



Monthly Sales Summary for the Year Ended March 31, 2004

Sales summary in March	
Total sales for retail store	103.0%
Total sales for existing store	91.4%

\* Sales, No. of customer, and Ave. spending per customer are disclosed against previous fiscal year.

Sales, No. of customer, Ave.spending per customer and No. of stores

(%)

		2003								2004				Total by	1st.Q	2nd.Q	3rd.Q	4th.Q	1st H	2nd H	End of FY
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Mar							
Company totals	Total company sales	133.5	124.6	118.1	131.3	125.3	119.2	127.5	122.3	120.6	121.4	121.2	102.4	121.6	125.5	124.9	123.4	114.1	125.2	118.9	121.6
	Total sales	131.5	123.1	117.3	127.9	122.6	118.1	126.9	118.1	118.8	120.6	121.5	103.0	120.2	124.0	122.6	121.1	114.1	123.3	117.8	120.2
	No. of customers	131.7	123.0	116.1	121.2	118.9	112.0	122.2	119.5	120.9	117.0	120.2	105.2	118.8	123.2	117.7	120.9	113.6	120.4	117.2	118.8
	Ave. spending per customers	99.9	100.1	101.0	105.5	103.1	105.5	103.9	98.8	98.2	103.1	101.1	97.9	101.2	100.7	104.2	100.2	100.5	102.5	100.5	101.2
Existing stores	Total other sales	153.8	141.5	129.5	179.8	151.7	131.6	134.1	180.4	146.8	132.9	118.6	96.7	138.3	142.8	151.0	152.0	113.8	147.0	131.8	138.3
	Sales	112.4	107.6	110.7	117.3	107.6	105.6	115.9	106.7	108.4	108.9	107.1	91.4	108.1	110.3	110.4	110.2	102.0	110.3	106.4	108.1
	No. of customers	107.7	102.6	103.5	105.7	99.4	99.8	107.7	104.1	106.3	102.4	102.1	89.7	102.7	104.5	102.3	106.0	98.0	103.4	102.1	102.7
Stores	Ave. spending per customer	104.3	104.8	107.0	111.0	108.3	105.8	107.6	102.5	102.0	106.3	104.8	101.9	105.2	105.5	107.9	103.9	104.1	106.7	104.2	105.2
	No. of stores at month end	48	48	48	48	49	52	53	53	53	53	54	56	-	-	-	-	-	-	-	-
	UNITED ARROWS	21	21	21	21	21	21	21	21	21	21	21	22	-	-	-	-	-	-	-	-
	green label relaxing	14	14	14	14	14	15	16	16	16	16	17	18	-	-	-	-	-	-	-	-
	CHROME HEARTS	2	2	2	2	2	2	2	2	2	2	2	2	-	-	-	-	-	-	-	-
	S.B.U. and UA Labo	11	11	11	11	12	14	14	14	14	14	14	14	-	-	-	-	-	-	-	-
No. of existing stores		34	35	34	35	34	33	40	40	41	41	39	40	-	-	-	-	-	-	-	-

\* S.B.U... Small Business Unit ( ANOTHER EDITION and THE SOVEREIGN HOUSE )

\* An "existing store" is defined as a store that has passed 13 months since opening a store and has been operating in the same month of the previous year.

\* "Total other sales" includes whole sale, outside sales, outlet sales, mail-order sales and café sales.

Total sales for existing stores detail

(%)

		2003								2004				Total by	1st.Q	2nd.Q	3rd.Q	4th.Q	1st H	2nd H	End of FY
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Mar							
Existing stores	( w/same floor area )	106.0	100.7	104.9	112.0	104.4	101.9	108.5	99.7	103.0	103.5	101.6	88.4	102.5	103.9	105.9	103.7	97.5	104.9	100.8	102.5
	( w/chaged floor area )	130.8	134.5	135.1	136.4	126.6	145.5	163.8	148.1	133.2	136.2	139.3	107.4	135.4	133.2	135.7	146.0	126.0	134.2	136.5	135.4

\* "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.

