

Business Overview

for the fiscal year ended March 31, 2019

Trends in sales

	billions of yen		
	FY2017	FY2018	FY2019
UNITED ARROWS LTD.	126.0 ^{*1}	128.3	131.4
FIGO CO., LTD.	3.0	2.8	2.7
COEN CO., LTD.	10.7	11.8	13.5
CHROME HEARTS JP, GK	6.2 ^{*2}	12.0	11.3

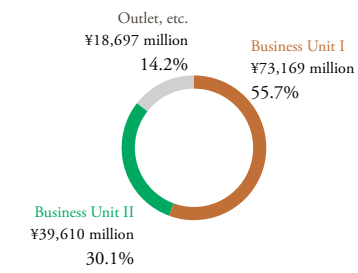
^{*1} The CHROME HEARTS business was split from UNITED ARROWS LTD. in October 2016. Data includes CHROME HEARTS business sales for the pre-split six-month period from April to September 2016 of ¥5.3 billion.

^{*2} Figures represent post-split sales for the six-month period from October 2016 to March 2017.

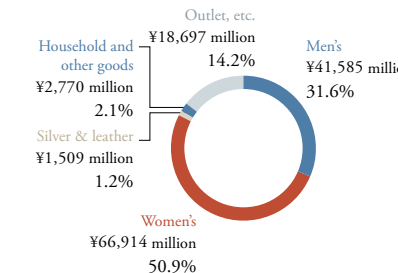
^{*3} The account settlement date for CHROME HEARTS JP, GK is December 31, but the period for which performance is used for consolidated accounting is from April 1 to March 31.

^{*4} As UNITED ARROWS TAIWAN LTD. and Designs & Co. are currently of only minor significance to the UNITED ARROWS Group's overall results, their net sales are not stated.

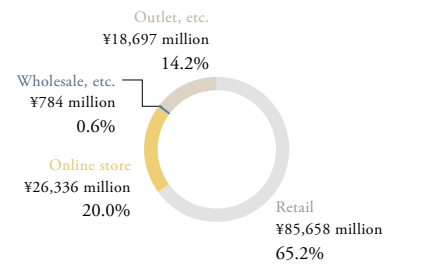
Net sales by business / Composition ratio (non-consolidated)



Net sales by category / Composition ratio (non-consolidated)

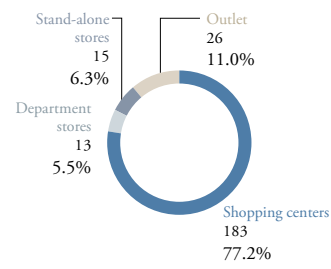


Net sales by sales channel / Composition ratio (non-consolidated)

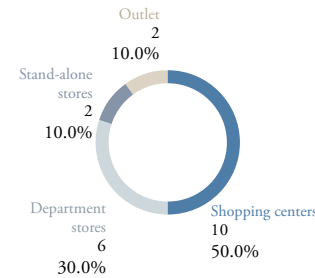


Number of stores by sales channel

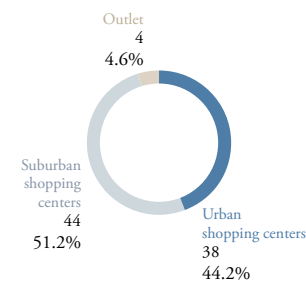
UNITED ARROWS LTD.



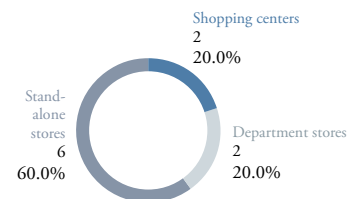
FIGO CO., LTD.



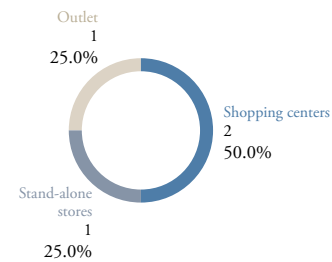
COEN CO., LTD.



CHROME HEARTS JP, GK



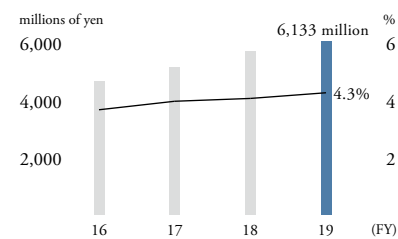
UNITED ARROWS TAIWAN LTD.



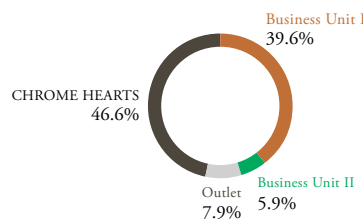
* Shopping centers refers to such commercial facilities as fashion buildings and railway station buildings (excludes department stores).

* Urban shopping centers refers to shopping centers located within the 23 wards of Tokyo and nationwide government-ordinance-designated cities.

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



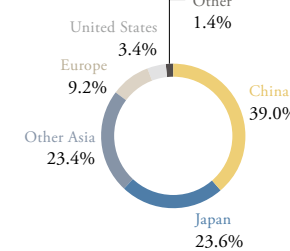
Tax-free goods sales composition ratio by business^{*3} (non-consolidated + CHROME HEARTS)



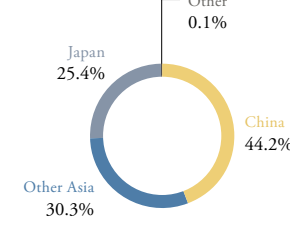
^{*3} Figures are combined data for non-consolidated and CHROME HEARTS JP, GK, effective from the fiscal year ended March 31, 2017. While CHROME HEARTS JP, GK maintains an account settlement date of December 31, data is calculated for the period from April 1 to March 31.

Breakdown by country of origin (non-consolidated / procurement cost basis)

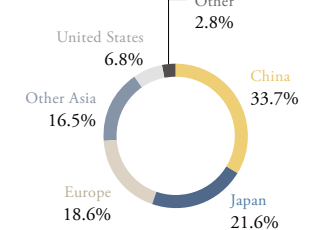
Private label brands / Purchased brands



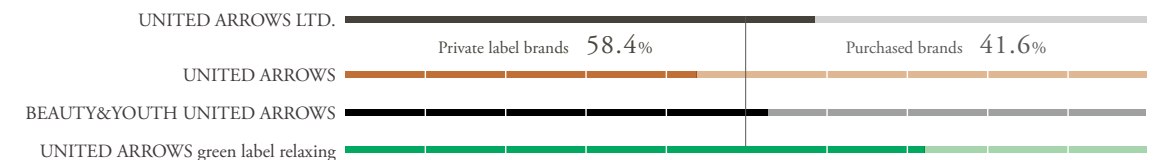
Private label brands



Purchased brands



Mix of private label brands and purchased brands (non-consolidated)



* 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)

