

Monthly Sales Report for February 2024, FY 2024

Sales Results (YoY)	
Company Total	112.6%
Existing Store Retail + Online	114.4%

- 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								(%)
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Feb.	1Q	2Q	3Q	4Q	1H	2H	Full FY		
Sales																						
Company Total	111.1	108.9	111.1	113.6	101.8	94.8	98.5	113.3	95.9	99.9	112.6		105.1	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	100.1	112.8		106.5	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	100.4	114.5		106.6	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	100.6	111.7		106.6	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	100.1	120.0		106.5	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	100.3	114.4		106.1	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	101.0	111.5		106.8	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	99.2	118.9		104.9	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	107.1	106.4		104.4	105.1	103.3	103.5		104.2				
Purchasing Customers																						
Retail + Online	102.4	100.3	101.9	111.1	90.9	99.8	95.1	113.1	99.3	100.5	107.9		101.9	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	102.6		101.2	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	114.8		103.2	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	107.2		100.1	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		100.3	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	114.4		99.8	95.1	93.1	104.3		94.1				
Ave. Spending per Customer																						
Retail + Online	107.8	108.5	109.2	103.4	112.3	102.0	106.2	103.0	100.9	101.0	106.5		105.1	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	102.9	108.8		105.3	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	99.1	107.0		105.4	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	101.6	107.3		106.8	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	104.2	111.2		106.4	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	99.0	106.6		107.5	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	113.1	112.0	-	-	-	-
Retail + Online	115.5	112.6	-	-	-	-
Retail	111.6	111.8	97.4	109.5	114.6	102.1
Online	123.8	113.8	-	-	-	-
Existing Store Retail + Online	116.6	110.1	-	-	-	-
Existing Store Retail	113.1	107.5	98.9	102.3	114.4	105.1
Existing Store Online	122.5	113.0	-	-	-	-

- 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 12.6% to a year ago. Existing store sales of retail and online increased 14.4% year on year.

As the temperature rose, the demand for spring items increased, and light clothing in general, spring outerwear, shoes, and bags moved well for both men and women. The number of purchasing customers as well as the average spending per customer exceeded the previous year's level, and existing store sales increased by double digits year on year. This year is a leap year, and there was one more holiday than the same month of the previous year, which we estimate about +4.7% impact on retail + online same store sales.

Total sales of COEN CO., LTD. increased by 0.9% 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	273	
Retail	192	192	192	190	191	192	192	193	193	193	191	
Online	51	51	51	52	53	53	53	53	53	55	55	
Outlet	27	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	200	
Retail	181	184	184	179	158	152	181	181	182	162	151	
Online	48	48	48	48	48	48	48	49	49	49	49	

Store Opening and Closing

[Retail] Closed 2, Renovated 1

[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 Feb.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
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	73.9	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	105.2	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	110.7	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	60.5	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	114.9	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	116.6	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	109.6	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	91.3	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	100.0	95.5	97.9	106.5	105.2	96.7	105.9	101.7
Purchasing Customers																					
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	83.5	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	98.0	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	100.2	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	63.2	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	110.8	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	107.6	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	130.5	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	83.8	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
Ave. Spending per Customer																					
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	86.8	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	110.6	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	95.7	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	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	88.2	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	104.7	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	108.8	105.3	116.7	101.8	108.8	111.1	105.5	108.8