



Monthly Sales Summary for the Year Ended March 31, 2005

Sales summary in March	
Total sales for retail store	112.0%
Total sales for existing store	100.2%

* 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

(%)

		2004										2005			Total by Mar	1 st.Q	2 nd.Q	3 rd.Q	4 th.Q	1st H	2nd H	End of FY
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar									
Company totals	Total company sales	106.0	109.9	102.0	122.4	104.9	101.0	107.3	101.7	110.7	115.9	98.5	111.5	108.0	106.0	109.6	106.6	109.9	107.8	108.1	108.0	
	Retail	107.0	109.2	101.6	123.5	102.9	100.9	106.0	101.4	109.7	115.2	98.3	112.0	107.7	106.0	109.4	105.8	109.8	107.7	107.6	107.7	
	No. of customers	105.0	107.3	97.8	122.4	100.6	98.5	100.6	99.4	107.0	114.9	102.7	110.7	106.4	103.3	109.3	102.5	110.5	106.3	106.4	106.4	
	Ave. spending per customers	101.8	101.8	103.9	100.9	102.3	102.4	105.4	101.9	102.5	100.2	95.7	101.2	101.2	102.6	100.1	103.2	99.3	101.3	101.1	101.2	
Existing stores	Total other sales	96.9	116.8	107.2	111.9	120.5	102.2	119.8	104.3	122.5	125.5	99.9	106.1	111.1	106.3	111.2	115.0	110.7	108.9	113.1	111.1	
	Sales	99.5	101.8	91.7	110.4	94.3	94.0	97.0	92.7	101.8	107.2	93.2	100.2	99.0	97.7	100.1	97.4	101.4	98.9	99.2	99.0	
	No. of customers	96.8	99.8	89.6	112.8	94.3	90.2	92.6	91.0	98.3	106.1	96.5	99.5	98.0	95.3	101.2	94.2	101.7	98.3	97.8	98.0	
Stores	Ave. spending per customer	102.8	102.0	102.3	97.8	99.9	104.1	104.8	101.8	103.6	101.0	96.5	100.7	101.0	102.5	98.8	103.4	99.7	100.6	101.4	101.0	
	No. of stores at month end	57	57	57	57	58	59	63	63	63	63	63	67	-	-	-	-	-	-	-	-	
	UNITED ARROWS	22	22	22	22	22	23	23	23	23	23	23	23	-	-	-	-	-	-	-	-	
	green label relaxing	18	18	18	18	18	18	20	20	20	20	20	21	-	-	-	-	-	-	-	-	
	CHROME HEARTS	3	3	3	3	3	3	3	3	3	3	3	3	-	-	-	-	-	-	-	-	
	S.B.U. and UA Labo	14	14	14	14	15	15	17	17	17	17	17	20	-	-	-	-	-	-	-	-	
No. of existing stores	44	47	46	45	45	46	52	52	53	52	49	51	-	-	-	-	-	-	-	-		

* S.B.U... Small Business Unit (ANOTHER EDITION, THE SOVEREIGN HOUSE and DARJEELING DAYS)
 * 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, café sales and formal wears rental.

Total sales for existing stores detail

(%)

		2004										2005			Total by Mar	1 st.Q	2 nd.Q	3 rd.Q	4 th.Q	1st H	2nd H	End of FY
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar									
Existing stores	(w/same floor area)	95.9	98.8	88.9	106.7	91.6	92.4	95.1	91.8	100.5	107.0	92.7	100.0	97.3	94.6	97.4	96.0	101.1	96.0	98.4	97.3	
	(w/chaged floor area)	120.4	123.6	112.3	138.9	113.1	111.6	108.8	98.1	112.9	109.2	98.5	103.5	112.8	118.9	123.0	106.5	105.0	120.7	106.0	112.8	

* "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

(%)

