

Monthly Sales Report for January 2024, FY 2024

<b>Sales Results (YoY)</b>	
Company Total	103.9%
Existing Store Retail + Online	103.1%

- 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

	2023										2024			Total by				Full FY		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Jan.	1Q	2Q	3Q	4Q	1H	2H	Full FY
<b>Sales</b>																				
Company Total	111.1	108.9	111.1	113.6	101.8	94.8	98.5	113.3	95.9	103.9			104.9	110.4	103.8	102.0		107.2		
Business Units	110.0	109.2	113.1	113.8	102.0	100.9	100.2	115.7	98.6	102.3			106.3	110.8	106.1	104.3		108.5		
Retail + Online	110.0	109.3	111.4	114.0	101.9	101.1	100.0	115.4	99.3	103.1			106.3	110.2	106.2	104.4		108.3		
Retail	110.7	108.8	112.7	117.9	107.4	100.4	100.0	112.3	97.7	102.4			106.4	110.6	108.9	102.9		109.8		
Online	108.4	110.5	108.8	105.9	91.5	102.6	100.1	123.0	103.1	104.4			105.9	109.3	100.6	108.2		104.9		
Existing Store Retail + Online	108.6	108.2	110.5	113.0	101.2	100.8	99.9	115.7	99.2	103.1			105.9	109.1	105.8	104.4		107.5		
Existing Store Retail	109.8	108.2	112.2	117.5	108.7	101.1	100.6	113.0	97.8	102.8			106.7	110.0	109.7	103.3		109.9		
Existing Store Online	105.6	108.1	107.0	104.0	89.7	100.2	98.2	122.0	102.2	103.6			104.3	106.9	98.5	107.0		102.7		
Outlet, Other	111.9	101.9	100.9	112.3	104.0	93.6	101.1	112.0	97.8	107.2			104.3	105.1	103.3	103.5		104.2		
<b>Purchasing Customers</b>																				
Retail + Online	102.4	100.3	101.9	111.1	90.9	99.8	95.1	113.1	99.3	100.5			101.5	101.5	101.5	102.0		101.5		
Retail	101.6	100.3	102.9	113.5	96.0	95.7	96.1	109.6	96.0	97.7			101.1	101.5	103.3	100.1		102.4		
Online	104.0	100.4	100.1	106.4	82.7	107.0	93.1	120.2	105.3	104.7			102.2	101.3	98.3	105.7		99.8		
Existing Store Retail + Online	98.4	97.3	99.3	108.4	88.2	97.3	93.3	112.8	98.9	100.2			99.6	98.3	99.1	101.2		98.7		
Existing Store Retail	99.8	99.0	101.5	112.3	95.5	95.0	95.6	109.1	95.3	96.9			100.3	100.1	102.9	99.5		101.4		
Existing Store Online	95.7	94.1	95.4	101.3	78.2	100.8	88.7	120.0	105.1	104.5			98.4	95.1	93.1	104.3		94.1		
<b>Ave. Spending per Customer</b>																				
Retail + Online	107.8	108.5	109.2	103.4	112.3	102.0	106.2	103.0	100.9	103.6			105.3	108.5	105.3	103.3		107.0		
Retail	109.0	108.4	109.5	103.9	111.8	104.8	104.0	102.5	101.7	104.7			105.2	109.0	105.4	102.8		107.2		
Online	105.1	108.9	107.0	100.4	108.6	99.4	112.1	108.7	102.1	103.2			105.9	107.1	103.1	107.1		105.1		
Existing Store Retail + Online	110.7	110.8	111.1	105.1	115.2	104.6	108.2	103.7	101.3	104.2			107.0	110.8	107.5	104.3		109.3		
Existing Store Retail	110.1	109.3	110.5	104.7	113.8	106.4	105.2	103.5	102.5	106.0			106.3	109.9	106.6	103.8		108.3		
Existing Store Online	110.8	113.2	110.2	103.5	112.3	102.8	115.3	108.4	102.0	103.0			108.2	111.4	106.5	107.6		109.0		

