

UNITED ARROWS LTD.



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Monthly Sales Summary for the Year Ending March 31, 2010

Sales summary in March	
Total company sales	106.4%
Total same store sales (retail & online)	104.1%

* 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, customers, spend and stores

(%)

		2009	2009	2009	2009	2009	2009	2009	2009	2009	2010	2010	2010	Total by	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	Mar							
Total Company Sales	Total company sales	101.3	100.5	101.6	98.8	101.9	110.6	98.9	94.7	107.6	106.4	105.1	106.4	102.7	101.1	103.7	100.4	106.1	102.4	103.0	102.7
	Total business units sales	101.7	97.9	97.6	96.1	100.0	107.0	98.7	93.8	106.7	104.9	105.5	105.6	101.2	99.0	100.9	99.7	105.3	99.9	102.3	101.2
	Retail sales of total company	98.9	95.2	93.2	92.0	95.5	106.1	95.8	91.2	101.7	99.7	102.7	101.7	97.6	95.7	97.7	96.3	101.0	96.7	98.4	97.6
	Online sales of total company	144.6	140.6	132.2	129.0	139.4	142.9	143.1	145.2	172.8	168.5	132.3	166.1	148.0	138.3	136.3	153.4	158.6	137.3	156.2	148.0
	Number of retail customers	106.5	102.2	98.6	98.8	102.8	109.9	98.5	98.6	110.2	109.3	110.6	102.6	103.8	102.2	102.9	102.7	107.4	102.5	105.1	103.8
	Ave. spending per retail customer	92.9	93.1	94.6	93.1	93.0	96.5	97.2	92.5	92.3	91.2	92.9	99.1	94.1	93.6	95.0	93.8	94.1	94.3	93.7	94.1
Same Store Sales	Outlet sales	99.1	115.2	131.9	124.0	111.7	138.0	100.4	99.5	113.8	118.9	102.9	111.7	112.7	114.4	124.0	104.2	112.1	118.8	107.6	112.7
	Same store sales (retail & online)	97.0	95.9	95.4	93.4	96.0	104.5	99.6	94.3	105.3	106.2	105.6	104.1	99.9	96.1	97.8	99.8	105.4	96.9	102.4	99.9
	Same store retail sales	93.9	93.1	92.2	90.4	92.4	102.2	97.3	91.6	102.3	100.8	104.2	101.0	96.8	93.0	94.9	97.1	101.6	94.0	99.1	96.8
	Same store online sales	144.1	140.4	132.1	129.2	139.8	133.4	129.5	131.4	153.9	158.7	117.8	141.6	138.7	138.0	133.4	138.0	143.5	135.7	141.0	138.7
	Number of retail customers	100.2	98.5	96.1	96.4	97.0	102.5	98.6	97.9	109.1	109.6	110.5	100.0	101.4	98.1	98.2	102.2	106.7	98.2	104.5	101.4
Ave. spending per retail customer	93.7	94.6	95.9	93.8	95.2	99.7	98.7	93.6	93.7	92.0	94.3	101.0	95.5	94.8	96.7	95.0	95.2	95.7	94.9	95.5	
Number of Stores	Number of stores at month end	162	163	163	161	155	172	172	175	176	176	176	178	-	-	-	-	-	-	-	-
	Number of retail stores	140	141	141	138	134	136	137	137	137	137	138	138	-	-	-	-	-	-	-	-
	Number of online stores	22	22	22	23	21	36	36	38	39	39	38	40	-	-	-	-	-	-	-	-
	Number of comparable stores	138	146	148	144	136	140	150	150	149	146	145	-	-	-	-	-	-	-	-	-
	Comparable retail stores	119	127	128	122	116	117	122	132	132	131	129	128	-	-	-	-	-	-	-	-
Comparable online stores	19	19	20	22	20	19	18	18	18	18	17	17	-	-	-	-	-	-	-	-	

* "Total business units sales" includes the sales of retail, online and wholesale, etc. "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 or online 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>
 * Online sales are disclosed from Monthly Sales Summary July 2009 as sales of online shopping have expanded since shopping channels have diversified in the past few years.
 * In September 2009, we found out that there were errors in number of customers and average spending per customer that were disclosed in the past due to system failure.
 We have amended number of customers and average spending per customer from April 2009 to August 2009. As for data before March 2009, we will not change them as affect is marginal.

March Business Conditions

Summary
 Total company sales showed year-on-year positive growth (+6.4%). Same store sales of retail and online stores in this month showed positive growth (+4.1%) compared to the same period in the previous year.
 Summary of retail sales
 Sales of spring items were modest this March and contributed to total sales.
 Considering the fact that there was one Sunday less than last March, same store sales of retail stores would have actually been around 103.5%.
 In details, trench coats, moss stitch jackets, cut and sewn outerwear, nylon and leather bags, chukka boots, etc. in men's items and trench coats, leather jackets, dresses, shirts, sarrouel pants, pumps, etc. in women's items showed favourable sales.

Store openings and closings, etc.
 [Retail] Renewal 1; green label relaxing 1, Store Closure 1; SBUs and UA labs 1
 [Online] New store 2; BEAUTY&YOUTH UNITED ARROWS 1, SBUs and UA labs 1

Data of same stores for the past 3 years

(%)

		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total by	1 st.Q	2 nd.Q	3 rd.Q	4 th.Q	1st H	2nd H	End of FY
														Mar							
Sales	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
	08/04 - 09/03	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
No. of customer	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
	08/04 - 09/03	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
Ave. spending per customer	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
	08/04 - 09/03	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