		2004										2005			Total by Mar	1 st.Q	2 nd.Q	3 rd.Q	4 th.Q	1st H	2nd H	End of FY
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar									
Sales	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	
	03/04 - 04/03	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 customer	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	
	03/04 - 04/03	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	
Ave. spending per customer	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	
	03/04 - 04/03	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	

March Business Conditions

The sales of existing stores in this month showed positive growth (+0.2%) compared to the previous year. Total company retail sales showed year-on-year positive growth (+12.0%). While low temperature was continued, the remarkable sales of spring apparels, and good start in sales of "UNITED ARROWS KYOTO" and "UNITED ARROWS NAGOYA" opened at the beginning of March, contributed to the total sales.

Main apparels in great demand for both men's and women's were jackets, knits and bottoms. Those highly demanded items were affected by the year trend styling.

By items, in men' wear, set-up suits for ceremonial occasions were in great demand. Besides, jackets in spring colors such as white and beige were in good sales with temperature rising. In women' wear, borderpatterned or V-neckdesighed knits and shoes especially pumps of enamel, with various kinds of colors, showed favorable moves .

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations

·Renewed and enlarged "UNITED ARROWS KYOTO" (UKT /UA chain) in "FUJII DAIMARU", a deparment store in Kyoto-shi, Kyoto, on March 5th.

After the enlargement, UKT now has 468.4m² of sales floor area.

·Relocated and enlarged "UNITED ARROWS NAGOYA" (UNG /UA chain) in "LATHIC", a commercial institute in Nagoya-shi, Aichi, on March 9th.

After the enlargement, UNG now has 518.6m² of sales floor area.

·Opened "green label relaxing kumamoto "(GKM/GLR chain) in "TSURUYA NEW-S", a commercial institute in Kumamoto-shi, Kumaoto on March 3rd. Sales area is 226.0m².

·Opened "Another Edition Yokohama " (AYH/S.B.U) in "YOKOHAMA CIAL", a commercial institute in Yokohama-shi, Kanagawa on March 18th. Sales area is 169.3m².

·Opened "DARJEELING DAYS" (JSJ/S.B.U) in "SHINJUKU ODAKYU", a department store in Shinjuku-ku, Tokyo on March 16th. Sales area is 77.0m².

·Opened "DARJEELING DAYS" (JNG/S.B.U) in "MITSUKOSHI NAGOYA SAKAE", a department store in Nagoya-shi, Aichi on March 17th. Sales area is 63.0m².

February Business Conditions

The sales of existing stores in this month showed negative growth (-6.8%) compared to the previous year. Total company retail sales showed year-on-year negative growth (-1.7%).

Major factor of the result was that this February had 1day (Sunday) less than that of last leap-year, which caused around 5-6% decrease in the sales of existing stores based on our analysis.

Main apparels in great demand in both men's, and women's were short-length jackets, knits in bright colors for a inner-wear and T-shirts of Designer's brands.

By items, knits and jackets with one button were in great demand in men' wear.

Jackets, knits and cut-sews, one-piece dresses for ceremonial occasions showed favorable moves in women' wear.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations

·Relocated and enlarged "Another Edition Kyoto"(AKT/S.B.U) . AKT was moved to the 2nd floor from the 3rd in "FUJII DAIMARU", a deparment store in Kyoto, on February 25th.

After the enlargement, AKT now has approximately 103.5m² of sales floor area.

January Business Conditions

The sales of existing stores in this month showed positive growth (+7.2%) compared to the previous year. Total company retail sales showed year-on-year positive growth (+15.2%).

The winter sale from beginning of this month was solid start. In addition, spring apparel gradually bringing in stores showed favorable sales.

Main spring apparels in great demand in men's dress taste wear (the apparel mainly for work) were suits and outer-wear with dettachable lining-coat. In men's sport/casual taste wear, bright color cut-sews and knits resulted in good sales. In women's dress taste wear, pants and knits as well as short-sleeve cut-sews showed favorable sales.

