



Monthly Sales Summary for the Year Ended March 31, 2007

Sales summary in March	
Total business units sales	118.3%
Total sales for existing store	106.5%

\* Sales, Number of customer, and Ave. spending per customer are disclosed against previous fiscal year.

Sales, Number of customer, Ave.spending per customer and Number of stores

(%)

		2006					2007					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	103.3	108.4	107.6	112.0	111.0	110.1	107.0	108.1	114.7	118.2	120.7	116.9	111.5	106.3	111.0	110.1	118.3	108.7	113.8	111.5
	Total business units sales	102.7	109.2	107.8	111.1	111.1	109.4	107.7	108.2	115.1	119.6	121.5	118.3	111.9	106.5	110.5	110.5	119.6	108.5	114.6	111.9
	Number of customers	93.6	99.9	99.2	101.0	101.0	100.6	100.2	100.9	101.7	108.5	115.2	111.5	102.5	97.6	100.9	101.0	111.0	99.3	105.9	102.5
	Ave. spending per customer	107.2	106.6	105.8	107.1	107.1	106.5	105.0	104.9	110.5	107.2	101.6	103.8	106.4	106.4	106.9	107.0	104.8	106.6	105.5	106.4
	Other sales	109.2	100.4	105.5	123.2	109.9	118.4	100.1	107.2	110.1	102.5	112.2	103.3	107.8	104.9	117.0	105.6	105.3	110.7	105.5	107.8
Existing stores	Sales	95.2	100.5	99.6	100.7	97.6	101.4	96.6	97.8	104.9	108.2	109.6	106.5	101.5	98.3	100.2	100.0	107.9	99.2	103.4	101.5
	Number of customers	88.1	93.6	93.4	92.4	88.8	96.2	91.4	92.1	94.1	100.7	106.0	100.1	94.4	91.7	92.5	92.6	101.7	92.1	96.9	94.4
	Ave. spending per customer	108.0	107.4	106.6	109.0	109.9	105.5	105.7	106.2	111.5	107.5	103.4	106.3	107.5	107.2	108.3	107.9	106.1	107.7	106.7	107.5
Stores	Number of stores at month end	82	82	82	80	79	94	98	99	99	97	97	104	-	-	-	-	-	-	-	-
	UNITED ARROWS	23	23	23	21	20	20	20	20	20	20	19	19	-	-	-	-	-	-	-	-
	UNITED ARROWS (New)	-	-	-	-	-	3	4	4	4	4	4	5	-	-	-	-	-	-	-	-
	BEAUTY&YOUTH UNITED ARROWS	-	-	-	-	-	2	3	3	3	3	3	4	-	-	-	-	-	-	-	-
	UNITED ARROWS Label Image Store	4	4	4	4	4	5	5	5	5	5	3	3	-	-	-	-	-	-	-	-
	green label relaxing	24	24	24	24	24	25	25	26	26	26	26	27	-	-	-	-	-	-	-	-
	GLR new type stores	3	3	3	3	3	4	5	5	5	5	5	5	-	-	-	-	-	-	-	-
	CHROME HEARTS	3	3	3	3	3	3	3	3	3	3	3	3	-	-	-	-	-	-	-	-
	S.B.U. and UA Labs	25	25	25	25	25	32	33	33	33	33	34	38	-	-	-	-	-	-	-	-
	Number of existing stores	67	67	67	64	60	61	68	70	70	64	65	66	-	-	-	-	-	-	-	-

\* UNITED ARROWS... UNITED ARROWS, UNITED ARROWS(New) and BEAUTY&YOUTH UNITED ARROWS

\* In FY2007, UNITED ARROWS business separated business into 2 store brands by closing and renovating existing stores: UNITED ARROWS(New) and BEAUTY &YOUTH UNITED ARROWS.

\* UNITED ARROWS Label Image Store... THE SOVEREIGN HOUSE, District UNITED ARROWS and Cath Kidston

\* GLR new type stores... ODONATA green label relaxing and FACADE GREEN green label relaxing

\* S.B.U. ( Small Business Units )... Another Edition, Jewel Changes, Odette é Odile UNITED ARROWS, DRAWER, DARJEELING DAYS and Disney Loved By Nature for UNITED ARROWS

\* UA Labs... TOKISHIRAZU and Liquor,woman&tears

\* "Total business units sales" includes the sales of retail, wholesale, mail-order, fomal wear rental and "Special products dept.". "Other sales" includes the sales of outlet stores and outside shops.

\* "Number of customers" and "Ave. spending per customer" are calculated from the retail sales.

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

\* The settled monthly sales summary including "Other sales" is to disclosed on 7th business day in every month.

