
Consolidated Financial Summary
For Fiscal 2013, the Fiscal Year Ended March 31, 2013

Prepared in Conformity with Accounting Principles Generally Accepted in Japan (Japanese GAAP)
English Translation of the Original Japanese-Language Report

Corporate Name:	UNITED ARROWS LTD.
Securities Traded:	Tokyo Stock Exchange, First Section
Code Number:	7606
URL:	http://www.united-arrows.co.jp
Representative:	Mitsuhiro Takeda, Representative Director, President and Executive Officer
Contact:	Takeo Nakazawa, Department Manager, Finance and Accounting Department
Telephone:	+81-3-5785-6325
Scheduled date of Shareholders' Meeting:	June 26, 2013
Scheduled Date of Dividend Payment:	June 27, 2013
Scheduled Reporting Date:	June 27, 2013

I. Consolidated Business Results for the Fiscal Year Ended March 2013 (From April 1, 2012 to March 31, 2013)

(1) Consolidated Business Performance

(% indicates increase / decrease YoY)

	Total Sales		Operating Profit		Ordinary Profit	
	¥ million	%	¥ million	%	¥ million	%
Fiscal 2013	115,041	12.7	12,562	23.2	12,582	22.5
Fiscal 2012	102,052	12.7	10,193	38.0	10,272	41.9

	Net Income		Net Income per Share		Net Income per Share after Adjusting for Dilutive Effects	
	¥ million	%	yen		yen	
Fiscal 2013	7,316	45.9	230.80		229.38	
Fiscal 2012	5,016	39.5	158.74		157.79	

	Net Income / Net Worth		Ordinary Profit / Total Assets		Operating Profit / Total Sales	
	%		%		%	
Fiscal 2013	32.7		23.8		10.9	
Fiscal 2012	29.2		21.2		10.0	

Note: Comprehensive income Fiscal 2013 ¥7,306 million (44.9%) Fiscal 2012 ¥5,044 million (39.9%)

(Reference) Profit or loss from equity method investment Fiscal 2013 ¥ -million Fiscal 2012 ¥ -million

(2) Consolidated Financial Conditions

	Total Assets	Net Assets	Equity Ratio	Net Assets per Share
	¥ million	¥ million	%	yen
Fiscal 2013	54,395	25,403	46.7	799.65
Fiscal 2012	51,278	19,291	37.6	609.66

(Reference) Net worth Fiscal 2013 ¥25,403 million Fiscal 2012 ¥19,291 million

(3) Consolidated Cash Flows

	Cash Flows from Operating Activities	Cash Flows from Investing Activities	Cash Flows from Financing Activities	Cash and Cash Equivalents at the End of Period
	¥ million	¥ million	¥ million	¥ million
Fiscal 2013	5,238	(3,528)	(3,533)	6,142
Fiscal 2012	12,081	(2,711)	(6,875)	7,966

2. Conditions of Dividend Payment

	Dividend per Share					Dividend Payment (Annual)	Dividend Payout Ratio (Consolidated)	Dividend to Net Assets (Consolidated)
	1Q End	2Q End	3Q End	Fiscal Year End	Annual			
	yen	yen	yen	yen	yen	¥ million	%	%
Fiscal 2012	-	10.00	-	26.00	36.00	1,138	22.7	5.9
Fiscal 2013	-	15.00	-	38.00	53.00	1,682	23.0	6.6
Fiscal 2014 (Forecast)	-	20.00	-	41.00	61.00		25.1	

3. Projected Consolidated Performance of the Fiscal Year Ending March 2014 (From April 1, 2013 to March 31, 2014)

(% indicates increase / decrease YoY)

	Total Sales		Operating Profit		Ordinary Profit		Net Income		Net Income per Share
	¥ million	%	¥ million	%	¥ million	%	¥ million	%	yen
Interim Period	55,996	10.7	4,366	(10.7)	4,372	(11.9)	2,328	(14.8)	73.03
Full Fiscal Year	125,545	9.1	13,462	7.2	13,484	7.2	7,754	6.0	243.19

4. Others

(1) Changes in Significant Subsidiaries during the period

(Changes in special subsidiaries that caused a change in scope of consolidation): None

(2) Changes in Accounting Principles, Procedures, Methods of Presentation and Other Items

- Changes due to revision of accounting standards: Yes
- Changes other than 1: None
- Changes in accounting estimates: None
- Restatement of prior period financial statements after error corrections: None

(3) Number of Stocks Issued and Outstanding (Common Stocks)

- Number of stocks issued at term end (including treasury stock)

Fiscal 2013	37,800,000 stocks	Fiscal 2012	42,800,000 stocks
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- Number of treasury stock

Fiscal 2013	6,031,580 stocks	Fiscal 2012	11,156,780 stocks
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- Average number of stocks issued and outstanding for the period

Fiscal 2013	31,701,057 stocks	Fiscal 2012	31,602,134 stocks
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(For reference) Overview of Non-consolidated Business Results

