

Monthly Sales Report for June 2022, FY 2023

■ Sales Results (YoY)

Company Total	105.4%
Existing Store Retail + Online	106.3%

- Sales, Purchasing Customers, and Average Spending per Customer are disclosed against figures of the previous fiscal year.
- The figures are the preliminary figures and will be updated 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 to lower the figures by a few points.

● Sales Data

	2022												2023												Total by Jun.	1Q	2Q	3Q	4Q	1H	2H	Full FY
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Jun.	1Q	2Q	3Q	4Q	1H	2H													
Sales																																
Company Total	119.1	134.8	105.4										118.9	118.9																		
Business Units	120.0	133.9	103.1										117.9	117.9																		
Retail + Online	119.5	133.4	103.4										117.7	117.7																		
Retail	128.0	166.1	106.7										130.0	130.0																		
Online	102.0	90.2	96.8										95.9	95.9																		
Existing Store Retail + Online	123.5	137.0	106.3										121.2	121.2																		
Existing Store Retail	134.4	174.3	111.4										136.4	136.4																		
Existing Store Online	102.3	90.5	97.0										96.2	96.2																		
Outlet, Other	121.4	141.6	113.9										125.4	125.4																		
Purchasing Customers																																
Retail + Online	108.9	121.4	93.0										106.7	106.7																		
Retail	117.7	152.9	95.2										118.4	118.4																		
Online	94.4	86.7	89.4										89.8	89.8																		
Existing Store Retail + Online	112.5	124.3	95.8										109.8	109.8																		
Existing Store Retail	124.6	160.9	99.9										124.7	124.7																		
Existing Store Online	93.8	86.4	89.3										89.5	89.5																		
Ave. Spending per Customer																																
Retail + Online	110.2	114.4	111.4										111.9	111.9																		
Retail	108.8	108.6	112.1										109.9	109.9																		
Online	105.4	105.3	107.2										106.2	106.2																		
Existing Store Retail + Online	110.3	115.0	111.4										112.2	112.2																		
Existing Store Retail	107.8	108.3	111.5										109.4	109.4																		
Existing Store Online	105.6	105.4	107.0										106.2	106.2																		

● 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		Trend-conscious Market		Basic Trend-conscious Market	
Business Units	104.2	101.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Retail + Online	104.4	101.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Retail	108.4	103.4	99.1	90.8	109.3	113.8										
Online	96.4	97.5	-	-	-	-										
Existing Store Retail + Online	107.2	104.8	-	-	-	-										
Existing Store Retail	113.4	107.5	104.3	95.1	108.7	113.1										
Existing Store Online	95.5	99.9	-	-	-	-										

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

● Sales Summary

Total company sales increased 5.4% to a year ago. Existing store sales of retail and online stores also increased 6.3% to a year earlier. With the temperature rise, sales of summer apparels increased significantly. In addition to the improvement of existing retail and online sales, average spending per customer showed double digit growth to a year ago. Item-wise, sales were favorable not only business apparels including jacket and pants but also summer items such as short sleeve shirt, short sleeve cut-and-sewn, dresses and sandals. In comparison to the results of June 2019, total company sales decreased 17.2%, retail and online sales decreased 21.0%, retail sales decreased 28.2%, online sales increased 0.6%, Outlet, Other sales increased 5.0%. Total sales of COEN CO., LTD. decreased 0.3% to a year ago.

●Number of Stores

(Stores)

	2022						2023					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	265	265	265									
Retail	190	190	190									
Online	49	49	49									
Outlet	26	26	26									
Number of Existing Store at Month-end	227	227	228									
Retail	182	182	183									
Online	45	45	45									