\* Details for Store Openings are referred at: <http://www.united-arrows.co.jp/en/ir/monthly/index.html#store>

Total sales for existing stores detail

(%)

		2006					2007					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 )	94.9	99.8	99.4	100.3	97.5	101.6	96.7	97.9	105.2	108.2	110.4	107.1	101.6	97.9	100.0	100.1	108.3	99.0	103.6	101.6
	( w/changed floor area )	97.1	104.4	100.6	109.7	100.5	93.3	90.2	93.1	92.3	121.4	97.8	99.8	100.1	100.7	104.2	91.9	99.7	101.1	97.1	100.1

\* "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

(%)

		2006					2007					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	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
	04/04 - 05/03	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
	05/04 - 06/03	106.2	108.4	111.5	108.0	107.0	106.1	102.5	115.3	108.1	101.3	101.4	100.1	106.3	108.5	107.1	108.5	100.9	107.9	105.0	106.3
No. of customer	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
	04/04 - 05/03	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
	05/04 - 06/03	101.4	101.8	101.2	100.3	100.5	103.6	100.3	105.4	102.9	100.8	93.3	95.3	100.7	101.5	101.2	102.8	97.3	101.4	100.1	100.7
Ave. spending per customer	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
	04/04 - 05/03	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
	05/04 - 06/03	104.7	106.5	110.2	107.7	106.5	102.5	102.3	109.3	105.1	100.5	108.7	105.0	105.5	107.0	105.8	105.5	103.7	106.4	104.9	105.5

#### March Business Conditions

The sales of existing stores in this month showed positive growth (+6.5%) compared to the previous year. Total business units sales showed year-on-year positive growth (+18.3%).

In March, due to the low temperature in the middle of the month, sales were slightly short of planned figures. However, as there were many good selling products, sales overwhelmed the same period in the previous year.

By items, in men's wear, personal order suits were popular, and trench coats, nylon business bags and cotton knitted wear sold well.

In women's wear, one-piece dresses for ceremonial occasions and one-piece dresses that can be worn for both business scenes and holidays showed good sales. Additionally, ballet shoes and wedge sole shoes moved well.

Store openings, etc.

New store 8; UNITED ARROWS(New) 1, BEAUTY & YOUTH UNITED ARROWS 1, green label relaxing 2, S.B.U. & UA labs 4

Store closure 1; green label relaxing 1

#### February Business Conditions

The sales of existing stores in this month showed positive growth (+9.6%) compared to the previous year. Total business units sales showed year-on-year positive growth (+21.5%).

In February, owing to the high average temperature, we had stronger turnout than usual and good sales of the spring apparel.

Our appeals for Valentine's gifts and spring apparel in the stores raised the number of customers, and our efforts to avoid the lack of popular product inventories increased the sales opportunities for customers.

By items, ties, knits and watches as Valentine's gifts in men's wear, and trench coats and ballet pumps in women's wear showed good sales.

Store openings, etc.

New store 1; S.B.U. & UA labs 1

Enlargement 1; UNITED ARROWS 1

Store closure with business separation 1; UNITED ARROWS 1

#### January Business Conditions

The sales of existing stores in this month showed positive growth (+8.2%) compared to the previous year. Total business units sales showed year-on-year positive growth (+19.6%).

In the first half of January, winter bargain sales were favourable and items such as down jackets and peacoats in men's wear and trench coats, basic knitted wear and ballet shoes in women's wear sold well.

In the second half of January, helped by the higher climate of Japan compared to the previous year, spring products showed good sales.

In spring products, women's wear showed a better start than men's wear, and items such as trench coats and one-piece dresses for ceremonial occasions sold well.

Store openings, etc.

Renewal 1; UNITED ARROWS 1

Store closure 2; UA Image Label Store 2

#### December Business Conditions

The sales of existing stores in this month showed positive growth (+4.9%) compared to the previous year. Total business units sales showed year-on-year positive growth (+15.1%).

In December, the climate of Japan was higher than the previous year, but high price products such as coats and down jackets sold well, thus spending per customer increased and sales grew.

Together with this, mufflers, knitted wear and watches sold well as Christmas gifts.

By items, down jackets and suits for ceremonial occasions in men's wear, wool coats and boots in women's wear showed good sales.

Furthermore, collaboration products such as carrier cases for NINTENDO DS Lite and sneakers by new balance were popular.

Store openings, etc.

·No change for December, 2006.

#### November Business Conditions

The sales of existing stores in this month showed negative growth (-2.2%) compared to the previous year. Total business units sales showed year-on-year positive growth (+8.2%).

In November, the climate of Japan was higher than the previous year, thus sales of clothing for cold weather showed stagnant growth. However, women's outer wears such as coats showed good figures.

Together with this, mufflers and shawls sold well.

By items, originally planned tote bags and narrow ties in men's wear, knitted wear and outer wears such as coats in women's wear showed good sales.

Furthermore, mufflers and wallets for Christmas gifts began to move well.

