

Monthly Sales Report for May 2026, FY 2027

Sales Results (YoY)	
Company Total	116.3%
Existing Store Retail + Online	110.8%

- 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

	2026		2027										Total by May	1Q	2Q	3Q	4Q	1H	2H	Full FY
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.								
Sales																				
Company Total	113.4	116.3												114.9						
Business Units	111.6	111.8												111.7						
Retail + Online	111.4	113.3												112.4						
Retail	109.5	114.5												112.1						
Online	116.4	110.5												113.2						
Existing Store Retail + Online	108.7	110.8												109.8						
Existing Store Retail	105.9	111.2												108.6						
Existing Store Online	115.7	109.9												112.6						
Outlet, Other	119.1	124.1												121.6						
Purchasing Customers																				
Retail + Online	105.3	105.7												105.5						
Retail	105.1	110.0												107.7						
Online	105.7	97.8												101.4						
Existing Store Retail + Online	102.6	102.9												102.8						
Existing Store Retail	101.0	105.8												103.5						
Existing Store Online	105.6	97.9												101.4						
Ave. Spending per Customer																				
Retail + Online	105.0	106.0												105.5						
Retail	104.1	104.2												104.1						
Online	107.8	107.1												107.5						
Existing Store Retail + Online	105.1	106.5												105.8						
Existing Store Retail	104.8	105.2												104.9						
Existing Store Online	107.8	107.0												107.5						

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		110.9		108.5		-		-		-		-
Retail + Online		112.8		109.3		-		-		-		-
Retail		115.5		112.8		108.9		111.0		106.1		101.6
Online		105.8		102.1		-		-		-		-
Existing Store Retail + Online		109.7		107.4		-		-		-		-
Existing Store Retail		111.8		110.2		105.0		106.6		106.5		103.4
Existing Store Online		104.8		102.1		-		-		-		-

- 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, etc.
- Basic Trend-conscious Market: green label relaxing, CITEN

Sales Summary

In May, total company sales increased by 16.3%, and existing store sales of retail + online also increased by 10.8% YoY.

As temperatures increased, demand for early-summer and peak-summer merchandise strengthened. In both menswear and womenswear, shirts, cut-and-sewn items, and sandals performed well, while stable demand was also observed for business-casual items such as jackets and pants.

Favorable weather conditions and the difference in the number of holidays compared with the previous year particularly contributed to strong growth in retail sales.

There were two more holidays than in the same month last year, which is estimated to have had a positive impact of approximately 2.8 percentage points on the year-on-year growth of same-store sales for retail and online channels combined.

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 April 2026 shows 2.3 pts. decrease in company-wide sales and 3.0 pts.

Number of Stores

(Stores)

	2026						2027					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	320	323										
Retail	233	236										
Online	55	55										
Outlet	32	32										
Number of Existing Store at Month-end	254	256										
Retail	201	202										
Online	53	54										

Store Opening and Closing

[Retail] Newly opened 3, Relocated 2

[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 May.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
Retail + Online	'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	108.4	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	111.5	113.0	112.7	111.3	108.1	112.8	109.9	111.2
	'25/4 ~ '26/3	99.6	107.0	106.4	102.5	118.7	99.9	111.0	111.6	104.2	110.8	109.4	103.7	103.3	104.3	106.0	108.6	107.7	105.1	108.2	106.8
Retail	'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	109.0	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	107.7	109.7	108.3	110.4	107.1	109.1	109.0	109.0
	'25/4 ~ '26/3	101.8	108.3	106.1	101.3	117.2	98.9	111.1	113.0	101.1	108.0	109.1	102.2	105.1	105.4	104.6	108.1	105.9	105.1	107.2	106.2
Online	'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	106.9	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	120.7	120.6	121.6	113.3	109.9	121.1	111.6	115.7
	'25/4 ~ '26/3	94.6	104.3	107.0	104.4	121.4	102.1	110.6	108.3	110.3	115.2	109.9	106.7	99.6	102.1	108.4	109.7	110.8	105.2	110.3	108.0
Purchasing Customers																					
Retail + Online	'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	97.8	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	108.4	110.2	109.7	111.0	106.0	110.0	108.5	109.2
	'25/4 ~ '26/3	98.4	103.8	103.7	99.2	120.3	100.4	107.2	102.0	102.6	105.8	108.8	99.7	101.2	102.1	105.6	103.7	104.4	103.8	104.1	103.9
Retail	'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	99.3	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	104.9	107.3	104.8	107.9	103.9	106.1	106.1	106.1
	'25/4 ~ '26/3	97.7	102.1	100.5	96.2	117.7	95.7	106.1	104.3	98.9	103.7	107.0	99.9	100.0	100.2	102.2	102.8	103.0	101.1	102.9	102.0
Online	'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	94.9	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	115.3	115.6	118.0	116.5	108.7	116.8	112.2	114.4
	'25/4 ~ '26/3	99.6	106.8	109.1	103.9	124.1	108.0	109.2	97.7	108.1	108.7	110.6	99.3	103.4	105.4	110.8	105.2	106.2	108.1	105.7	106.9
Ave. Spending per Customer																					
Retail + Online	'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
	'25/4 ~ '26/3	101.6	103.8	101.8	103.1	98.4	99.7	103.4	108.3	101.1	103.9	101.2	103.4	102.6	102.3	100.2	104.1	102.8	101.2	103.5	102.5
Retail	'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	109.7	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
	'25/4 ~ '26/3	104.2	106.1	105.5	105.4	99.6	103.3	104.7	108.4	102.2	104.1	102.0	102.3	105.0	105.2	102.4	105.1	102.8	103.9	104.1	104.1
Online	'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	112.1	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	105.6	106.0	103.9	99.2	100.8	104.9	100.4	102.2
	'25/4 ~ '26/3	95.2	99.6	95.7	100.4	97.5	95.7	100.6	105.3	101.8	104.7	101.1	106.0	97.3	96.7	98.0	102.4	104.0	97.2	103.1	100.4