●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	'19/4~'20/3	98.9	104.3	103.7	97.1	112.3	109.2	92.0	101.7	98.0	97.2	101.9	75.9	102.2	102.2	104.9	97.6	90.7	103.5	94.4	98.3
	'20/4~'21/3	37.6	52.6	96.0	84.7	85.4	66.0	83.5	72.7	78.3	74.6	82.0	99.0	62.9	62.9	78.7	77.7	83.7	70.3	80.4	75.7
	'21/4~'22/3	193.6	123.8	79.8	97.6	79.4	102.6	102.0	106.5	114.3	113.1	95.8	108.6	113.3	113.3	93.5	108.2	107.2	102.6	107.8	105.5
Retail	'19/4~'20/3	94.0	100.4	101.2	92.9	104.2	97.9	85.3	94.8	96.1	96.7	94.5	59.8	98.3	98.3	97.5	92.6	82.5	97.9	88.2	92.4
	'20/4~'21/3	8.6	18.5	79.1	72.7	70.9	65.8	84.6	72.4	70.3	54.9	68.0	110.0	36.2	36.2	69.8	74.8	73.5	51.6	74.2	63.5
	'21/4~'22/3	702.0	262.6	83.9	99.4	74.2	96.9	104.1	108.4	116.8	134.9	99.1	114.8	162.0	162.0	91.2	110.2	117.9	117.3	113.3	114.9
Online	'19/4~'20/3	117.4	116.8	110.1	109.5	134.9	152.0	124.7	132.1	104.4	98.3	118.7	123.9	114.5	114.5	127.8	117.3	111.0	120.7	113.8	116.8
	'20/4~'21/3	125.1	148.4	143.5	115.4	115.6	66.5	79.7	73.7	101.7	119.1	105.5	81.8	139.6	139.6	100.9	87.0	102.9	120.5	95.6	106.8
	'21/4~'22/3	80.1	74.6	73.1	94.7	87.4	114.3	96.9	102.4	109.2	91.5	91.8	95.5	75.6	75.6	97.5	103.6	92.6	85.1	97.8	91.6
Purchasing Customers																					
Retail + Online	'19/4~'20/3	95.2	102.3	102.5	93.0	113.2	103.6	91.8	100.5	94.1	94.3	108.2	87.2	100.2	100.2	101.2	95.4	95.2	100.7	95.3	98.0
	'20/4~'21/3	48.3	66.0	114.7	89.7	96.2	78.1	86.8	77.8	83.6	78.6	91.8	98.7	79.0	79.0	89.0	82.6	87.7	84.1	85.2	84.6
	'21/4~'22/3	167.2	108.4	68.7	95.1	78.2	94.4	98.8	103.5	115.7	112.1	86.9	95.8	97.1	97.1	89.1	106.7	100.0	92.7	103.3	97.8
Retail	'19/4~'20/3	91.5	99.3	100.4	88.0	104.0	89.6	83.1	92.9	91.4	91.8	94.0	63.2	97.1	97.1	92.8	89.5	82.9	94.9	86.3	90.6
	'20/4~'21/3	8.5	20.1	91.9	73.0	77.1	72.1	87.4	74.3	70.3	55.1	70.2	109.6	43.3	43.3	74.0	76.2	72.5	58.3	74.5	65.8
	'21/4~'22/3	768.6	249.6	71.8	100.8	72.7	89.5	102.1	107.9	120.9	138.7	94.6	108.5	139.5	139.5	89.0	110.9	116.7	107.5	113.5	110.6
Online	'19/4~'20/3	106.4	110.7	107.5	106.9	134.0	147.5	130.4	133.9	103.0	99.9	133.1	148.0	108.2	108.2	124.1	118.5	122.1	116.2	120.7	118.4
	'20/4~'21/3	153.5	181.3	171.9	131.5	129.4	91.0	85.0	88.7	122.2	128.7	116.6	86.2	170.0	170.0	121.3	101.3	110.7	144.0	107.2	125.8
	'21/4~'22/3	75.3	68.6	64.4	86.9	85.0	100.6	92.7	95.3	106.9	89.1	80.9	77.0	68.7	68.7	89.4	99.1	83.4	78.4	89.8	83.4
Ave. Spending per Customer																					
Retail + Online	'19/4~'20/3	102.5	100.9	100.5	103.2	98.5	103.3	98.7	99.3	104.2	101.9	92.9	85.4	101.1	101.1	102.3	101.2	94.0	101.6	97.9	99.2
	'20/4~'21/3	68.9	71.1	81.2	93.6	87.8	84.2	96.6	94.6	94.0	93.4	88.4	101.5	74.2	74.2	87.7	94.8	95.0	80.6	94.5	88.0
	'21/4~'22/3	128.3	121.7	117.1	101.8	99.2	105.5	103.2	102.0	98.6	100.4	107.0	110.7	121.6	121.6	102.9	101.0	105.3	111.5	103.3	107.6
Retail	'19/4~'20/3	102.7	101.1	100.8	105.5	100.2	109.3	102.6	102.0	105.1	105.3	100.5	94.7	101.3	101.3	105.0	103.5	99.5	103.2	102.2	102.0
	'20/4~'21/3	100.9	92.0	86.1	99.6	91.9	91.4	96.8	97.5	100.0	99.5	96.9	100.4	83.7	83.7	94.4	98.1	101.3	88.6	99.6	96.5
	'21/4~'22/3	91.3	105.2	116.9	98.5	102.1	108.2	102.0	100.4	96.6	97.3	104.7	105.8	116.1	116.1	102.5	99.4	101.1	109.1	99.9	103.9
Online	'19/4~'20/3	107.5	104.0	101.6	99.7	101.6	106.4	98.8	102.1	103.6	94.6	88.3	89.7	104.1	104.1	102.6	101.1	91.1	102.9	95.0	98.7
	'20/4~'21/3	83.9	83.4	83.3	91.8	91.3	71.9	94.0	90.0	91.3	99.4	93.0	94.1	83.3	83.3	86.3	92.9	96.4	85.6	94.5	88.6
	'21/4~'22/3	105.0	105.6	113.7	105.3	98.4	106.2	102.8	102.1	100.2	96.1	103.9	107.4	108.5	108.5	103.7	101.7	101.2	105.5	102.5	104.9