

Monthly Sales Report for November 2025, FY 2026

Sales Results (YoY)		
Company Total		120.0%
Existing Store Retail + Online		113.7%

- 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

Sales Data		2025											2026											Total by	1Q				2Q				3Q				4Q				1H		2H		Full FY	(%)
		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Nov.	1Q	2Q	3Q	4Q	1H	2H	Full FY	(%)																								
Sales																																														
Company Total		104.4	111.9	109.0	107.0	119.8	104.3	114.4	120.0					111.5	108.4	109.7			109.0																											
Business Units		102.5	110.7	108.6	105.4	123.4	102.9	113.8	115.9					110.2	107.3	109.3			108.2																											
Retail + Online		102.4	110.7	109.2	105.3	123.2	102.9	114.2	117.4					110.6	107.5	109.2			108.3																											
Retail		105.2	113.0	109.8	105.4	123.6	103.4	115.5	119.9					112.0	109.3	109.4			109.4																											
Online		95.8	105.7	108.0	105.2	122.4	101.9	111.0	111.5					107.5	103.4	108.8			106.0																											
Existing Store Retail + Online		99.6	107.0	106.4	102.5	118.7	99.9	110.9	113.7					107.3	104.3	106.0			105.1																											
Existing Store Retail		101.8	108.3	106.1	101.3	117.2	98.9	111.1	114.9					107.6	105.4	104.6			105.1																											
Existing Store Online		94.6	104.3	107.0	104.4	121.4	102.1	110.6	111.0					106.7	102.1	108.4			105.2																											
Outlet, Other		112.4	116.4	108.5	113.8	119.4	112.7	118.8	126.7					116.8	112.5	115.4			113.8																											
Purchasing Customers																																														
Retail + Online		103.3	109.3	108.3	102.9	126.4	104.4	112.0	107.6					108.8	107.1	110.1			108.6																											
Retail		104.9	110.1	107.3	102.0	127.2	102.3	113.2	112.6					109.5	107.5	109.3			108.4																											
Online		100.5	107.8	110.0	104.5	125.0	108.4	109.7	98.0					107.7	106.3	111.4			108.9																											
Existing Store Retail + Online		98.4	103.8	103.7	99.2	120.3	100.4	107.2	102.0					103.9	102.1	105.6			103.8																											
Existing Store Retail		97.7	102.1	100.5	96.2	117.7	95.7	106.0	104.3					102.1	100.2	102.2			101.1																											
Existing Store Online		99.6	106.8	109.1	103.9	124.1	108.0	109.2	97.7					107.0	105.4	110.8			108.1																											
Ave. Spending per Customer																																														
Retail + Online		99.7	102.3	100.5	102.4	97.6	99.0	102.0	108.1					101.6	100.8	99.4			100.0																											
Retail		100.4	102.6	102.3	103.3	97.2	101.0	102.1	106.5					102.2	101.7	100.1			100.9																											
Online		96.2	100.7	96.4	101.0	98.2	95.3	100.6	107.3					99.2	97.7	98.3			97.9																											
Existing Store Retail + Online		101.6	103.8	101.8	103.1	98.4	99.7	103.4	110.1					103.0	102.3	100.2			101.2																											
Existing Store Retail		104.2	106.1	105.5	105.4	99.6	103.3	104.7	110.1					105.3	105.2	102.4			103.9																											
Existing Store Online		95.2	99.6	95.7	100.4	97.5	95.7	100.6	107.3					98.8	96.7	98.0			97.2																											

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	115.6	111.5	-	-	-	-
Retail + Online	117.2	113.0	-	-	-	-
Retail	121.1	117.8	110.2	114.9	109.9	102.5
Online	107.4	102.8	-	-	-	-
Existing Store Retail + Online	114.0	108.3	-	-	-	-
Existing Store Retail	117.1	110.7	105.8	102.9	110.7	107.5
Existing Store Online	106.4	103.2	-	-	-	-

Sales Summary

In November, total company sales increased by 20.0%, and existing store sales of retail + online also increased by 13.7% YoY.

Temperatures remained lower compared to the previous year, resulting in steady sales of jackets and pants, along with strong performance in winter categories such as knitwear, outerwear, and scarves. The difference in the number of holidays versus last year also contributed to this trend, with physical stores showing particularly strong momentum. Both customer traffic and average transaction value exceeded prior-year levels.

Compared to the same month last year, there were two additional holidays, which is estimated to have had a positive impact of approximately 3.5 percentage points on the year-over-year sales performance of existing stores, including both retail and online.

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 October 2025 shows 2.4 pts. decrease in company-wide sales and 2.2 pts. Decrease in same-store-sales of retail + online versus the preliminary figures.

Total sales of COEN CO., LTD. decreased by 5.5% 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		299	302	302	302	303	308	314	315											
Retail		216	219	219	219	219	224	228	229											
Online		54	54	54	54	54	54	55	55											
Outlet		29	29	29	29	30	30	31	31											
Number of Existing Store at Month-end		242	243	242	236	227	226	243	248											
Retail		192	192	191	185	176	175	191	196											
Online		50	51	51	51	51	51	52	52											

Store Opening and Closing

[Retail] Newly opened 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 Nov.	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	113.4	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	107.6	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	111.8	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	120.6	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	108.9	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	109.1	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	100.2	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	104.8	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	117.9	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	101.9	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	99.6	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	110.0	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	111.0	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	101.6	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	106.5	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	88.4	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	96.2	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	116.4	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	111.6	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	108.6	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	101.7	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	108.6	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	107.2	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	110.0	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	110.3	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	102.9	106.0	103.9	99.2	100.8	104.9	100.4	102.2	