The data of existing stores for the past 3 years

(%)

		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total by	1st.Q	2nd.Q	3rd.Q	4th.Q	1st H	2nd H	End of FY
Sales	00/04 - 01/03	92.8	93.8	98.6	95.5	86.9	90.0	86.2	103.3	104.0	101.8	96.1	104.2	96.5	94.6	91.1	97.5	101.3	92.9	99.3	96.5
	01/04 - 02/03	109.3	114.4	140.9	115.8	131.9	146.8	132.0	135.2	135.5	147.6	126.9	137.6	131.3	119.5	131.4	134.3	138.1	125.3	136.1	131.3
	02/04 - 03/03	117.9	119.9	127.9	120.6	127.4	111.6	114.4	119.3	112.3	118.5	113.2	110.2	117.0	121.8	118.7	115.1	114.0	120.2	114.6	117.0
No. of customer	00/04 - 01/03	85.0	83.8	88.6	99.1	84.2	81.8	77.0	90.3	96.5	105.8	89.3	101.3	90.6	85.5	89.7	87.5	100.0	87.6	93.7	90.6
	01/04 - 02/03	112.1	116.3	160.7	124.9	146.6	160.5	140.4	149.4	150.1	139.8	147.2	148.5	139.6	127.0	140.3	146.7	144.8	133.7	145.7	139.6
	02/04 - 03/03	124.6	126.9	130.5	120.9	134.2	117.5	121.8	121.3	113.5	117.5	107.5	101.5	119.4	127.5	123.1	118.5	109.1	125.2	113.8	119.4
Ave. spending per customer	00/04 - 01/03	109.2	111.8	111.2	96.4	103.2	110.1	111.9	114.4	107.8	96.2	107.6	102.8	106.5	110.6	101.6	111.5	101.3	106.1	106.0	106.5
	01/04 - 02/03	97.5	98.4	87.7	92.7	90.0	91.5	94.0	90.5	90.3	105.5	86.2	92.7	94.0	94.1	93.7	91.6	95.4	93.7	93.4	94.0
	02/04 - 03/03	94.6	94.5	98.0	99.7	94.9	95.1	93.9	98.4	98.9	100.8	105.3	108.5	98.0	95.5	96.4	97.1	104.4	96.0	100.7	98.0

#### March Business Conditions

The sales of existing stores in this month showed negative growth (-8.6%) compared to the previous year. There are two major external factor in our analysis.

First, holiday, weekends and national holidays were 3 days less than that of last year, providing less opportunity for the customers to stores.

Hence our sales in general showed negative growth of 6% in weekends and holidays compared to weekdays.

Second, low temperature and bad weather in the end of March affected consumers' motivation to shop spring apparels. Resulting approximately 3% negative growth in our sales.

For internal factor, while some trend private-brand products in men's casual wear showed low growth, men's dresses wear, women's casual wear and silver & leather (CHROME HEARTS) continued to show steady growth.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·Opened UNITED ARROWS Nihonbashi store ( UA chain ) at " COREDO Nihonbashi "(a brand-new commercial facility), Nihonbashi, Cyuo-ku, Tokyo, as of Tuesday, March 30th. Sales floor area is approximately 247m<sup>2</sup>.

·Opened Green Label Relaxing Shizuoka store ( GLR chain ) at " PARCHE ", Shizuoka-shi, Shizuoka, as of Thursday, March 18th. Sales floor area is approximately 225m<sup>2</sup>.

#### February Business Conditions

Spring apparel became big sellers gradually along with the temperature rises. In addition, the demand of the gifts for St. Valentine's Day turned out to be really high,

which was a positive factor in our sales. As a result, our sales showed steady growth.

By item, suits and thinner outer wears showed favorable growth in men's wear. In addition, miscellaneous goods such as leather wallets, mufflers and groves for the gifts showed remarkable growth.

In women's wear, outer wears, such as trench coats, thinner jackets and knits showed favorable growth.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·Enlarged UNITED ARROWS Umeda store ( UA chain ), as of Friday, February 13th. After the enlargement, UA Umeda store now has approximately 524m<sup>2</sup> of sales floor area.

·Opened Green Label Relaxing Kitasenju store ( GLR chain ) at " LUMINE KITASENJU ", Adachi-ku, Tokyo, as of Thursday, February 19th. Sales floor area is approximately 260m<sup>2</sup>.

#### January Business Conditions

Winter sales in early January showed remarkable movement. From the end of this month, spring apparel started to line up in shop front, and the sales of the spring apparel showed steady growth.

By item, suits and winter-weight outer wears showed good sales in men's wear, and vivid colored inner wears, such as shirts and cut-sews, showed good movement.