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	104.3	98.7	-	-	-	-
Retail + Online	105.4	99.1	-	-	-	-
Retail	105.2	97.2	97.4	98.1	108.0	99.0
Online	105.9	102.1	-	-	-	-
Existing Store Retail + Online	106.2	97.5	-	-	-	-
Existing Store Retail	106.8	94.8	99.1	94.5	107.8	100.3
Existing Store Online	105.2	101.0	-	-	-	-

- 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 3.9% to a year ago. Existing store sales of retail and online increased 3.1% year on year.

During the month, discount sales exceeded the previous year, and existing store sales of retail and online exceeded to a year ago. In men's category, sales of outerwear, knitwear, jackets, suits, shoes, and bags performed well.

Among women's, shirts, jackets, and pants for entrance and graduation school ceremonies known as mothers' needs stood out, in addition to winter items such as knitwear and cardigans. Although there was one more holiday in this month compared to a year ago, the impact was negligible as it was during the first three days of the New Year.

Total sales of COEN CO., LTD. decreased by 13.2% year on year.

**Number of Stores**

(Stores)

	2023										2024		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	
Number of Stores at Month-end	270	270	270	269	271	272	272	273	273	275			
Retail	192	192	192	190	191	192	192	193	193	193			
Online	51	51	51	52	53	53	53	53	53	55			
Outlet	27	27	27	27	27	27	27	27	27	27			
Number of Existing Store at Month-end	229	232	232	227	206	200	229	230	231	211			
Retail	181	184	184	179	158	152	181	181	182	162			
Online	48	48	48	48	48	48	48	49	49	49			

**Store Opening and Closing**

[Retail] None

[Online] Newly opened 2

[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 Jan.	1Q	2Q	3Q	4Q	1H	2H	Full FY
<b>Sales</b>																					
Retail + Online	'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	73.3	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	105.9	113.3	93.5	108.2	107.2	102.6	107.8	105.5
	'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	110.0	120.5	110.4	105.9	110.8	115.5	108.1	111.2
Retail	'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	60.1	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	116.0	162.0	91.2	110.2	117.9	117.3	113.3	114.9
	'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	115.5	135.5	118.2	105.6	114.1	127.1	109.1	116.3
Online	'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	110.0	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	91.2	75.6	97.5	103.6	92.6	85.1	97.8	91.6
	'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	99.8	95.5	97.9	106.5	105.2	96.7	105.9	101.7
<b>Purchasing Customers</b>																					
Retail + Online	'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	83.0	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	98.8	97.1	89.1	106.7	100.0	92.7	103.3	97.8
	'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	99.7	109.8	94.6	99.0	100.9	101.8	99.9	100.8
Retail	'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	62.9	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	111.8	139.5	89.0	110.9	116.7	107.5	113.5	110.6
	'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	106.5	124.7	104.7	98.3	104.6	114.2	101.2	107.3
Online	'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	132.1	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	84.1	68.7	89.4	99.1	83.4	78.4	89.8	83.4
	'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
<b>Ave. Spending per Customer</b>																					
Retail + Online	'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	86.7	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	107.4	121.6	102.9	101.0	105.3	111.5	103.3	107.6
	'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	110.3	111.4	116.9	105.8	110.1	114.5	107.6	110.3
Retail	'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	95.6	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	103.7	116.1	102.5	99.4	101.1	109.1	99.9	103.9
	'22/4~'23/3	107.8	108.3	109.4	120.0	110.9	101.9	107.1	105.6	109.4	109.3	106.8	108.1	108.4	108.7	113.0	107.4	109.1	111.2	107.8	108.4
Online	'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	87.7	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	104.8	108.5	103.7	101.7	101.2	105.5	102.5	104.9
	'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	108.2	105.3	116.7	101.8	108.8	111.1	105.5	108.8