UNITED ARROWS LTD.

March 3, 2026

Monthly Sales Report for February 2026, FY 2026

Sales Results (YoY)	
Company Total	117.5%
Existing Store Retail + Online	112.9%

・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 Feb.	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	116.9	106.3	112.5	117.5		111.1	108.4	109.7	112.3		109.0		
Business Units	102.5	110.7	108.6	105.4	123.4	102.9	113.8	114.7	107.2	113.5	114.7		110.3	107.3	109.3	111.6		108.2		
Retail + Online	102.4	110.7	109.2	105.3	123.2	102.9	114.3	115.4	107.3	114.2	116.7		110.7	107.5	109.2	112.0		108.3		
Retail	105.2	113.0	109.8	105.4	123.6	103.4	115.7	118.1	105.5	113.2	117.3		111.4	109.3	109.4	112.7		109.4		
Online	95.8	105.7	108.0	105.2	122.4	101.9	111.0	108.8	111.0	116.1	115.6		109.3	103.4	108.8	110.3		106.0		
Existing Store Retail + Online	99.6	107.0	106.4	102.5	118.7	99.9	111.0	111.6	104.2	110.8	112.9		107.4	104.3	106.0	108.6		105.1		
Existing Store Retail	101.8	108.3	106.1	101.3	117.2	98.9	111.1	113.0	101.1	108.0	111.6		106.8	105.4	104.6	108.1		105.1		
Existing Store Online	94.6	104.3	107.0	104.4	121.4	102.1	110.6	108.3	110.3	115.2	114.8		108.5	102.1	108.4	109.7		105.2		
Outlet, Other	112.4	116.4	108.5	113.8	119.4	112.7	118.8	127.7	99.7	111.3	119.5		114.5	112.5	115.4	115.7		113.8		
Purchasing Customers																				
Retail + Online	103.3	109.3	108.3	102.9	126.4	104.4	112.0	107.6	107.3	110.4	113.2		109.1	107.1	110.1	108.8		108.6		
Retail	104.9	110.1	107.3	102.0	127.2	102.3	113.2	112.6	106.5	111.3	115.2		109.7	107.5	109.3	110.6		108.4		
Online	100.5	107.8	110.0	104.5	125.0	108.4	109.7	98.0	108.5	109.0	110.9		108.2	106.3	111.4	105.6		108.9		
Existing Store Retail + Online	98.4	103.8	103.7	99.2	120.3	100.4	107.2	102.0	102.6	105.8	108.8		104.3	102.1	105.6	103.7		103.8		
Existing Store Retail	97.7	102.1	100.5	96.2	117.7	95.7	106.1	104.3	98.9	103.7	107.0		102.2	100.2	102.2	102.8		101.1		
Existing Store Online	99.6	106.8	109.1	103.9	124.1	108.0	109.2	97.7	108.1	108.7	110.6		107.6	105.4	110.8	105.2		108.1		
Ave. Spending per Customer																				
Retail + Online	99.7	102.3	100.5	102.4	97.6	99.0	102.1	106.3	99.6	102.8	103.3		101.4	100.8	99.4	102.5		100.0		
Retail	100.4	102.6	102.3	103.3	97.2	101.0	102.2	104.9	99.0	101.7	101.8		101.5	101.7	100.1	102.0		100.9		
Online	96.2	100.7	96.4	101.0	98.2	95.3	100.6	105.2	101.7	104.7	104.5		100.4	97.7	98.3	102.3		97.9		
Existing Store Retail + Online	101.6	103.8	101.8	103.1	98.4	99.7	103.4	108.3	101.1	103.9	103.8		102.6	102.3	100.2	104.1		101.2		
Existing Store Retail	104.2	106.1	105.5	105.4	99.6	103.3	104.7	108.4	102.2	104.1	104.4		104.5	105.2	102.4	105.1		103.9		
Existing Store Online	95.2	99.6	95.7	100.4	97.5	95.7	100.6	105.3	101.8	104.7	104.4		100.1	96.7	98.0	102.4		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	114.2	111.2	-	-	-	-
Retail + Online	116.5	112.6	-	-	-	-
Retail	118.8	114.4	112.4	118.2	105.8	96.8
Online	112.4	109.7	-	-	-	-
Existing Store Retail + Online	112.3	109.1	-	-	-	-
Existing Store Retail	113.1	108.8	107.6	106.3	105.1	102.3
Existing Store Online	111.2	109.7	-	-	-	-

・ 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

Sales Summary

In February, total company sales increased by 17.5%, and existing store sales of retail + online also increased by 12.9% YoY.

During the month, rising temperatures stimulated demand for spring merchandise, leading to year-on-year increases in sales, customer traffic, and average spending at existing stores. In addition to spring outerwear, business-casual items such as jackets and pants, as well as lightweight apparel including shirts, cut-and-sewn, and knitwear, performed strongly. Shoes and bags also showed solid 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 January 2026 shows 3.8 pts. decrease in company-wide sales and 3.2 pts. decrease in same-store-sales of retail+online versus the preliminary figures.

In addition, following the completion of the share transfer on March 2, 2026, the year-on-year disclosure for COEN CO., LTD. has been discontinued.

Number of Stores

(Stores)

	2025 Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2026 Jan.	Feb.	Mar.
Number of Stores at Month-end	299	302	302	302	303	308	314	316	316	313	312	
Retail	216	219	219	219	219	224	228	229	229	226	225	
Online	54	54	54	54	54	54	55	55	55	55	55	
Outlet	29	29	29	29	30	30	31	32	32	32	32	
Number of Existing Store at Month-end	242	244	242	235	227	226	244	249	246	231	227	
Retail	192	193	191	184	176	175	192	197	194	179	175	
Online	50	51	51	51	51	51	52	52	52	52	52	

Store Opening and Closing

[Retail] 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 Feb.	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	110.0	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	105.6	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	111.6	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	115.5	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	106.5	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	109.4	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	99.8	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	103.7	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	116.1	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	99.7	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	109.5	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	106.5	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
	'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	106.7	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	89.5	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	98.4	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	114.4	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	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	106.7	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	101.9	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	108.4	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	106.1	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	102.6	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	108.2	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	107.6	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	102.8	106.0	103.9	99.2	100.8	104.9	100.4	102.2