0	114.1	112.3	111.2	106.6	112.1	114.3	106.0	105.4	111.9	114.3	113.0	112.7	111.3	108.1	112.8	109.9	111.2
Retail	'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	134.4	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	109.8	110.0	109.7	103.3	103.6	109.9	103.4	106.3
	'24/4~'25/3	110.0	105.6	114.0	105.3	107.8	112.7	103.8	114.0	112.6	107.3	103.3	109.2	110.0	109.7	108.3	110.4	107.1	109.1	109.0	109.0
Online	'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	102.3	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	105.6	106.9	98.5	107.0	102.7	102.7	104.9	103.9
	'24/4~'25/3	125.4	116.6	120.4	132.8	121.1	108.3	113.4	107.8	118.1	104.2	108.7	118.4	125.4	120.6	121.6	113.3	109.9	121.1	111.6	115.7
Purchasing Customers																					
Retail + Online	'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	112.5	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	98.4	98.3	99.1	101.2	101.8	98.7	101.5	100.1
	'24/4~'25/3	111.2	106.1	113.8	111.7	109.1	106.8	108.2	111.9	112.3	103.8	102.2	111.6	111.2	110.2	109.7	111.0	106.0	110.0	108.5	109.2
Retail	'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	124.6	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	99.8	100.1	102.9	99.5	98.7	101.4	99.1	100.3
	'24/4~'25/3	107.4	102.7	112.4	101.9	103.7	111.8	103.6	111.6	108.3	106.2	99.0	104.6	107.4	107.3	104.8	107.9	103.9	106.1	106.1	106.1
Online	'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	93.8	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	95.7	95.1	93.1	104.3	106.0	94.1	105.2	99.8
	'24/4~'25/3	118.5	112.5	116.1	130.5	118.4	99.8	117.7	112.4	118.8	101.0	105.3	123.8	118.5	115.6	118.0	116.5	108.7	116.8	112.2	114.4
Ave. Spending per Customer																					
Retail + Online	'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	110.7	110.8	107.5	104.3	102.9	109.3	103.6	106.2
	'24/4~'25/3	102.4	102.3	102.5	100.9	102.3	105.0	98.2	101.4	102.0	102.2	102.1	100.3	102.4	102.4	102.3	100.7	101.7	102.4	101.4	101.8
Retail	'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	107.8	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	110.1	109.9	106.6	103.8	104.9	108.3	104.3	106.0
	'24/4~'25/3	102.4	102.8	101.4	103.3	104.0	100.7	100.2	102.2	104.0	101.0	104.3	104.4	102.4	102.2	103.4	102.3	103.0	102.8	102.8	102.8
Online	'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	105.6	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	110.8	111.4	106.5	107.6	101.2	109.0	104.3	106.8
	'24/4~'25/3	106.7	104.4	106.8	101.7	102.4	111.0	97.0	99.5	100.6	103.0	100.9	97.3	106.7	106.0	103.9	99.2	100.8	104.9	100.4	102.2