



Monthly Sales Summary for the Year Ended March 31, 2009

Sales summary in March	
Total company sales	102.4%
Total same store sales	88.8%

* Sales, number of customers, and average spending per customer are disclosed against figures of the previous fiscal year
 * Forecast figures will be disclosed on the second business day every month.
 * Forecast figures are for reference only.
 * If there are differences between forecast figures and settled figures, the difference will be announced in the next month.

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

(%)

		2008								2009			Total by								
		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Mar	1 st.Q	2 nd.Q	3 rd.Q	4 th.Q	1st H	2nd H	End of FY
Company total	Total company sales	113.1	120.5	110.6	123.2	121.7	110.2	108.3	112.5	99.9	102.6	107.8	102.4	110.1	114.6	118.0	106.7	103.7	116.3	105.3	110.1
	Total business units sales	107.1	114.0	106.6	122.5	117.9	109.4	106.2	107.9	97.4	100.6	105.9	100.6	107.1	109.2	116.5	103.5	101.7	112.7	102.7	107.1
	Number of customers	107.2	116.5	105.5	126.8	117.1	107.1	109.7	108.9	101.0	100.7	104.6	105.0	109.0	109.6	118.3	106.2	102.9	113.9	104.5	109.0
	Ave. spending per customer	98.4	96.4	97.3	95.0	99.6	97.9	94.5	95.7	95.3	95.7	97.5	92.2	95.6	97.4	96.1	95.2	95.0	96.6	95.3	95.6
Same store	Outlet sales	164.8	177.9	155.3	129.5	145.2	116.7	123.5	148.7	121.9	123.1	121.0	116.1	135.3	166.5	130.1	131.5	120.0	147.6	126.3	135.3
	Sales	91.2	96.5	88.4	104.9	101.8	99.7	96.5	98.6	90.4	91.8	92.6	88.8	94.7	92.0	102.3	95.0	90.9	96.7	93.1	94.7
	Number of customers	92.3	98.5	89.3	110.2	102.5	100.9	100.9	101.2	93.6	95.3	96.4	96.7	98.0	93.2	105.6	98.3	96.0	99.0	97.1	98.0
Stores	Ave. spending per customer	98.8	98.0	99.0	95.2	99.3	98.7	95.6	97.5	96.6	96.3	96.0	91.8	96.6	98.7	96.8	96.6	94.7	97.7	95.9	96.6
	Number of stores at month end	132	133	134	131	130	130	137	140	140	140	140	138	-	-	-	-	-	-	-	-
	Number of comparable stores	91	96	95	89	82	88	106	115	116	115	116	116	-	-	-	-	-	-	-	-

* "Total business units sales" includes the sales of retail, wholesale, mail-order, formal wear rental and "Personal Styling Department". "Outlet sales" includes sales of outlet stores and special events
 * "Number of customers" and "Ave. spending per customer" are calculated from retail sales.
 * "Same store" is defined as a retail store that has been open for more than 13 months and has been operating since the same month of the previous year.
 * For details of store openings, please refer to: <http://www.united-arrows.co.jp/en/ir/monthly/index.html#store>

March Business Conditions

Same store sales in this month showed negative growth (-11.2%) compared to the same period in the previous year
 Total company sales showed year-on-year positive growth (+2.4%)
 Unfavorable same store sales was mainly due to slow sales of suits and outer wears, partially offset by favorable fashion accessories
 We estimate same store sales would be around 91% compared to a year ago without the impact of more opening on holiday (In March, we had a less holiday than last year)
 Consequently, full term same store sales (94.7%) were short of revised forecast announced in November 2008 (100.0%).
 As for men's wear, jackets suitable for both business and weekend, bags, muffler soled well, and in women's items, one-piece dresses, blouses, bags and stoles showed good sales.

Store openings and closings, etc.
 Store Closure 2; SBU and UA Labs 2

Data of same stores for the past 3 years

(%)

		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total by							
		Mar	Mar	Mar	Mar	Mar	Mar	Mar	Mar	Mar	Mar	Mar	Mar	Mar	1 st.Q	2 nd.Q	3 rd.Q	4 th.Q	1st H	2nd H	End of FY
Sales	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
	06/04 - 07/03	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
	07/04 - 08/03	103.8	103.7	127.0	95.2	103.2	96.9	95.7	104.7	98.3	99.8	89.4	100.6	101.1	111.0	97.7	99.6	97.6	104.4	98.7	101.1
No. of customer	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
	06/04 - 07/03	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
	07/04 - 08/03	100.5	97.6	123.9	90.2	101.5	93.0	93.2	101.8	96.5	100.7	89.3	101.9	98.9	107.1	93.6	97.1	98.4	100.2	97.7	98.9
Ave. spending per customer	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
	06/04 - 07/03	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
	07/04 - 08/03	103.2	106.2	102.5	105.6	101.6	104.3	102.7	102.9	101.9	99.1	100.1	98.7	102.2	103.6	104.4	102.6	99.2	104.2	100.9	102.2