

Monthly Sales Summary for the Year Ended March 31, 2002 (against previous fiscal year)

(%)

		01/4	01/5	01/6	01/7	01/8	01/9	1st.Q	2nd.Q	Mid-term	
Existing stores	Sales	99/4 - 00/3	116.5	113.4	97.9	100.6	82.8	90.6	110.0	91.5	100.0
		00/4 - 01/3	89.6	91.9	94.2	91.7	84.0	88.3	91.6	88.4	90.0
		Current FY	109.3	114.4	140.9	115.8	131.9	146.8	119.5	131.4	125.3
	*Total sales for existing stores w/same floor area (current FY)		107.9	113.0	137.2	115.4	130.7	145.1	117.4	130.3	123.7
	*Total sales for existing stores w/changed floor area (current FY)		118.8	124.2	162.0	118.3	140.4	157.4	133.5	138.9	136.2
	No. of customers	99/4 - 00/3	111.8	110.9	92.9	96.5	88.4	94.9	105.7	93.8	99.5
		00/4 - 01/3	84.7	83.7	88.2	98.7	84.0	81.6	85.3	89.4	87.3
		Current FY	112.1	116.3	160.7	124.9	146.6	160.5	127.0	140.3	133.7
	Ave. spending per customer	99/4 - 00/3	104.1	102.3	105.5	104.2	93.6	95.5	104.0	97.6	100.5
		00/4 - 01/3	105.8	109.8	106.8	92.9	100.0	108.3	107.4	98.8	103.1
Current FY		97.5	98.4	87.7	92.7	90.0	91.5	94.1	93.7	93.7	
Company totals	Total company sales (current FY)		120.5	125.3	156.0	128.3	133.0	152.3	131.5	138.6	135.0
	Total sales for retail stores (Current FY)		117.7	124.3	152.8	126.2	140.6	156.6	129.3	141.2	135.1
	Total other sales (Current FY)		186.7	147.5	321.3	231.1	82.0	109.4	189.1	107.6	133.5
Stores	No. of stores at month end		30	30	30	30	30	32	-	-	-
	United Arrows		19	19	19	19	19	20	-	-	-
	Green Label Relaxing		5	5	5	5	5	5	-	-	-
	Chrome Hearts		2	2	2	2	2	2	-	-	-
	UA Labo (test marketing stores)		4	4	4	4	4	5	-	-	-
No. of existing stores		24	24	24	25	26	27	-	-	-	

		01/10	01/11	01/12	02/1	02/2	02/3	3rd.Q	4th.Q	End of FY	
Existing stores	Sales	99/4 - 00/3	100.8	86.3	87.2	88.3	115.4	89.9	91.4	95.2	96.0
		00/4 - 01/3	85.2	100.7	104.0	101.8	96.1	104.2	96.4	101.3	94.7
		Current FY	132.0	135.2	135.5	147.6	126.9	137.6	134.3	138.1	131.3
	*Total sales for existing stores w/same floor area (current FY)		131.4	134.8	134.0	143.9	126.8	135.9	133.4	136.0	129.9
	*Total sales for existing stores w/changed floor area (current FY)		135.6	137.7	146.0	173.7	131.0	160.2	139.8	164.4	142.2
	No. of customers	99/4 - 00/3	106.5	89.4	94.8	92.7	115.9	87.1	97.1	95.5	97.8
		00/4 - 01/3	76.9	90.0	96.5	105.8	89.3	101.3	87.3	100.0	90.4
		Current FY	140.4	149.4	150.1	139.8	147.2	148.5	146.7	144.8	139.6
	Ave. spending per customer	99/4 - 00/3	94.6	96.5	92.0	95.2	99.5	103.3	94.1	99.7	98.1
		00/4 - 01/3	110.8	111.8	107.8	96.2	107.6	102.8	110.4	101.3	104.8
Current FY		94.0	90.5	90.3	105.5	86.2	92.7	91.6	95.4	94.0	
Company totals	Total company sales (current FY)		141.5	137.7	141.1	156.8	128.0	150.1	140.1	146.2	139.5
	Total sales for retail stores (Current FY)		141.9	144.2	145.4	157.3	127.6	147.8	143.9	145.6	140.4
	Total other sales (Current FY)		136.4	71.1	76.5	148.4	131.8	190.9	92.3	155.7	125.5
Stores	No. of stores at month end		32	32	32	32	33	35	-	-	-
	United Arrows		20	20	20	20	20	20	-	-	-
	Green Label Relaxing		5	5	5	5	5	7	-	-	-
	Chrome Hearts		2	2	2	2	2	2	-	-	-
	UA Labo (test marketing stores)		5	5	5	5	6	6	-	-	-
No. of existing stores		27	27	27	27	29	30	-	-	-	