In women's sport/casual, short-sleeve cut-sews and skirts were in great demand.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations

·No change for January, 2005.

December Business Conditions

The sales of existing stores in this month showed positive growth (+1.8%) compared to the previous year.

One factor of this positive growth is that winter apparel mainly outer wears were in great demand caused by temprature dropping down.

Another is Christmas gifts, such as mufflers, stoles, and leather wallets showed good sales.

By items, outer wears, jackets, knits and cut-sews showed favorable moves in men' wear.

Jackets and one-piece dresses showed favorable moves in women' wear.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations

·No change for December, 2004.

November Business Conditions

The sales of existing stores in this month showed negative growth (-7.3%) compared to the previous year.

There are two factors of this negative growth. First, outer wears as main items in November were not favorable sales because of the mind winter.

Secondly, weekends which were 2 day less than that of last year, provided less opportunity for the customers to stores.

By items, knits and cut-sews showed favorable moves in men's wear.

Knits, skirts and one-piece dresses showed steady sales growth in women's wear.

Due to the high temprature, jackets greatly showed a remarkable sales growth instead of outer wears in men's and women's wear.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations

·No change for November, 2004.

October Business Conditions

The sales of existing stores in this month showed negative growth (-3%) compared to the previous year. This negative growth in October was mainly attributable to the bad weather such as typhoon, which providing less opportunity for costumers to stores.
However, winter apparel mainly outer wears, showed good sales along with the temprature dropping down from the last week.
By items, jackets and cut-sews showed favorable moves, in addition knits and bottoms showed remarkable sales growth in men's wear.
Jackets and skirts showed favorable moves, in addition knits and bottoms showed remarkable sales growth in women's wear.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations

- Opened "Green Label Relaxing Sendai "(GSD/GLR chain) in "S-PAL Sendai",the commercial institute in Sendai, Miyagi on October 7th. Sales area is approximately 280.1m².
- Opened "Green Label Relaxing Shinjuku Mitsukoshi "(GSM/GLR chain) in "Shinjuku Mitsukoshi",the department store in Shinjuku-ku, Tokyo on October 30th. Sales area is approximately 253.7m².
- Opened "Another Edition Mycity Shinjuku"(ASM/S.B.U) in "Mycity Shinjuku", the commercial institute in Shinjuku-ku, Tokyo on October 1st. Sales area is approximately 77.3m².
- Opened "DRAWER Nihombashi Mitsukoshi"(DNB/ a UA Labo) in "Nihombashi Mitsukoshi",the department store in Chuo-ku, Tokyo on October 11st. Sales area is approximately 187.5m².

September Business Conditions

The sales of existing stores in this month showed negative growth (-6%) compared to the previous year.
Fall and winter apparel ware in great demand for the drop of temperature at latter half of last September. As a while, for the severe heat of late summer in this September, there was no remarkable demand for those apparel items as seen in last September.
By item, there has no actual demand for outer wears yet, jackets, pants and miscellaneous showed steady growth as well as last month in men's wear. In women's wear, knits showed favorable growth. In addition, jackets and skirts also showed remarkable growth.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations

- Opened "UNITED ARROWS TACHIKAWA" (UTK /UA chain) in "TACHIKAWA LUMINE, the commercial institute in Tachikawa,Tokyo on September 23rd.. UTK has now approximately 432m² of sales floor area.
- Renewed "Green Label Relaxing Shinjuku " (GSJ /GLR chain) and opened on September 2nd.. The sales floor area of the GSJ is approximately 254m² after this renewal. In addition, changed the store name to "Green Label Relaxing LUMINE Shinjuku".

