



Monthly Sales Report for March 2014, FY 2014

■ Sales Results (YoY)	
Total company sales	117.7%
Same store sales (retail & online)	112.1%

* Sales, number of customers, and average spending per customer are disclosed against figures of the previous fiscal year.

* Final figures will be disclosed around the fifteenth of each month.

◇ Sales Data and Number of Stores

(%)

		2013				2014				2014		Total by									
		Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Mar.	1 Q	2 Q	3 Q	4 Q	1H	2H	End of FY
Company Totals	Total company sales	106.9	111.8	121.1	104.6	111.9	112.1	105.2	109.7	110.6	109.3	112.7	117.7	110.9	113.1	109.0	108.7	113.0	111.1	110.7	110.9
	Total business units sales	107.1	111.6	120.6	104.0	111.9	111.7	105.9	110.4	112.6	111.1	115.7	118.7	111.6	113.0	108.6	109.9	114.7	110.8	112.1	111.6
	Retail sales of total company	108.8	113.2	120.1	104.6	113.0	113.3	105.2	111.1	112.3	112.0	114.9	120.1	112.2	114.0	109.6	109.8	115.5	111.9	112.5	112.2
	Online sales of total company	101.8	103.8	118.5	104.3	106.3	101.1	108.4	106.7	112.2	109.2	120.9	111.4	108.6	108.1	103.8	109.1	112.4	105.9	110.7	108.6
	Number of retail customers	101.2	107.8	117.8	101.9	107.3	108.1	100.5	104.0	103.5	106.3	109.3	108.4	106.1	109.3	104.9	102.8	107.6	107.0	105.2	106.1
	Ave. spending per retail customer	107.5	105.0	102.0	102.6	105.3	104.8	104.6	106.8	108.5	105.4	105.2	110.8	105.7	104.3	104.5	106.8	107.4	104.5	106.9	105.7
Existing Stores	Outlet sales	105.5	112.9	125.1	109.7	112.0	114.5	100.5	105.1	97.1	96.8	93.4	111.2	106.4	114.0	112.0	100.8	101.3	113.1	101.0	106.4
	Same store sales (retail & online)	100.4	102.3	110.3	96.2	102.5	104.0	98.1	103.4	105.5	105.6	109.0	112.1	104.0	104.3	100.3	102.7	108.6	102.4	105.4	104.0
	Same store retail sales	100.2	102.5	109.6	95.4	101.5	102.9	96.6	102.8	105.0	104.9	107.7	112.4	103.4	104.1	99.4	101.8	108.2	101.8	104.7	103.4
	Same store online sales	102.3	100.6	115.7	101.6	115.1	117.8	114.8	109.3	112.4	111.7	122.8	108.9	109.8	106.3	108.0	112.0	113.2	107.0	112.5	109.8
	Number of retail customers	92.7	97.2	106.9	92.5	96.7	98.0	92.3	96.4	96.7	99.3	101.7	101.1	97.4	99.3	94.9	95.3	100.3	97.0	97.8	97.4
	Ave. spending per retail customer	108.0	105.4	102.5	103.1	104.9	105.0	104.6	106.6	108.5	105.7	105.9	111.2	106.2	104.7	104.7	106.8	107.8	104.9	107.0	106.2
Number of Stores	Number of stores at month end	268	270	271	270	273	278	280	284	283	283	293	294	-	-	-	-	-	-	-	-
	Number of retail stores	200	201	202	201	203	206	208	209	208	208	210	213	-	-	-	-	-	-	-	-
	Number of online stores	49	50	50	50	51	53	53	56	56	56	64	62	-	-	-	-	-	-	-	-
	Number of outlet stores	19	19	19	19	19	19	19	19	19	19	19	19	-	-	-	-	-	-	-	-
	Number of comparable stores	192	203	207	204	198	193	213	219	219	216	215	213	-	-	-	-	-	-	-	-
	Comparable retail stores	162	170	172	169	164	164	177	183	183	180	179	179	-	-	-	-	-	-	-	-
Comparable online stores	30	33	35	35	34	29	36	36	36	36	36	34	-	-	-	-	-	-	-	-	

* "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.

* An "existing store" is defined as a retail store that has been open for more than 13 months and has been operating since the same month in the previous year.

* For details of store openings, please refer to: <http://www.united-arrows.co.jp/en/ir/monthly/index.html#store>

* Number of comparable stores does not include that of Outlet

◇ Sales Data by Business

(%)

		UA	GLR	CH	SBU
Business Unit Totals	Total business units sales	119.5	115.7	126.5	118.1
	Retail sales of total company	120.8	118.0	125.6	118.3
	Online sales of total company	120.6	99.4	-	109.6
	Number of retail customers	111.0	105.5	105.5	108.6
	Ave. spending per retail customer	108.9	111.8	119.0	108.9
Existing Stores	Same store sales (retail & online)	114.3	109.3	-	108.8
	Same store retail sales	113.7	111.5	115.7	107.5
	Same store online sales	132.5	95.3	-	116.8
	Number of retail customers	103.2	99.4	95.2	99.2
	Ave. spending per retail customer	110.1	112.2	121.5	108.3

* UA : UNITED ARROWS, GLR : UNITED ARROWS green rabel relaxing, CH : CHROME HEARTS, SBU : Small Business Units

* UA includes "UNITED ARROWS", "BEAUTY&YOUTH UNITED ARROWS", "THE SOVEREIGN HOUSE", "District UNITED ARROWS", "monkey time BEAUTY&YOUTH UNITED ARROWS" and "STEVEN ALAN."