Notes

1. 'Total other sales' includes wholesale, outside sales, outlet sales, mail-order sales, and café sales.
2. An 'existing store' is defined as a store that has been operating in the same month of the previous year.  
Figures are tallied monthly. Includes stores closed for remodeling, etc., but excludes stores that are closed for 1 month or more.
3. 'Existing stores of same floor area' are stores in which there is no change in the sales floor area compared to the same month in the previous year.
4. 'Existing stores with changed floor area' are stores in which the sales floor area changed as a result of increased or decreased floor area or relocation to another area compared to the same month in the previous year.

### March Business Conditions

Total sales for retail stores were 147.8% compared to the previous term and 137.6% for existing stores. Since this month was mild weather with records of high average temperature in various parts of Japan, the sales were favorable.

By merchandise type, men's light outerwear and inner cut-sews, particularly, showed good movement. In addition, sales of dress suits also saw a good movement due to needs regarding new starts for freshmen and brides.

In women's wear, sales of jackets, cut-sews, pants, and skirts were well-conditioned.

New stores, closed stores, increased floor area, decreased floor area, relocation

- Green Label Relaxing Yokohama store (GLR chain) opened on Friday of March 1st in Lumine Yokohama (Nishi-ku, Yokohama city). Sales floor area is approximately 175m<sup>2</sup>.
- Green Label Relaxing Omiya store (GLR chain) opened on Thursday of March 7th in Lumine Omiya2, (Nishiki-cho, Saitama city). Sales floor area is approximately 281m<sup>2</sup>
- United Arrows Umeda store (UA chain) was temporary closed for its relocation on Sunday of March 31.

Others

The following announcement was released in this month.

• "Announcement of sales price of existing shares held in private" on March 6th.

### February Business Conditions

Total sales for retail stores were 127.6% compared to the previous term and 126.9% for existing stores. This month had the UNITED ARROWS Futakotamagawa Store and the UNITED ARROWS Niigata Store had been closed a while for renewal. Since temporary low temperature turned to rather high for the last half of this month, the apparel for spring season showed good movement.

By merchandise type, men's cut-sews and pants were in good sales. In addition, the men's shoes collaborated with a popular brand had an overwhelming response.

In women's wear, cut-sews, knit items, and other kinds of inner wears moved well.

New stores, closed stores, increased floor area, decreased floor area, relocation

- The new UA Labo for test-marketing "TOKI-SHIRAZU" opened in Uguisudani-cho, Shibuya-ku, Tokyo on Thursday of Feb. 7th.
- The UNITED ARROWS Niigata Store (UA chain) was reopened from Feb. 22. (on Friday)
- The UNITED ARROWS Kyoto Store (UA chain) was reopened from Feb. 28. (on Thursday) after enlargement of the floor area. Sales floor area after the enlargement is 287m<sup>2</sup>.

Others

Four of the following announcements were released in this month.

- "The revised FY 2002 results forecast and dividend forecast" on Feb. 1<sup>st</sup>.
- "Adoption of shareholder special benefit plan" on Feb 14th.
- "Announcement of sales of existing shares held in private" on Feb 25th.
- "Cancellation of listing on the OTC market" on Feb. 25th.

### January Business Conditions

Total sales for retail stores were 157.3% compared to the previous term and 147.6% for existing stores.

In particular, the previous term ratio for existing stores was the highest growth rate since August 1998 (+57.3%). The early January Sale sold off the winter styles and there was a good feeling about a solid start to steady sales of spring styles.

By type, men's wear saw increased sales centered on casual outerwear such as quilted coats and padded jackets; suits also saw movement.

In women's wear, cotton suede coats, coveralls, and gathered skirts showed good movement.

Both men's wear and women's wear showed steady movement and every store exceeded the previous term results on the existing stores basis.