**1. Non-consolidated Business Results for the Fiscal Year Ended March 2013
(From April 1, 2012 to March 31, 2013)**

(1) Non-consolidated Business Performance

(% indicates increase / decrease YoY)

	Total Sales		Operating Profit		Ordinary Profit	
	¥ million	%	¥ million	%	¥ million	%
Fiscal 2013	106,605	11.7	11,544	22.8	11,582	21.8
Fiscal 2012	95,406	12.1	9,399	31.9	9,505	34.6

	Net Income		Net Income per Share		Net Income per Share after Adjusting for Dilutive Effects	
	¥ million	%	yen		yen	
Fiscal 2013	6,507	44.5	205.28		204.01	
Fiscal 2012	4,502	54.2	142.46		141.61	

(2) Non-consolidated Financial Situation

	Total Assets		Net Assets		Equity Ratio		Net Asset per Share	
	¥ million		¥ million		%		yen	
Fiscal 2013	51,040		24,869		48.7		782.84	
Fiscal 2012	50,145		19,568		39.0		618.41	

(Reference) Net worth Fiscal 2013 ¥24,869 million Fiscal 2012 ¥19,568 million

**2. Projected Non-consolidated Performance of the Fiscal Year Ending March 2014
(From April 1, 2013 to March 31, 2014)**

(% indicates increase / decrease YoY)

	Total Sales		Operating Profit		Ordinary Profit		Net Income		Net Income per Share	
	¥million	%	¥million	%	¥million	%	¥million	%	yen	
Interim Period	51,274	9.3	4,091	(8.9)	4,108	(9.9)	2,216	(9.5)	69.51	
Full Fiscal Year	114,651	7.5	12,523	8.5	12,564	8.5	7,285	12.0	228.49	

***Note on the status of audit procedure implementation**

This Financial Results Report is not subject to the audit procedures prescribed under the Financial Instruments and Exchange Act of Japan. As of the date this Financial Results Report was disclosed, however, audit procedures applicable to financial statements prescribed under the aforementioned Financial Instruments and Exchange Act were in the process of being carried out.

***Explanation regarding appropriate use of projected business performance**

The above projection was made based on information available at present. Please note in advance that potential risks and uncertainties are included. The actual figures might differ from the figures stated above due to any possible factor. Please refer to the attached documents starting from the next page for the preconditions and further information for the projected figures.

2. Consolidated Financial Results

(1) Consolidated Balance Sheet

(millions of yen)

	Fiscal 2012 (as of March 31, 2012)	Fiscal 2013 (as of March 31, 2013)
Assets		
Current assets		
Cash and deposits	8,146	6,334
Notes and accounts receivable-trade	179	166
Merchandise	15,548	17,251
Supplies	204	229
Accounts receivable-other	7,156	8,940
Deferred tax assets	1,552	1,620
Other	423	448
Allowance for doubtful accounts	(3)	(2)
Total current assets	33,207	34,989
Noncurrent assets		
Property, plant and equipment		
Buildings and structures (net)	13,696	14,977
Accumulated depreciation and accumulated impairment loss	(6,727)	(7,962)
Buildings and structures (net)	6,969	7,014
Land	569	569
Construction in progress	137	343
Other	3,448	3,744
Accumulated depreciation and accumulated impairment loss	(2,439)	(2,699)
Other (net)	1,009	1,045
Total property, plant and equipment	8,685	8,973
Intangible noncurrent assets		
Other	1,725	1,589
Total intangible noncurrent assets	1,725	1,589
Investments and other assets		
Investment securities	129	142
Guarantee deposits	6,478	7,001
Deferred tax assets	494	665
Other	583	1,060
Allowance for doubtful accounts	(26)	(26)
Total investments and other assets	7,659	8,843
Total noncurrent assets	18,071	19,405
Total assets	51,278	54,395

(millions of yen)

	Fiscal 2012 (as of March 31, 2012)	Fiscal 2013 (as of March 31, 2013)
Liabilities		
Current liabilities		
Notes and accounts payable-trade	7,983	8,496
Short-term loans payable	2,800	4,000
Current portion of long-term loans payable	3,541	3,091
Accounts payable-other	4,381	4,566
Income taxes payable	3,866	2,422
Provision for bonuses	1,993	2,081
Provision for directors' bonuses	99	102
Asset retirement obligations	91	26
Other	939	936
Total current liabilities	25,696	25,724
Noncurrent liabilities		
Long-term loans payable	3,773	681
Provision for directors' retirement benefits	521	313
Asset retirement obligations	1,954	2,264
Deferred tax liabilities	33	—
Other	7	7
Total noncurrent liabilities	6,290	3,267
Total liabilities	31,987	28,991
Net assets		
Shareholders' equity		
Capital stock	3,030	3,030
Capital surplus	4,095	4,095
Retained earnings	23,600	24,456
Treasury stock	(11,463)	(6,197)
Total shareholders' equity	19,262	25,384
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(21)	(12)
Deferred gains or losses on hedges	49	31
Total accumulated other comprehensive income	28	18
Total net assets	19,291	25,403
Total liabilities and net assets	51,278	54,395

