

## Monthly Sales Report for July 2026, FY 2027

## Sales Results (YoY)

|                                |        |
|--------------------------------|--------|
| Company Total                  | 109.6% |
| Existing Store Retail + Online | 106.5% |

- 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 |    |    |    |    |    |         |  |
|--------------------------------|-------|-------|-------|-------|------|------|------|------|------|------|------|------|-------|----------|----|----|----|----|----|---------|--|
|                                | Apr.  | May   | Jun.  | Jul.  | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Jul.  | 1Q       | 2Q | 3Q | 4Q | 1H | 2H | Full FY |  |
| Sales                          |       |       |       |       |      |      |      |      |      |      |      |      |       |          |    |    |    |    |    |         |  |
| Company Total                  | 113.4 | 113.9 | 101.4 | 109.6 |      |      |      |      |      |      |      |      | 109.6 | 109.6    |    |    |    |    |    |         |  |
| Business Units                 | 111.6 | 111.2 | 102.3 | 107.6 |      |      |      |      |      |      |      |      | 108.1 | 108.3    |    |    |    |    |    |         |  |
| Retail + Online                | 111.4 | 111.4 | 102.3 | 109.0 |      |      |      |      |      |      |      |      | 108.5 | 108.3    |    |    |    |    |    |         |  |
| Retail                         | 109.5 | 113.2 | 95.4  | 107.6 |      |      |      |      |      |      |      |      | 106.4 | 106.0    |    |    |    |    |    |         |  |
| Online                         | 116.4 | 107.3 | 117.4 | 111.5 |      |      |      |      |      |      |      |      | 113.0 | 113.6    |    |    |    |    |    |         |  |
| Existing Store Retail + Online | 108.7 | 108.8 | 100.4 | 106.5 |      |      |      |      |      |      |      |      | 106.1 | 105.9    |    |    |    |    |    |         |  |
| Existing Store Retail          | 105.9 | 109.8 | 92.0  | 103.7 |      |      |      |      |      |      |      |      | 102.9 | 102.7    |    |    |    |    |    |         |  |
| Existing Store Online          | 115.7 | 106.7 | 117.0 | 111.1 |      |      |      |      |      |      |      |      | 112.5 | 113.1    |    |    |    |    |    |         |  |
| Outlet, Other                  | 119.1 | 124.7 | 96.4  | 109.3 |      |      |      |      |      |      |      |      | 113.0 | 114.1    |    |    |    |    |    |         |  |
| Purchasing Customers           |       |       |       |       |      |      |      |      |      |      |      |      |       |          |    |    |    |    |    |         |  |
| Retail + Online                | 105.3 | 105.7 | 97.7  | 101.8 |      |      |      |      |      |      |      |      | 102.5 | 102.8    |    |    |    |    |    |         |  |
| Retail                         | 105.1 | 110.0 | 89.4  | 101.0 |      |      |      |      |      |      |      |      | 101.3 | 101.4    |    |    |    |    |    |         |  |
| Online                         | 105.7 | 97.8  | 112.2 | 103.1 |      |      |      |      |      |      |      |      | 104.6 | 105.3    |    |    |    |    |    |         |  |
| Existing Store Retail + Online | 102.6 | 102.9 | 95.8  | 99.0  |      |      |      |      |      |      |      |      | 99.9  | 100.3    |    |    |    |    |    |         |  |
| Existing Store Retail          | 101.0 | 105.8 | 85.5  | 96.2  |      |      |      |      |      |      |      |      | 97.1  | 97.4     |    |    |    |    |    |         |  |
| Existing Store Online          | 105.6 | 97.9  | 112.1 | 103.1 |      |      |      |      |      |      |      |      | 104.6 | 105.3    |    |    |    |    |    |         |  |
| Ave. Spending per Customer     |       |       |       |       |      |      |      |      |      |      |      |      |       |          |    |    |    |    |    |         |  |
| Retail + Online                | 105.0 | 104.4 | 103.5 | 106.2 |      |      |      |      |      |      |      |      | 104.9 | 104.4    |    |    |    |    |    |         |  |
| Retail                         | 104.1 | 102.9 | 106.6 | 106.5 |      |      |      |      |      |      |      |      | 105.0 | 104.5    |    |    |    |    |    |         |  |
| Online                         | 107.8 | 104.2 | 104.8 | 106.0 |      |      |      |      |      |      |      |      | 105.7 | 105.5    |    |    |    |    |    |         |  |
| Existing Store Retail + Online | 105.1 | 104.7 | 103.5 | 106.6 |      |      |      |      |      |      |      |      | 105.1 | 104.5    |    |    |    |    |    |         |  |
| Existing Store Retail          | 104.8 | 103.8 | 107.6 | 107.8 |      |      |      |      |      |      |      |      | 106.0 | 105.4    |    |    |    |    |    |         |  |
| Existing Store Online          | 107.8 | 104.1 | 104.8 | 106.0 |      |      |      |      |      |      |      |      | 105.7 | 105.5    |    |    |    |    |    |         |  |