August Business Conditions

The sales of existing stores in this month showed negative growth (-5.7%) compared to the previous year. This negative growth in August was mainly attributable to the bad weather by extreme heat and typhoon, and also, weekends were 1 day less than that of last year, providing less opportunity for the customers to stores.
However, fall and winter apparel showed good sales along with temperature dropped.
By item, jackets and pants showed steady growth in men's wear. In women's wear, knits, jackets and skirts showed favorable growth.
Meanwhile, we were trying to review the volume of inventory and the timing to provide products in shop front from this fall and winter season.
As of the end of August 2004, our inventory turnover would be improving gradually, compared to the previous year. We are planning to control and provide products suitable for the actual demand and market needs of fall and winter apparel from this season.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations

- Opened "SHIBUYA TOKISHIRAZU" (TSY / a UA Lab) in Jingumae, Shibuya-ku, Tokyo, as of August 20th, 2004. TSY has now approximately 36.9 m² of sales floor area.

July Business Conditions

The sales of existing stores in this month showed positive growth (+10.4%) compared to the previous year. The positive growth in July was mainly attributable to changing the term of the summer sales from the latter half of June to the beginning of July, and weekends were 1 day more than that of last year, providing more opportunity for the customers to stores. In addition, late summer and early fall apparel started to line up in shop front, and showed steady growth. The sales of these clothes also became a good factor for the sales of July.
By item, suits, shirts and tie showed favorable growth in men's wear. Furthermore, T-shirts also showed remarkable growth.
Jackets and bottoms such as pants and skirts showed favorable growth in women's wear. In addition, T-shirts showed remarkable growth along with men's wear.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations

- No change for July, 2004.

June Business Conditions

The sales of existing stores in this month showed negative growth (-8.3%) compared to the previous year. This negative growth in June was mainly attributable to changing the term of the summer sales from the latter half of June to July. Therefore, the sales of the summer sales were shifted from June to July, resulting approximately 6.5% negative growth in our existing store sales.
In addition, weekends were 1 day less than that of last year, providing less opportunity for the customers to stores.
Hence our sales in general showed negative growth of approximately 2%.
By category, men's dresses wear showed positive growth, and women's wear also showed steady growth.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations
·No change for June, 2004.

May Business Conditions

The sales of existing stores in this month showed positive growth (+1.8%) compared to the previous year for the first time in two months. While bad weather affected consumer's motivation to shop summer apparel, summer apparel showed good sales along with temperature rises. It was also a good factor that there were more holidays in this month than last year. As a result, our sales showed steady growth.
By item, suits and shirts showed favorable growth in men's wear. In addition, shoes showed remarkable growth by the precedent sale for miscellaneous things such as shoes, bags and so on.
In women's wear, jackets and knits showed good sales, and bottoms like pants and skirts showed favorable growth.
In June, we planned to change the term of the summer sales from the latter half of June to the beginning of July.
As a result, sales growth ratio compared to the previous year was estimated lower in the annual plan, because sales of the summer sale might be shifted to July by that change.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations
·No change for May, 2004.

April Business Conditions

The sales of existing stores in this month showed negative growth (-0.5%) compared to the previous year. However, compared to the last month, the sales showed positive growth (+8.1%), because of less external factors than last month.
In our analysis, there are some factors of our negative growth (-0.5%) . Mainly, while additional products of some trend private-brand in men's wear, which showed low growth in last month, gradually started to line up in shop front and sell, the sales of these products haven't got onto a full-fledged recovery path yet.
On the other hand, men's dresses wear, women's casual wear and silver & leather (CHROME HEARTS) continued to show favorable growth.
By item, suits and shirts showed favorable growth in men's wear. In addition, DC brand products showed remarkable growth.
In women's wear, jackets, knits used linen materials, and cut-sews showed favorable growth.

New stores, closed stores, increased floor areas, decreased floor areas and/or relocations
·Renewed CHROME HEARTS TOKYO ANNEX as "CHROME HEARTS HARAJUKU" (has been an annex of CH TOKYO), as of Thursday, April 29th.
After the renewal, CH Harajuku now has approximately 99.8m² of sales floor area.