(2) Statements of Consolidated Income and Comprehensive Income
Statements of Consolidated Income

(millions of yen)

	Fiscal 2012 (from April 1, 2011 to March 31, 2012)	Fiscal 2013 (from April 1, 2012 to March 31, 2013)
Net sales	102,052	115,041
Cost of sales	46,390	52,422
Gross profit	55,661	62,619
Selling, general and administrative expenses	45,468	50,056
Operating income	10,193	12,562
Non-operating income		
Interest income	1	1
Dividends income	4	4
Rent income	14	56
Foreign exchange gains	38	—
Purchase discounts	39	46
Other	167	94
Total non-operating income	265	202
Non-operating expenses		
Interest expenses	133	84
Foreign exchange loss	—	31
Rent expenses	11	30
Commission fee	1	0
Other	40	35
Total non-operating expenses	186	182
Ordinary income	10,272	12,582
Extraordinary income		
Gain on sales of noncurrent assets	0	—
Total extraordinary income	0	—
Extraordinary loss		
Impairment loss	433	873
Transfer to provision for directors' retirement benefits	430	—
Other	45	80
Total extraordinary loss	908	954
Income before income taxes	9,364	11,627
Income taxes-current	4,776	4,577
Income taxes-deferred	(428)	(266)
Total income taxes	4,347	4,310
Income before minority interests	5,016	7,316
Net income	5,016	7,316

Statements of Consolidated Comprehensive Income

(millions of yen)

	Fiscal 2012 (from April 1, 2011 to March 31, 2012)	Fiscal 2013 (from April 1, 2012 to March 31, 2013)
Income before minority interests	5,016	7,316
Other comprehensive income		
Other valuation adjustments on securities	(10)	8
Deferred gains or loss on hedges	37	(18)
Total other comprehensive income	27	(9)
Comprehensive income	5,044	7,306
(Breakdown)		
Comprehensive income attributable to owners of the parent	5,044	7,306
Comprehensive income attributable to minority interests	—	—

(3) Consolidated Cash Flows

(millions of yen)

	Fiscal 2012 (from April 1, 2011 to March 31, 2012)	Fiscal 2013 (from April 1, 2012 to March 31, 2013)
Cash flows from operating activities		
Income before income taxes	9,364	11,627
Depreciation and amortization	1,417	1,519
Depreciation of intangible assets	304	237
Amortization of long-term prepaid expenses	95	111
Impairment loss	433	873
Increase (decrease) in provision for bonuses	760	88
Increase (decrease) in provision for directors' bonuses	39	3
Increase (decrease) in provision for directors' retirement benefits	430	(207)
Increase (decrease) in allowance for doubtful accounts	(14)	(1)
Interest and dividends income	(5)	(5)
Interest expenses	133	84
Loss (gain) on sales of property, plant and equipment	(0)	—
Decrease (increase) in notes and accounts receivable-trade	(1,948)	(1,745)
Decrease (increase) in inventories	114	(1,727)
Decrease (increase) in other current assets	(59)	(80)
Increase (decrease) in notes and accounts payable-trade	789	513
Increase (decrease) in other current liabilities	1,883	3
Increase (decrease) in other noncurrent liabilities	2	0
Other	17	22
Subtotal	13,758	11,317
Interest and dividends income received	5	5
Interest expenses paid	(132)	(85)
Income taxed paid	(1,549)	(5,999)
Net cash provided by operating activities	12,081	5,238

(millions of yen)

	Fiscal 2012 (from April 1, 2011 to March 31, 2012)	Fiscal 2013 (from April 1, 2012 to March 31, 2013)
Cash flows from investment activities		
Payments into time deposits	(12)	(12)
Purchase of property, plant and equipment	(2,012)	(2,187)
Payments for fulfillment of asset retirement obligations	(95)	(82)
Proceeds from sales of property, plant and equipment	1	—
Purchase of intangible assets	(158)	(166)
Purchase of long-term prepaid expenses	(184)	(555)
Payment for guarantee deposits	(624)	(757)
Proceeds from collection of guarantee deposits	369	235
Other	4	(2)
Net cash provided by investment activities	(2,711)	(3,528)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	(10,000)	1,200
Proceeds from long-term loans	8,000	—
Repayment of long-term loans payable	(4,017)	(3,541)
Proceeds from disposal of treasury stock	59	103
Cash dividends paid	(917)	(1,295)
Net cash provided by financing activities	(6,875)	(3,533)
Effect of exchange rate change on cash and cash equivalents	0	0
Increase (decrease) in cash and cash equivalents	2,494	(1,824)
Cash and cash equivalents at beginning of term	5,471	7,966
Cash and cash equivalents at end of term	7,966	6,142