* SBU includes "Another Edition", "Jewel Changes", "Odette e Odile UNITED ARROWS", "Drawer", "Boisson Chocolat", "ARCHIPERAGO UNITED ARROWS LTD.", "THE AIRPORT STORE UNITED ARROWS LTD.",

"THE STATION STORE UNITED ARROWS LTD.", "THE HIGHWAY STORE UNITED ARROWS LTD.", "ASTRAET" and "Boisson Chocolat."

◇ Sales Summary

Total company sales showed year-on-year positive growth (+17.7%) in March. Same store sales of retail and online stores also grew 12.1% compared to the same period in the previous year.

In March, demand for spring items started to grow from middle of the month due to favorable temperatures. The promotional campaign for UNITED ARROWS LTD. house card holders and several sales events held at major shopping centers increased customers' buying motives. Last-minute purchases ahead of the tax hike from this April were also seen in the end of March. On the back of this consumer sentiment, expensive items such as business wear and CHROME HEARTS products, and trendy items including trench coats, knitwear, sneakers and skirt showed favorable results. Early summer items also started to move late in March.

The following items were especially popular in this month:

[Men's] Spring coat, Suit, Jacket, Cut and sewn, Knitwear, Sneakers and Bag etc.



[Women's] Trench coat, Jacket, Cut and sewn, Knitwear, Cardigan, Skirt, Sneakers and Bag etc.



◇ Store Openings and Closings

[Retail] New store 3: green label relaxing 1, SBUs 2, Renewal 1: green label relaxing 1, Relocation 1: SBUs 1, Close 1: green label relaxing 1,

[Online] New store 1 : SBUs 1, Close 1: SBUs 1

[Outlet] None

◇ Data of same stores for the past 3 years

(%)

		Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total by Mar.	1 Q	2 Q	3 Q	4 Q	1H	2H	End of FY		
Sales	retail & online	10/04 - 11/03	102.2	104.9	102.6	111.0	102.4	95.0	109.5	107.3	111.7	108.7	109.7	83.0	104.3	103.3	103.0	109.6	100.4	103.2	105.2	104.3	
		11/04 - 12/03	119.1	108.1	114.4	100.0	107.8	107.5	109.8	105.4	110.6	102.7	101.5	129.9	109.2	113.6	104.5	108.7	109.9	109.2	109.2	109.2	109.2
		12/04 - 13/03	100.5	101.7	95.0	111.0	103.8	97.7	99.3	108.9	102.6	104.2	99.9	112.9	103.4	99.0	104.6	103.7	106.1	101.6	101.6	104.8	103.4
	retail	10/04 - 11/03	101.1	105.0	100.8	107.8	100.7	93.7	107.3	105.0	107.5	106.2	107.0	81.9	102.2	102.3	100.9	106.6	98.2	101.6	102.7	102.2	
		11/04 - 12/03	115.3	105.0	111.6	98.5	105.1	103.0	106.2	100.2	108.8	99.4	97.2	128.2	106.1	110.4	101.7	105.2	106.9	106.2	106.0	106.1	
		12/04 - 13/03	99.3	99.6	95.9	107.7	102.2	97.0	98.4	107.4	101.7	104.1	101.6	112.7	102.6	98.3	102.7	102.6	106.5	100.3	104.4	102.6	
	online	10/04 - 11/03	114.5	104.7	117.8	137.8	115.8	108.2	128.6	126.4	148.7	121.8	127.5	91.3	121.2	112.7	121.9	135.1	114.4	117.3	123.8	121.2	
		11/04 - 12/03	152.1	140.5	133.5	110.8	127.1	143.7	135.8	145.5	123.7	122.4	129.3	142.3	132.2	141.1	125.5	134.1	129.1	133.1	131.6	132.2	
		12/04 - 13/03	109.1	118.7	89.6	133.6	113.9	101.8	104.8	117.9	108.5	104.3	91.3	113.6	108.5	104.2	116.9	110.6	103.6	110.3	107.2	108.5	
No. of customers	10/04 - 11/03	101.7	106.7	103.4	114.5	105.4	97.5	108.2	104.6	109.5	105.7	98.9	77.1	103.5	104.0	107.3	107.6	95.5	105.6	101.5	103.5		
	11/04 - 12/03	109.2	97.4	112.0	91.4	100.3	99.0	101.2	99.6	103.6	90.6	95.5	126.0	100.8	106.0	95.5	101.6	100.2	100.7	100.9	100.8		
	12/04 - 13/03	95.6	98.9	89.6	111.2	106.1	95.3	96.9	102.7	100.6	108.0	103.4	108.0	101.8	94.4	105.7	100.2	107.1	99.8	103.6	101.8		
Ave. spending per customer	10/04 - 11/03	99.4	98.4	97.5	94.2	95.5	96.1	99.1	100.4	98.2	100.5	108.2	106.3	98.7	98.3	94.0	99.1	102.8	96.2	101.2	98.7		
	11/04 - 12/03	105.6	107.8	99.7	107.8	104.9	104.0	105.0	100.6	105.1	109.7	101.7	101.8	105.2	104.2	106.5	103.6	106.6	105.5	105.0	105.2		
	12/04 - 13/03	103.9	100.7	107.1	96.9	96.3	101.8	101.6	104.6	101.1	96.4	98.2	104.4	100.8	104.1	97.1	102.4	99.4	100.5	100.7	100.8		

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