Store openings, etc.

New store 1; green label relaxing 1

#### October Business Conditions

The sales of existing stores in this month showed negative growth (-3.4%) compared to the previous year. Total business units sales showed year-on-year positive growth (+7.7%).

In October, the climate of western Japan was high, and eastern Japan was relatively rainy, thus number of customers showed stagnant growth. However, outer wears such as blousons and trench coats sold well.

By items, down jackets and black boots in men's wear, outer wears such as trench coats and denim jackets, one-piece dresses for ceremonial occasions in women's wear showed good sales.

Adding to this, mufflers and gloves began to move well.

Store openings, etc.

New store 4; UNITED ARROWS(New) 1, BEAUTY&YOUTH UNITED ARROWS 1, GLR new type stores 1 and S.B.U. and UA labs 1

#### September Business Conditions

The sales of existing stores in this month showed positive growth (+1.4%) compared to the previous year. Total business units sales showed year-on-year positive growth (+9.3%).  
The climate of the first half of this September was high, but fall apparel (mainly knitted wears such as cardigans) moved well.  
By items, knitted wears and boots in men's wear, long cardigans, knitted one-piece dresses, boots and over sized bags in women's wear showed good sales.  
Adding to this, down jackets began to move from the beginning of this month.

Store openings, etc.

New store 15; UNITED ARROWS(New) 3, BEAUTY&YOUTH UNITED ARROWS 2, UA Label Image Store 1, green label relaxing 1, GLR new type stores 1 and S.B.U. and UA labs 7  
Removal 1; S.B.U. and UA Labs 1

#### August Business Conditions

The sales of existing stores in this month showed negative growth (-2.4%) compared to the previous year. Total business units sales showed year-on-year positive growth (+11.0%).  
In the first half of this August, late summer and early fall apparel, which are marketable in this timing every year, did not move well owing to the hot weather.  
But, such items as shirts, cardigans and knits had large sales with the temperature dropping in the last half of this month.  
By items, three-quarter sleeved shirts and shoulder bags made of leather in men's wear, one-piece dresses for ceremonial occasion and shoes made of enamel in women's wear, showed good sales.  
Adding to this, winter apparel such as down jackets and trench coats began to move.

Store openings, etc.

Store closure with business separation; 1 (UNITED ARROWS 1)

#### July Business Conditions

The sales of existing stores in this month showed positive growth (+0.7%) compared to the previous year. Total business units sales showed year-on-year positive growth (+11.0%).  
In this July, we had much more rainy days than in last July, which reduced the opportunities for the customers to come to the stores.  
But, good sales of summer sale and late summer and early fall apparel newly delivered to the stores contributed to the company sales.  
The late summer and early fall apparel showing good start were jackets and border printed-knits in men's wear, cardigans and blouses in women's wear.

Store openings, etc.

Store closure with business separation; 2 (UNITED ARROWS 2)

#### June Business Conditions

The sales of existing stores in this month showed negative growth (-0.4%) compared to the previous year. Total business units sales showed year-on-year positive growth (+7.8%).  
In this June, many rains and unstable weather continued through the month reduced the number of customers.  
But, the upward tendency of the main items prices across the company raised Ave. spending per customer. In addition, the summer sales started in the end of this month have showed good start.  
By items, merchandise for business such as half-sleeved shirts and pants in men's wear, and cardigans and shirts to protect oneself against the air-conditioning, in women's wear showed favorable sales.  
As to summer apparel, hats, sunglass and sandals sold well.

Store openings, etc.

·No change for June, 2006.

#### May Business Conditions

The sales of existing stores in this month showed positive growth (+0.5%) compared to the previous year. Total business units sales showed year-on-year positive growth (+9.2%).  
In this May, summer apparel such as short-sleeved cut-sews sold well during the "Golden Weeks" in good weather.  
Rainy weekends reduced the number of customers, but the good sales of outer wears such as jackets and denim-jackets, and summer accessories such as bags raised the average spending per customer.  
By items, printed T-shirts and cargo-pants in men's wear and one-piece dresses and sheer cardigans in women's wear showed good sales.

Store openings, etc.

·No change for May, 2006.

#### April Business Conditions

The sales of existing stores in this month showed negative growth (-4.8%) compared to the previous year. Total business units sales showed year-on-year positive growth (+2.7%).  
In this April, the early summer apparel which had been in good sales in last April did not sold well because of a lower temperature in this year than in the last.  
But, since the middle April, early summer apparel has been moving well with the temperature rising.  
By items, blousons and denim-jackets were in great demand due to low temperature.  
Merchandise for business such as setup-suits and bags in men's wear and one-piece dresses for bridal parties and feminine skirts in women' wear showed favorable moves.

Store openings, etc.

New store 3; S.B.U. and UA labs 3