

Monthly Sales Report for July 2025, FY 2026

Sales Results (YoY)		
Company Total	110.4%	
Existing Store Retail + Online	105.6%	

- 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												Total by Jul.	2026				(%)		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																				
Company Total	104.4	111.9	109.0	110.4									108.9	108.4						
Business Units	102.5	110.7	108.6	107.2									107.3	107.3						
Retail + Online	102.4	110.7	109.2	108.3									107.7	107.5						
Retail	105.2	113.0	109.8	107.3									108.8	109.3						
Online	95.8	105.7	108.0	110.0									105.3	103.4						
Existing Store Retail + Online	99.6	107.0	106.4	105.6									104.7	104.3						
Existing Store Retail	101.8	108.3	106.1	103.4									104.9	105.4						
Existing Store Online	94.6	104.3	107.0	109.2									104.2	102.1						
Outlet, Other	112.4	116.4	108.5	113.9									112.8	112.5						
Purchasing Customers																				
Retail + Online	103.3	109.3	108.3	102.9									105.8	107.1						
Retail	104.9	110.1	107.3	102.0									105.8	107.5						
Online	100.5	107.8	110.0	104.5									105.7	106.3						
Existing Store Retail + Online	98.4	103.8	103.7	99.2									101.2	102.1						
Existing Store Retail	97.7	102.1	100.5	96.2									99.0	100.2						
Existing Store Online	99.6	106.8	109.1	103.9									104.9	105.4						
Ave. Spending per Customer																				
Retail + Online	99.7	102.3	100.5	104.7									102.0	100.8						
Retail	100.4	102.6	102.3	105.2									102.8	101.7						
Online	96.2	100.7	96.4	104.2									99.6	97.7						
Existing Store Retail + Online	101.6	103.8	101.8	105.6									103.3	102.3						
Existing Store Retail	104.2	106.1	105.5	107.5									105.9	105.2						
Existing Store Online	95.2	99.6	95.7	103.7									98.8	96.7						

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	109.2	-	-	-	-		
Retail + Online	105.1	109.9	-	-	-	-		
Retail	106.0	109.9	98.0	106.1	108.2	103.5		
Online	103.4	109.9	-	-	-	-		
Existing Store Retail + Online	102.3	107.1	-	-	-	-		
Existing Store Retail	102.5	105.2	93.9	98.5	109.1	106.8		
Existing Store Online	102.0	110.3	-	-	-	-		

Sales Summary

In July, total company sales increased by 10.4%, and existing store sales of retail + online also increased by 5.6% YoY.

Both full-price and discount sales exceeded the previous year's level in this month, and same-store sales at retail and online increased year-on-year. As temperatures rose, summer items such as shirts, cut-and-sewn tops and sandals sold well, and there was a continuing high demand for smart casual items such as jackets and pants. The average spending per customer at existing stores was also high, at 105.6% of the previous year's level, due to strong sales of high-priced heavy clothing and strong growth in full-price sales.

The preliminary figures do not include the impact of changes in revenue recognition standards. The impact of changes in revenue recognition standards will be reflected in the final figures, which will be down by a few points from the preliminary figures. The confirm report for June 2025 shows 4.0 pts. decrease in company-wide sales and 2.9 pts. decrease in same-store-sales of retail + online versus the preliminary figures.

Total sales of COEN CO., LTD. decreased by 9.7% 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	300	300	300								
Retail	216	219	219	219								
Online	54	54	54	54								
Outlet	27	27	27	27								
Number of Existing Store at Month-end	242	243	242	236								
Retail	192	192	191	185								
Online	50	51	51	51								

Store Opening and Closing

[Retail] Newly opened 1, Closed 1

[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 Jul.	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	115.7	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	110.1	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	113.3	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	127.8	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	111.8	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	108.6	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	95.2	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	106.1	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	123.9	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	102.1	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	101.2	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	110.7	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	112.7	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	103.5	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	105.7	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	86.6	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	96.8	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	120.0	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	114.8	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	108.9	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	102.0	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	113.5	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	108.0	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	102.7	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	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	109.0	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	104.5	106.0	103.9	99.2	100.8	104.9	100.4	102.2