New stores, closed stores, increased floor area, decreased floor area, relocation

- No changes occurred this month.

Others

- The March 2002 third-quarter results were announced on 23 January and organization changes and personnel changes were announced on 28 January.

### December Business Conditions

Total sales for retail stores were 145.4% compared to the previous term and 135.5% for existing stores. The early part of the month was warm and the sales trend was closely watched but the temperature drop in the middle of the month and the 3-day Christmas holiday both had a positive effect. In terms of internal effects, sales showed good movement due to reduction of missed opportunities and increased product exposure from the sales promotion viewpoint.

By merchandise type, men's wear saw increases centered on cotton/nylon and wool/nylon outerwear and cotton innerwear due to the effect of the drop in temperature.

In women's wear, outerwear, such as P-coats, and pants like spats and culottes showed good movement.

As a result, sales of both men's wear and women's wear exceeded the previous term results on the existing store basis.

New stores, closed stores, increased floor area, decreased floor area, relocation

·No changes occurred this month.

Others

·A notice on retirement of executives was posted on 21 December.

### **November Business Conditions**

Total sales for retail stores were 144.2% compared to the previous term and 135.2% for existing stores. The month was cold and there was good movement centered on outerwear. There was a big response to magazine advertising and the strong movement is still continuing.

By merchandise type, men's wear saw good movement of casual outerwear especially quilted, padded and down jackets, etc.

In women's wear, corduroy and quilted outerwear saw good movement and spats, etc., also had good sales.

As a result, sales of both men's wear and women's wear exceeded the previous term results on the existing store basis.

New stores, closed stores, increased floor area, decreased floor area, relocation

·No changes occurred this month.

Others

·A notice on future store openings was posted on 12 November.

·The next monthly business condition report (briefing on December 2001) is expected to be released on Tuesday 8 January 2002.

### **October Business Conditions**

Total sales for retail stores were 141.9% compared to the previous term and 132.0% for existing stores.

Since there was one less Sunday in this month compared to the previous year, there was a slight fall in sales compared to the previous year. Adjusting for the lost Sunday gave an increase of 136.3% for existing stores.

Since the cold weather turned mild for a few days, there was concern about decreased demand but sales were relatively good. In particular, demand for merchandise using winter materials will continue to be high and is linked to sales.

By merchandise type, casual men's wear continued to see good movement and nylon and padded outerwear were steady. Moreover, positive effects such as dress suits for weddings, etc., formed the mainstay of sales of suits.

In women's wear, outerwear, such as P-coats, and jackets showed good movement.

As a result, sales of both men's wear and women's wear greatly exceeded the previous term results on the existing store basis.

New stores, closed stores, increased floor area, decreased floor area, relocation

·No changes occurred this month.

Others

·The revised 2001 results forecast and dividend forecast were announced on 29 October.

### **September Business Conditions**

Total sales for retail stores were 156.6% compared to the previous term and 146.8% for existing stores.

Since there was one more Sunday in this month compared to the previous year, there was an increase in sales

compared to the previous year. Adjusting for the extra Sunday gave an increase of 140.9% for existing stores. The weather this month was bad with the coldest temperatures for the past of 7 or 8 years, so sales of fall styles were generally good.

By merchandise type, men's casual cut-sew merchandise continued moving well from the previous month and since the fall weather returned in the latter part of the month, sales of outerwear increased greatly, as well as sales of suits.

Like men's wear, sales of women's wear increased greatly centered on casual outerwear and cut-sew, etc. Pants and skirts also continued to show good movement.

As a result, sales of both men's wear and women's wear greatly exceeded the previous term results on the existing store basis.

New stores, closed stores, increased floor area, decreased floor area, relocation

·A new UNITED ARROWS Hiroshima Store (UA chain) was opened on Friday 21 September. The store floor area is 640 m<sup>2</sup>.

·A new Another Edition Kyoto Store (Labo) was opened in Shimokyo-ku, Kyoto City, on Saturday 22 August. The floor area is 100 m<sup>2</sup>.

Others

·The organization changes and personnel changes were announced on 26 September.

### August Business Conditions

Total sales for retail stores were 140.6% compared to the previous term and 131.9% for existing stores.

This month saw the launch of 01Fall-Winter (FW) products; the hot summer tended to become mild and both men's wear and women's wear appeared to have favorable prospects.

