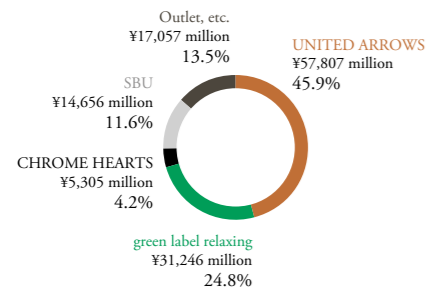


Business Overview

for the year ended March 31, 2017

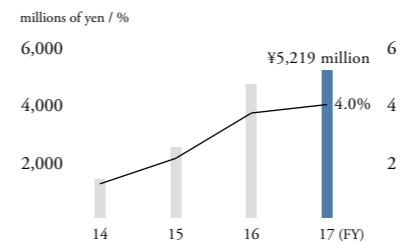
Net sales by business / Composition ratio (non-consolidated)^{*1}



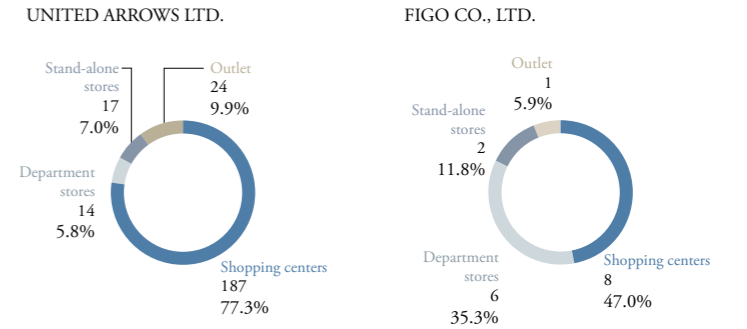
Average annual store sales, sales area, and number of employees (directly operated stores)

	Average annual sales (millions of yen)	Average sales area (m ²)	Average number of employees (people)
UNITED ARROWS General Merchandise Store	1,566	544	37
UNITED ARROWS	501	348	14
BEAUTY&YOUTH UNITED ARROWS	392	271	12
UNITED ARROWS green label relaxing	373	308	12
SBU	167	86	5

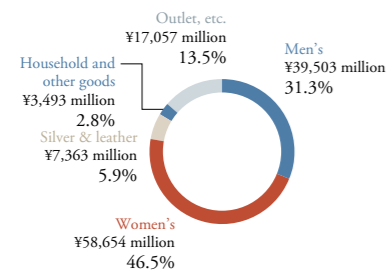
Trends in sales of tax-free goods and sales composition ratio^{*3} (non-consolidated + CHROME HEARTS)



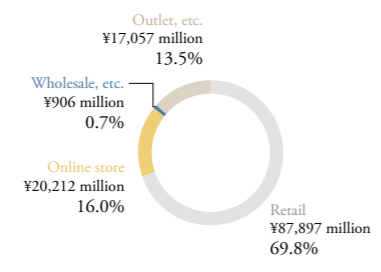
Number of stores by sales channel



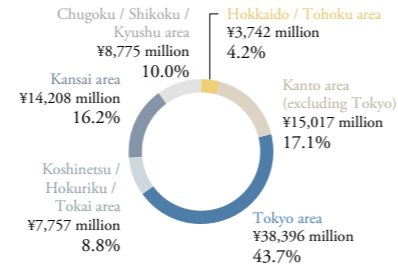
Net sales by category / Composition ratio (non-consolidated)^{*1}



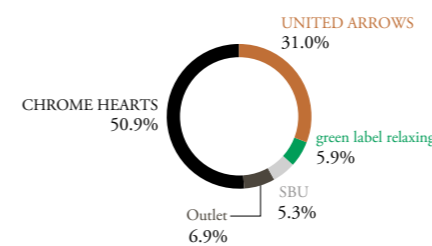
Net sales by sales channel / Composition ratio (non-consolidated)^{*1}



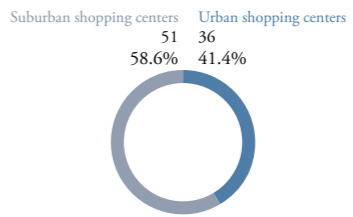
Net sales by retail area / Composition ratio (non-consolidated)^{*1}



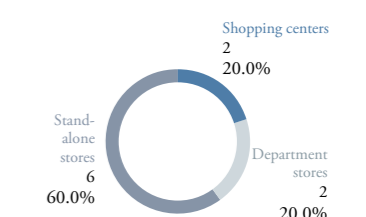
Tax-free goods sales composition ratio by business^{*3} (non-consolidated + CHROME HEARTS)



COEN CO., LTD.



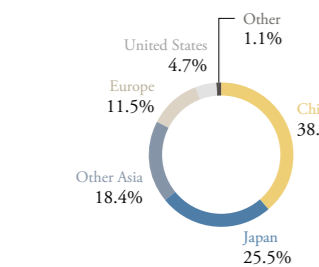
CHROME HEARTS JP, GK



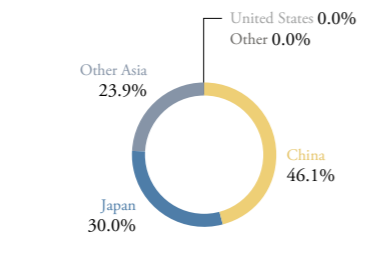
^{*} Shopping centers refers to such commercial facilities as fashion buildings and railway station buildings (excludes department stores).
^{*} Urban shopping centers refers to shopping centers located within the 23 wards of Tokyo and nationwide government-ordinance-designated cities.