In women's wear, outer wears, jackets and knits showed good sales. In addition, thinner coats and jackets, such as vivid colored trench coats which bring the touch of spring, showed steady growth.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·No changes for January 2004.

#### December Business Conditions

Due to the high demand of the winter clothes, our sales showed steady growth in general. In addition, the demand of Christmas gifts was really high in this month.

This demand also became a favorable factor for our sales.

By item, suits and winter-weight outer wears showed good sales in men's wear. In addition, mufflers, ties and miscellaneous goods such as leather wallets as Christmas gifts showed favorable growth.

In women's wear, outer wears, knits and pants showed good movement. Furthermore, mufflers and gloves as Christmas gifts showed remarkable growth.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·No changes for December 2003.

#### November Business Conditions

In November, the temperature was much higher than ordinary years. Due to the temperature, there was a time lag between supply and demand of some winter clothes.

However, our sales showed steady growth in general, because main items showed good sales.

By item, suits and outer wears such as 3-way coats and blousons showed steady growth in men's wear. In addition, miscellaneous goods such as leather wallets came to show favorable growth for Christmas gifts.

In women's wear, outer wears, jackets used tweed or velvet materials and knits showed favorable growth.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·Renewed and enlarged UNITED ARROWS BLUE LABEL STORE HARAJUKU ( UA chain ), as of Saturday, November 1st.

After the renewal and enlargement, UA BLUE LABEL STORE HARAJUKU now has approximately 263m<sup>2</sup> of sales floor area.

#### October Business Conditions

Maintaining the good sales condition from the end of last month, the real demand of the fall and winter apparel was really high in this month.

In addition, as the temperature dropped down, our sales showed remarkable growth in general.

By item, suits and outer wears showed favorable growth in men's wear, and also, imported items showed good sales as much as last month.

In women's wear, outer wears showed good sales and knits showed exceeding growth than that of previous year.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·Opened Green Label Relaxing Namba store ( GLR chain ) at " NAMBA PARKS ", Nambanaka, Naniwa-ku, Osaka, as of Tuesday, October 7th. Sales floor area is approximately 316m<sup>2</sup>.

#### September Business Conditions

The sales of fall and winter clothes became slow temporarily under the severe condition of the lingering summer heat during this month.

Our sales, however, showed good demand in the beginning and the end of this month in which temperature dropped as low as ordinary years or less.

By item, outerwear, cut-sews, and pants showed remarkable growth in both men's and women's wear.

Some imported items became big sellers in men's wear, and knits showed favorable growth in women's wear.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·Renewed and enlarged United Arrows Harajuku store ( UA chain ), as of Monday, September 1st. Old UA Harajuku store was renewed as UNITED ARROWS HARAJUKU For Men ( 3 Jingumae, Shibuya-ku, Tokyo ) and our head office building ( B1F, 1F ) , diagonally opposite For Men, was remodeled as UNITED ARROWS HARAJUKU For Women ( 2 Jingumae, Shibuya-ku, Tokyo ) for its enlargement of sales floor area.

After the renewal and enlargement, UA Harajuku store now has approximately 1,279m<sup>2</sup> of sales floor area. ( For Men: 608m<sup>2</sup>, For Women: 671m<sup>2</sup> )

·UNITED ARROWS Futako Tamagawa store ( UA chain ) was moved to "TAMAGAWA TAKASHIMAYA S·C SOUTH", Tamagawa, Setagaya-ku, Tokyo, for its renewal, as of Thursday, September 18th.

After the renewal, UA Futako Tamagawa store now has approximately 277m<sup>2</sup> of sales floor area.

·Opened Green Label Relaxing Shinagawa store ( GLR chain ) at " Wing TAKANAWA EAST ", Takanawa, Minato-ku,Tokyo , as of Friday, September 26th. Sales floor area is approximately 272m<sup>2</sup>.

·Opened ANOTHER EDITION Nagoya store ( S.B.U. ) at "NAGOYA PARCO WEST", Sakae, Naka-ku, Nagoya, as of Saturday, September 13th. Sales floor area is approximately 90m<sup>2</sup>.

·Opened Changes UNITED ARROWS Nagoya store (UA Labo) at "Matsuzakaya Nagoya Store South Annex", Sakae, Naka-ku, Nagoya, as of Thursday, September 18th. Sales floor area is approximately 179m<sup>2</sup>.

#### August Business Conditions

Though our sales received influence temporarily by the typhoon, total sales in August showed steady growth in general.