By merchandise type, in men's wear, casual-cut-sew wear and shirts, etc., showed good movement instead of T-shirts, which had been driving sales. Sales of dress suits were also steady.

On the other hand, in women's wear, sales of cut and sewn wear as well as pants, etc., increased greatly from the middle of the month; jackets were also popular.

New stores, closed stores, increased floor area, decreased floor area, relocation

·The UNITED ARROWS Futako Tamagawa Store was reopened from 10 August after renovation.

Others

·The opening of the second UA Another Edition store was announced on 6 August.

### July Business Conditions

Total sales for retail stores were 126.2% compared to the previous term and 115.8% for existing stores.

This year there was one more Saturday in June and one less Saturday in July than in the previous year. As a result, sales were slight stronger in June and slightly weaker in July compared to the previous year. Adjusting for the number of days and Summer Sale, the actual results were 135.1% for June and 121.5% for July.

The weather was hot and dry in the Kanto region and summer demand was high. Sales showed a continued good trend due to the uninterrupted introduction of follow-up products.

By merchandise type, sales of men's wear were good centered on casual SS (Spring-Summer) cut-sews and results exceeded the previous term on an existing store basis.

SS shirts and cut products continued to be popular women's wear with the result that women's wear sales also exceeded the previous term.

New stores, closed stores, increased floor area, decreased floor area, relocation

The UNITED ARROWS Futako Tamagawa Store was closed from 23 July for renovation and increasing floor area. Work will be in progress until 9 August so the closure will have a negative effect on the results for existing stores in July and August.

Others

·No changes occurred this month.

### June Business Conditions

Total sales for retail stores were 152.8% compared to the previous term and 140.9% for existing stores.

This month had one more Saturday than the previous year and the Summer Sale also fell on the extra Saturday, so sales increased. The actual figures until 28 June were 135.1% on an existing store basis.

By merchandise type, sales of men's casual cut-sews items for the Spring and Summer (SS) season continued to be good from mid-month and there was a large increase in suits during the Sale. As a result, results exceeded the previous term on an existing store basis.

In women's wear, figures dropped slightly in anticipation of the mid-month Sale but afterwards, cut-sews for the SS season and pants showed good movement, with the result that the figures exceeded the previous year.

New stores, closed stores, increased floor area, decreased floor area, relocation

The Green Label Relaxing Machida Store increased its sales floor area from Wednesday 13 June. As a result, the product range was extended from men's, women's and kid's wear to include, stationary, toys, and fashion-related accessories. The increased floor area is now about 375m<sup>2</sup>.

Others

•No changes occurred this month.

### **May Business Conditions**

Total sales for retail stores were 124.3% compared to the previous term and 114.4% for existing stores.

Business fell at the beginning of the month due to unseasonable weather but the better weather later in the month coupled with a customer card discount campaign at some of the commercial establishments in which our stores are located, had a positive effect and figures recovered to exceed the same month in the previous year. By merchandise type, the rising temperature increased sales centered on casual SS shirts and cut-sews; dress wear, jackets and setup pants also moved well. As a result, figures exceeded the previous term on an existing store basis.

In women's wear, denim pants and SS cut-sews products were active and, like men's wear, the figures exceeded the previous term on an existing store basis.

New stores, closed stores, increased floor area, decreased floor area, relocation

•No changes occurred this month.

Others

•No changes occurred this month.

### **April Business Conditions**

Total sales for retail stores were 117.7% compared to the previous term and 109.3% for existing stores.

Along with the full-scale launch of SS products, warmer weather than the previous year and a 3-day holiday at the month end all had a positive effect on good sales.

By merchandise type, sales of men's wear increased centered on casual goods, and SS cut-sews and shirts were especially good.

Women's wear continued the recovery from the end of the previous month and pants and SS cut-sews merchandise moved smoothly with the result that sales exceeded the previous term.

New stores, closed stores, increased floor area, decreased floor area, relocation

•No changes occurred this month.

Others

Financial statements for the fiscal year will be announced on Thursday 17 May and the Analysts' Meeting. The Personal Investors' Meeting will be held on Friday 18 May.

If you have any questions, please contact our Investor Relations Department (Telephone: +81-3-3479-9335).