Breakdown by country of origin (non-consolidated Companywide / procurement cost basis)^{*2}

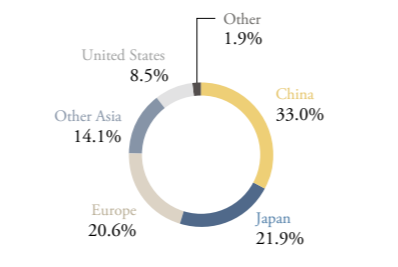
Private label brands / Purchased brands



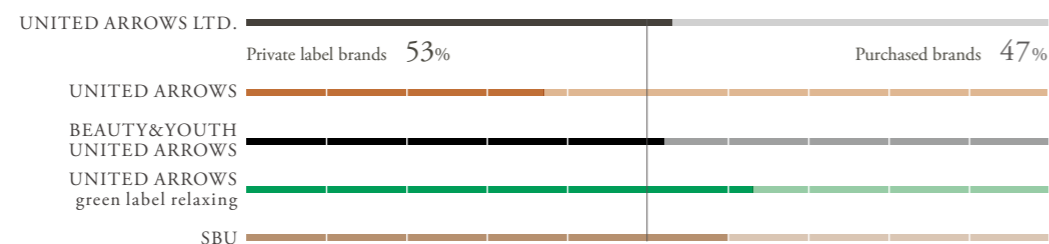
Private label brands



Purchased brands

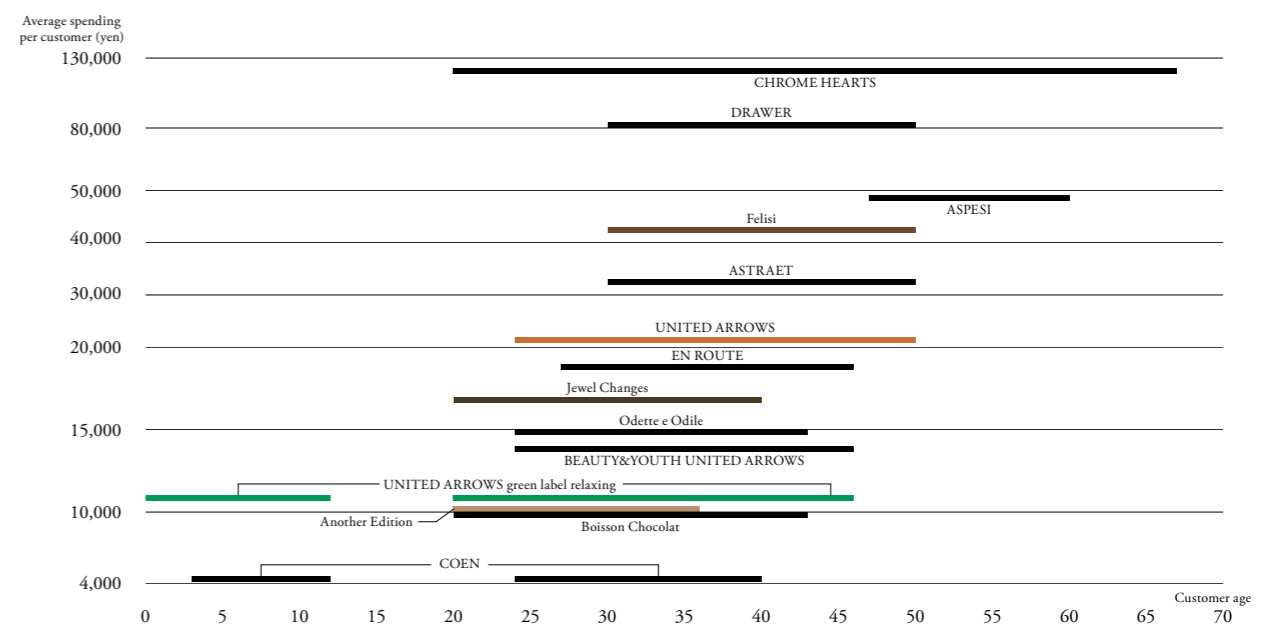


Mix of private label brands and purchased brands (non-consolidated)^{*2}



^{*} OEM products (products manufactured by other companies and sold under our brand names) are included in purchased brands.

Positioning map of each business (average spending per customer / customer age)



^{*1} UNITED ARROWS LTD. took steps to spin off the CHROME HEARTS business in October 2016. As a result, CHROME HEARTS business sales are not included in the Company's non-consolidated net sales effective from 2H of FY2017.
^{*2} Data is calculated after excluding the CHROME HEARTS business from operating results for the fiscal year ended March 31, 2017 in line with the split of the CHROME HEARTS business from UNITED ARROWS LTD.
^{*3} Non-consolidated and CHROME HEARTS JP, GK combined data effective from the fiscal year ended March 31, 2017. While CHROME HEARTS JP, GK maintains an account settlement date of December 31, data is calculated inclusive of the period up to March 31, 2017.