

Monthly Sales Report for June 2025, FY 2026

Sales Results (YoY)

Company Total	113.0%
Existing Store Retail + Online	109.3%

- 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 Jun.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																				
Company Total	104.4	111.9	113.0										109.7	109.7						
Business Units	102.5	110.7	110.3										107.9	107.9						
Retail + Online	102.4	110.7	112.1										108.4	108.4						
Retail	105.2	113.0	112.2										110.1	110.1						
Online	95.8	105.7	111.8										104.7	104.7						
Existing Store Retail + Online	99.6	107.0	109.3										105.3	105.3						
Existing Store Retail	101.8	108.3	108.6										106.2	106.2						
Existing Store Online	94.6	104.3	110.8										103.5	103.5						
Outlet, Other	112.4	116.4	108.5										112.5	112.5						
Purchasing Customers																				
Retail + Online	103.3	109.3	108.3										107.1	107.1						
Retail	104.9	110.1	107.3										107.5	107.5						
Online	100.5	107.8	110.0										106.3	106.3						
Existing Store Retail + Online	98.4	103.8	103.7										102.1	102.1						
Existing Store Retail	97.7	102.1	100.5										100.2	100.2						
Existing Store Online	99.6	106.8	109.1										105.4	105.4						
Ave. Spending per Customer																				
Retail + Online	99.7	102.3	102.9										101.6	101.6						
Retail	100.4	102.6	104.6										102.4	102.4						
Online	96.2	100.7	99.4										98.7	98.7						
Existing Store Retail + Online	101.6	103.8	104.4										103.2	103.2						
Existing Store Retail	104.2	106.1	108.0										106.0	106.0						
Existing Store Online	95.2	99.6	98.7										97.8	97.8						

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	104.8	117.9	-	-	-	-
Retail + Online	106.8	119.0	-	-	-	-
Retail	109.1	118.5	100.2	115.1	109.0	103.0
Online	101.5	119.8	-	-	-	-
Existing Store Retail + Online	104.8	114.2	-	-	-	-
Existing Store Retail	107.3	111.1	97.6	103.7	110.0	107.1
Existing Store Online	99.7	120.1	-	-	-	-

Sales Summary

In June, total company sales increased by 13.0%, and existing store sales of retail + online also increased by 9.3% YoY.

As temperatures rose, demand for summer items increased, and sales at existing retail and online stores exceeded those of the previous year. In addition to light clothing such as shirts and cut and sewn tops, dressy items including jackets and pants, as well as shoes and bags were all performing well.

For reference, we estimate that the one less holiday in June compared to the same month of the last year had approximately 18% negative impact on the same-store sales of retail + online YoY.

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 May 2025 shows 3.5 pts. decrease in company-wide sales and 2.6 pts. decrease in same-store-sales of retail + online versus the preliminary figures.

Total sales of COEN CO., LTD. decreased by 14.0% 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	297	300	300												
Retail	216	219	219												
Online	54	54	54												
Outlet	27	27	27												
Number of Existing Store at Month-end	242	243	242												
Retail	192	192	191												
Online	50	51	51												

Store Opening and Closing

[Retail] None

[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 Jun.	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	120.5	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	109.1	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	113.0	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	135.5	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	110.0	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	109.7	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	95.5	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	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	120.6	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	109.8	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	98.3	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	110.2	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	124.7	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	100.1	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	107.3	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	95.1	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	115.6	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	111.4	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	110.8	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
Retail	'22/4~'23/3	107.8	108.3	109.4	120.0	110.9	101.9	105.6	109.4	109.3	106.8	108.1	108.1	108.7	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	109.9	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	102.2	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	105.3	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	111.4	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	106.0	106.0	103.9	99.2	100.8	104.9	100.4	102.2