

Monthly Sales Report for August 2026, FY 2027

Sales Results (YoY)

Company Total	111.1%
Existing Store Retail + Online	108.4%

- 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.	Aug.	1Q	2Q	3Q	4Q	1H	2H	Full FY	
Sales																					
Company Total	113.4	113.9	101.4	107.0	111.1								109.3	109.6							
Business Units	111.6	111.2	102.3	105.9	110.3								108.1	108.3							
Retail + Online	111.4	111.4	102.3	106.4	112.3								108.5	108.3							
Retail	109.5	113.2	95.4	105.8	110.3								106.6	106.0							
Online	116.4	107.3	117.4	107.5	116.2								112.6	113.6							
Existing Store Retail + Online	108.7	108.8	100.4	103.8	108.4								105.9	105.9							
Existing Store Retail	105.9	109.8	92.0	101.8	104.2								102.7	102.7							
Existing Store Online	115.7	106.7	117.0	107.1	115.6								112.1	113.1							
Outlet, Other	119.1	124.7	96.4	110.1	106.1								111.9	114.1							
Purchasing Customers																					
Retail + Online	105.3	105.7	97.7	101.8	110.1								103.9	102.8							
Retail	105.1	110.0	89.4	101.0	109.3								102.8	101.4							
Online	105.7	97.8	112.2	103.1	111.5								105.9	105.3							
Existing Store Retail + Online	102.6	102.9	95.8	99.0	105.6								101.0	100.3							
Existing Store Retail	101.0	105.8	85.5	96.2	101.5								97.9	97.4							
Existing Store Online	105.6	97.9	112.1	103.1	111.5								105.9	105.3							
Ave. Spending per Customer																					
Retail + Online	105.0	104.4	103.5	104.0	101.1								103.6	104.4							
Retail	104.1	102.9	106.6	104.7	100.9								103.7	104.5							
Online	107.8	104.2	104.8	102.9	102.2								104.2	105.5							
Existing Store Retail + Online	105.1	104.7	103.5	104.3	101.6								103.9	104.5							
Existing Store Retail	104.8	103.8	107.6	105.9	102.7								105.0	105.4							
Existing Store Online	107.8	104.1	104.8	102.9	102.2								104.1	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	105.6	115.3	-	-	-	-	
Retail + Online	108.0	116.1	-	-	-	-	
Retail	107.9	114.9	101.1	117.1	106.8	98.1	
Online	108.2	118.3	-	-	-	-	
Existing Store Retail + Online	103.4	113.3	-	-	-	-	
Existing Store Retail	101.2	110.2	93.0	109.7	108.8	100.4	
Existing Store Online	107.4	118.1	-	-	-	-	

Sales Summary

In August, total company sales increased by 11.1% YoY, while existing store sales of retail + online rose by 8.4% YoY.

Although there were more cooler days than in the previous year, both full-price sales and sales of discounted merchandise exceeded the prior-year level, resulting in existing store sales surpassing those of the same month last year. Online sales, which have a higher proportion of discounted merchandise sales, performed particularly well, with both sales and customer traffic increasing significantly.
For menswear, shirts, cut-and-sewn items, pants, and jackets performed well, while for womenswear, cut-and-sewn items, cardigans, jackets, and shoes showed strong sales.

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 July 2026, total company sales and existing store sales of retail + online decreased by 2.6 percentage points and 2.7 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	324							
Retail	233	236	236	236	236							
Online	55	55	55	55	56							
Outlet	32	32	32	32	32							
Number of Existing Store at Month-end	254	256	252	253	243							
Retail	201	202	198	199	189							
Online	53	54	54	54	54							

Store Opening and Closing

[Retail] None

[Online] Newly opened 1

[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

Existing Stores Data for the past 3 years															Total by								(%)
		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Aug.	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	108.8	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	113.1	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	106.0	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	111.4	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	108.5	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	106.1	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	103.2	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	123.5	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	105.7	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	98.9	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	110.4	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	104.3	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	102.3	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	105.4	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	101.9	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	93.0	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	119.7	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	108.2	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	110.2	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	101.6	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	109.0	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	102.9	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	104.2	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	110.0	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	104.2	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	97.5	96.7	98.0	102.4	104.0	97.2	103.1	100.4		