The clearance sales percentages of total sales were smaller than that of last year, because sales of spring and summer clothing this year showed remarkable growth.

But, our total sales in August showed exceeding growth than that of previous year, due to the good starts of fall and winter seasons.

By item, jackets, pants, and shirts showed good sales, and also outer wear showed favorable growth in men's wear.

In women's wear, knits and pants showed good movements, and also some imported items, started to line up from this month, became big sellers.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·Opened DRAWER (UA Labo), Minamiaoyama, Minato-ku, Tokyo, as of Friday, August 8th. Sales floor area is approximately 166 m<sup>2</sup>.

·THE SOVEREIGN HOUSE was moved from "Ginza" to "Marunouchi" (Marunouchi, Chiyoda-ku, Tokyo) for its relocation and enlargement, as of Friday, August 8th.

After the relocation and enlargement, THE SOVEREIGN HOUSE now has approximately 252m<sup>2</sup> of sales floor area.

#### July Business Conditions

Our sales in July showed good movement, in spite of bad weather. The spring and summer sale had started on a large scale from the beginning of this month.

The sales of this sale were good in demands and led our total sales in July to favorable results. From the end of last month, fall apparel started to line up in shop front.

The coming season has already a pleasing impression, we expect that this coming season will be also successful.

By item, main items, shirts, cut-sews, and pants, showed good sales in both men's and women's wear. In addition, jackets showed positive growth in men's wear.

The sales of knits showed favorable growth following the previous month in women's wear.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·ANOTHER EDITION Harajuku store was moved to 3 Jingumae, Shibuya-ku, Tokyo, for its renewal, as of Thursday, July 17th.

After the renewal, AE Harajuku store now has approximately 142m<sup>2</sup> of sales floor area.

#### June Business Conditions

Though our biggest concern was that consumer might not come to our store because of the rainy days by the rainy season, the influence of rainy season turned out not to be really large.

As a result, our sales showed steady growth. And also, the sales of summer clothing showed good sales because temperature rose as high as ordinary years.

In the end of this month, the summer sale started at some stores by turns and were much in demand so far.

By item, short sleeve shirts and cut-sews, cargos, and easy pants showed good sales in men's wear. Set-up suits and ties showed exceeding growth than that of previous year.

In women's wear, short sleeve knits, thinner jackets, cargos, and easy pants showed favorable growth.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·No changes for June 2003.

#### May Business Conditions

Though our concern was that consumers might not be coming our stores because of bad weather, consumer's demands for the summer clothing turned out to be really high.

As a result, our sales showed steady demand, especially the sales of men's wear showed remarkable growth.

By item, short sleeve shirts and cut-sews, and cargo pants showed good sales in men's wear. Dress shirts, ties and dress shoes also showed exceeding growth than that of previous year.

In women's wear, cropped pants and cargo pants showed good sales. Thinner jackets and knits were also big sellers as preparations for air conditioner.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·No changes for May 2003.

#### April Business Conditions

In April, the temperature was as high as last year. Due to the temperature, spring and summer apparel became a big seller and showed good movement. It became between season that shifted to short sleeves clothing from long sleeves clothing this month. According to this fact, short sleeves clothing showed a remarkable movement.

By item, set-up suits, jacket and pants showed an exceeding growth than previous year in men's dress wear. Short sleeve cut-sews and shirts, and pants also showed good sales in men's casual wear. In women's wear, short sleeves knit and cut-sews, and pants showed good movement. Skirts were becoming a big seller by degrees.

New stores, closed stores, increased floor areas, decreased floor areas, relocations

·Opened United Arrows Sendai store ( UA chain ) at " SAKURANO SENDAI ", Aoba-ku, Sendai-shi, Miyagi, as of Friday, April 25th. Sales floor area is approximately 564m<sup>2</sup>.

·Opened Green Label Relaxing Kokura store ( GLR chain ) at " RIVERWALK KITAKYUSHU DECO CITY " Kita-ku, Kokura, Kitakyushu-shi, Fukuoka, as of Saturday, April 19th. Sales floor area is approximately 294m<sup>2</sup>.

·Opened ANOTHER EDITION Fukuoka store at " SOUTH GARDEN ", Chuo-ku, Fukuoka-shi, Fukuoka, as of Thursday, April 10th. Sales floor area is approximately 123m<sup>2</sup>.