## 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                 | 107.2                  | 104.1                        | -                      | -                            | -                          | -                            |
| Retail + Online                | 108.9                  | 104.9                        | -                      | -                            | -                          | -                            |
| Retail                         | 109.5                  | 104.1                        | 101.1                  | 100.9                        | 108.3                      | 103.1                        |
| Online                         | 107.7                  | 106.4                        | -                      | -                            | -                          | -                            |
| Existing Store Retail + Online | 105.8                  | 103.3                        | -                      | -                            | -                          | -                            |
| Existing Store Retail          | 105.0                  | 101.4                        | 95.6                   | 96.7                         | 109.8                      | 104.8                        |
| Existing Store Online          | 107.1                  | 106.4                        | -                      | -                            | -                          | -                            |

## Sales Summary

Total company sales increased by 9.6% YoY, while existing store sales of retail + online rose by 6.5% YoY.

In July, customer traffic declined year-on-year due to the summer discount sale starting one week later than in the previous year. However, average spending per customer increased as full-price sales performed strongly, driven mainly by summer and peak-summer merchandise. As a result, existing store sales exceeded the level of the same month last year.

By category, sales were strong for summer apparel items such as shirts, cut-and-sewn tops, and pants, as well as jackets.

In addition, three stores were temporarily closed due to the impact of the Kumamoto earthquakes and were therefore excluded from the existing store calculation.

The preliminary figures do not include the impact of changes in revenue recognition standards. The impact of these changes will be reflected in the final figures and is expected to reduce the preliminary figures by a few percentage points. In the confirmed results for June 2026, total company sales and existing store sales of retail + online decreased by 3.1 percentage points and 2.4 percentage points, respectively, compared with the preliminary figures.

- 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

| 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 | 323  | 323  |      |      |      |      |      |      |      |      |
| Retail                                |  | 233      | 236 | 236  | 236  |      |      |      |      |      |      |      |      |
| Online                                |  | 55       | 55  | 55   | 55   |      |      |      |      |      |      |      |      |
| Outlet                                |  | 32       | 32  | 32   | 32   |      |      |      |      |      |      |      |      |
| Number of Existing Store at Month-end |  | 254      | 256 | 252  | 253  |      |      |      |      |      |      |      |      |
| Retail                                |  | 201      | 202 | 198  | 199  |      |      |      |      |      |      |      |      |
| Online                                |  | 53       | 54  | 54   | 54   |      |      |      |      |      |      |      |      |

Store Opening and Closing

[Retail] Relocated<sup>1</sup>

[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 |             |       |       |       |       |       |       |       |       |       |       |       |       |       | Total by Jul. |       |       |       |       |       |         |  | ( % ) |
|-------------------------------------------|-------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------------|-------|-------|-------|-------|-------|---------|--|-------|
|                                           |             | Apr.  | May   | Jun.  | Jul.  | Aug.  | Sep.  | Oct.  | Nov.  | Dec.  | Jan.  | Feb.  | Mar.  | 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 | 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   |  |       |
|                                           | '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 | 103.9 | 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 | 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   |  |       |
|                                           | '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 | 104.4 | 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  | 106.1 | 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   |  |       |
|                                           | '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 | 102.8 | 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 | 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   |  |       |
|                                           | '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  | 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   |  |       |
|                                           | '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  | 99.0  | 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 | 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   |  |       |
|                                           | '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  | 104.9 | 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 | 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   |  |       |
|                                           | '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 | 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   |  |       |
|                                           | '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 | 105.4 | 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 | 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   |  |       |
|                                           | '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 | 97.8  | 96.7          | 98.0  | 102.4 | 104.0 | 97.2  | 103.1 | 100.4   |  |       |