TABAYA HOLDINGS Co., Ltd.

Nov.4, 2026

UNITED ARROWS Monthly Sales Report for October 2026, FY 2027

Sales Results (YoY)

Company Total	100.7%
Existing Store Retail + Online	97.7%

・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 Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2027 Jan.	Feb.	Mar.	Total by Oct.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																				
Company Total	113.4	113.9	101.4	107.0	109.2	114.1	100.7						108.2	109.6	109.9			109.7		
Business Units	111.6	111.2	102.3	105.9	109.2	111.8	97.9						106.7	108.3	108.7			108.5		
Retail + Online	111.4	111.4	102.2	106.3	109.7	111.5	99.1						107.0	108.3	108.9			108.6		
Retail	109.5	113.1	95.3	105.7	108.4	111.4	101.5						106.1	106.0	108.4			107.1		
Online	116.4	107.3	117.4	107.5	112.3	111.5	93.2						109.0	113.6	110.1			111.8		
Existing Store Retail + Online	108.7	108.8	100.4	103.8	105.9	108.1	97.7						104.5	105.9	105.7			105.8		
Existing Store Retail	105.9	109.8	92.0	101.8	102.4	106.6	99.7						102.5	102.7	103.5			103.0		
Existing Store Online	115.7	106.7	117.0	107.1	111.7	111.1	93.2						108.5	113.1	109.6			111.3		
Outlet, Other	119.1	124.7	96.4	110.1	106.8	127.0	103.3						112.1	114.1	114.1			114.1		
Purchasing Customers																				
Retail + Online	105.3	105.7	97.7	101.8	110.1	109.7	95.1						103.4	102.8	106.5			104.7		
Retail	105.1	109.9	89.4	101.0	109.3	108.6	96.8						102.6	101.4	105.7			103.5		
Online	105.7	97.8	112.2	103.1	111.5	111.7	91.8						104.8	105.3	107.9			106.7		
Existing Store Retail + Online	102.6	102.9	95.8	99.0	105.6	105.9	93.4						100.5	100.3	102.8			101.5		
Existing Store Retail	101.0	105.8	85.5	96.2	101.5	101.7	94.1						97.7	97.4	99.2			98.3		
Existing Store Online	105.6	97.9	112.1	103.1	111.5	111.9	92.1						104.9	105.3	108.0			106.7		
Ave. Spending per Customer																				
Retail + Online	105.0	104.4	103.5	104.0	99.0	100.9	104.4						102.8	104.4	101.7			102.9		
Retail	104.2	102.9	106.6	104.7	99.1	102.6	104.8						103.5	104.5	102.5			103.5		
Online	107.8	104.2	104.8	102.9	99.1	97.0	100.6						102.0	105.5	100.1			102.7		
Existing Store Retail + Online	105.1	104.7	103.5	104.3	99.4	101.2	104.8						103.2	104.5	102.1			103.3		
Existing Store Retail	104.8	103.8	107.6	105.9	100.9	104.8	105.9						104.9	105.4	104.3			104.8		
Existing Store Online	107.8	104.1	104.8	102.9	99.1	97.1	100.6						102.0	105.5	100.1			102.7		

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	97.5	95.7	-	-	-	-
Retail + Online	99.2	96.0	-	-	-	-
Retail	103.0	98.6	97.5	96.1	105.6	102.5
Online	89.3	89.9	-	-	-	-
Existing Store Retail + Online	96.5	96.8	-	-	-	-
Existing Store Retail	99.4	100.3	92.6	95.6	107.3	104.9
Existing Store Online	89.4	89.6	-	-	-	-

・ 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

Sales Summary

In October, total company sales increased by 0.7% YoY, while existing store sales of retail + online declined by 2.3% YoY.

Temperatures remained unseasonably high during the month, with several major cities recording their latest summer days on record. As a result, sales of heavy-weight winter apparel, particularly outerwear, were sluggish, and existing store sales of retail + online fell below the level of the same month last year. While demand for winter merchandise was slow to pick up, demand for autumn items such as shirts and knitwear remained solid.

There was one more holiday than in the same month last year, which is estimated to have had a positive impact of approximately 1.5 percentage points on the year-on-year growth of same-store sales for retail and online channels combined.

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 September 2026, total company sales and existing store sales of retail + online decreased by 2.3 percentage points and 2.4 percentage points, respectively, compared with the preliminary figures.

Number of Stores

(Stores)

	2026 Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2027 Jan.	Feb.	Mar.
Number of Stores at Month-end	320	323	323	323	324	326	327					
Retail	233	236	236	236	236	239	240					
Online	55	55	55	55	56	55	55					
Outlet	32	32	32	32	32	32	32					
Number of Existing Store at Month-end	254	256	252	253	243	240	258					
Retail	201	202	198	199	189	187	205					
Online	53	54	54	54	54	53	53					

Store Opening and Closing

[Retail] Newly opened 1 , Renovated 1

[Online] None

[Outlet] None

・For details of store openings, please refer to: http://www.tabaya-holdings.co.jp/en/ir/monthly/

Existing Stores Data for the past 3 years

(%)

		Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total by Oct.	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	106.2	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	111.8	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	108.1	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	108.2	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	106.0	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	102.0	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	119.9	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	106.0	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	98.0	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	109.7	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	104.2	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	100.6	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	105.8	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	101.8	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	93.4	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	116.9	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	108.3	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	108.9	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	101.6	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	101.7	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	107.5	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	102.3	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	109.7	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	103.7	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	97.8	96.7	98.0	102.4	104.0	97.2	103.1	100.4