



Monthly Sales Report for March 2016, FY 2016

| | |
|------------------------------------|--------|
| ■ Sales Results (YoY) | |
| Total company sales | 102.3% |
| Same store sales (retail & online) | 100.8% |

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

◇ Sales Data and Number of Stores

(%)

| | | 2015 | | | | 2016 | | | | 2016 | | | | Total by | 1 Q | 2 Q | 3 Q | 4 Q | 1H | 2H | End of FY |
|-----------------------------------|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------|-------|-------|-------|-------|-------|-------|-----------|
| | | Apr. | May. | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Mar. | | | | | | | |
| Company Totals | Total company sales | 108.8 | 107.4 | 104.9 | 106.2 | 111.4 | 116.0 | 113.7 | 104.2 | 109.1 | 105.3 | 106.0 | 102.3 | 107.7 | 107.0 | 111.0 | 108.7 | 104.5 | 108.9 | 106.7 | 107.7 |
| | Total business units sales | 107.3 | 106.3 | 104.9 | 104.8 | 109.0 | 114.2 | 112.7 | 103.2 | 108.2 | 105.1 | 106.7 | 102.7 | 106.9 | 106.1 | 109.1 | 107.8 | 104.7 | 107.6 | 106.3 | 106.9 |
| | Retail sales of total company | 104.9 | 106.4 | 102.5 | 104.6 | 107.5 | 112.2 | 112.7 | 103.3 | 108.6 | 102.9 | 102.4 | 101.8 | 105.8 | 104.7 | 108.0 | 108.0 | 102.4 | 106.2 | 105.4 | 105.8 |
| | Online sales of total company | 125.1 | 106.3 | 120.4 | 105.7 | 116.6 | 119.4 | 113.1 | 104.7 | 107.2 | 117.4 | 122.8 | 119.4 | 114.2 | 117.2 | 113.1 | 108.0 | 119.4 | 115.0 | 113.7 | 114.2 |
| | Number of retail customers | 94.7 | 98.5 | 95.9 | 100.1 | 94.7 | 109.2 | 107.3 | 98.9 | 102.0 | 99.1 | 98.5 | 101.8 | 99.9 | 96.5 | 100.9 | 102.5 | 99.8 | 98.7 | 101.1 | 99.9 |
| | Ave. spending per retail customer | 110.8 | 108.1 | 106.9 | 104.4 | 113.4 | 102.7 | 105.0 | 104.5 | 106.5 | 103.8 | 104.0 | 100.0 | 105.9 | 108.5 | 107.0 | 105.3 | 102.6 | 107.6 | 104.2 | 105.9 |
| Outlet sales | 118.5 | 114.6 | 104.9 | 118.5 | 126.2 | 130.4 | 120.8 | 110.6 | 115.5 | 106.9 | 101.2 | 99.6 | 113.5 | 112.8 | 125.0 | 115.2 | 102.9 | 118.4 | 109.5 | 113.5 | |
| Existing Stores | Same store sales (retail & online) | 104.2 | 103.5 | 102.7 | 101.7 | 106.0 | 109.8 | 109.8 | 100.5 | 104.7 | 101.3 | 103.4 | 100.8 | 103.8 | 103.4 | 105.6 | 104.7 | 101.6 | 104.4 | 103.3 | 103.8 |
| | Same store retail sales | 101.6 | 103.4 | 100.3 | 101.5 | 104.4 | 108.6 | 109.3 | 99.9 | 104.4 | 98.0 | 99.1 | 97.9 | 102.3 | 101.8 | 104.7 | 104.2 | 98.2 | 103.1 | 101.5 | 102.3 |
| | Same store online sales | 123.2 | 104.1 | 117.9 | 102.7 | 113.5 | 117.7 | 112.6 | 104.1 | 106.5 | 116.7 | 122.0 | 118.1 | 112.8 | 114.9 | 110.5 | 107.4 | 118.5 | 112.6 | 112.9 | 112.8 |
| | Number of retail customers | 91.5 | 95.1 | 93.5 | 96.8 | 90.0 | 105.1 | 103.3 | 94.9 | 96.8 | 93.7 | 93.7 | 96.6 | 95.8 | 93.5 | 97.4 | 98.0 | 94.6 | 95.4 | 96.3 | 95.8 |
| Ave. spending per retail customer | 111.0 | 108.8 | 107.3 | 104.8 | 116.0 | 103.3 | 105.8 | 105.3 | 107.8 | 104.6 | 105.8 | 101.3 | 106.7 | 108.9 | 107.4 | 106.4 | 103.9 | 108.1 | 105.5 | 106.7 | |
| Number of Stores | Number of stores at month-end | 318 | 319 | 319 | 320 | 319 | 323 | 325 | 330 | 332 | 332 | 328 | 330 | - | - | - | - | - | - | - | - |
| | Number of retail stores | 230 | 230 | 230 | 230 | 228 | 230 | 231 | 233 | 235 | 235 | 231 | 234 | - | - | - | - | - | - | - | - |
| | Number of online stores | 66 | 67 | 67 | 67 | 68 | 70 | 71 | 74 | 74 | 74 | 74 | 73 | - | - | - | - | - | - | - | - |
| | Number of outlet stores | 22 | 22 | 22 | 23 | 23 | 23 | 23 | 23 | 23 | 23 | 23 | 23 | - | - | - | - | - | - | - | - |
| | Number of comparable stores | 260 | 269 | 272 | 268 | 223 | 260 | 271 | 276 | 280 | 274 | 253 | 265 | - | - | - | - | - | - | - | - |
| Comparable retail stores | 201 | 209 | 212 | 208 | 163 | 199 | 208 | 211 | 215 | 209 | 188 | 201 | - | - | - | - | - | - | - | - | |
| Comparable online stores | 59 | 60 | 60 | 60 | 60 | 61 | 63 | 65 | 65 | 65 | 65 | 64 | - | - | - | - | - | - | - | - | |

* 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 based on retail sales.

* An existing store is defined as a retail/online store that has been opened for more than 13 months and it was opened in the same month of the previous year. The number is subject to change.

* 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 | 101.4 | 115.9 | 85.7 | 95.4 |
| | Retail sales of total company | 101.7 | 113.0 | 85.8 | 93.2 |
| | Online sales of total company | 120.0 | 138.5 | - | 99.7 |
| | Number of retail customers | 97.9 | 113.4 | 77.3 | 87.7 |
| | Ave. spending per retail customer | 103.9 | 99.6 | 111.0 | 106.2 |
| Existing Stores | Same store sales (retail & online) | 100.0 | 110.0 | - | 94.4 |
| | Same store retail sales | 96.8 | 105.3 | 87.7 | 94.0 |
| | Same store online sales | 119.5 | 138.5 | - | 95.7 |
| | Number of retail customers | 92.2 | 105.5 | 77.3 | 89.1 |
| Ave. spending per retail customer | 105.0 | 99.8 | 113.4 | 105.5 | |

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

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

* SBU include Another Edition, Jewel Changes, Odette e Odile, Boisson Chocolat, Drawer, ASTRAET, EN ROUTE, THE AIRPORT STORE UNITED ARROWS LTD.,

THE STATION STORE UNITED ARROWS LTD., ARCHIPELAGO UNITED ARROWS LTD.

◇ **Sales Summary**

Total company sales grew 2.3% to a year ago in March. Same store sales of retail and online stores also showed a year on year growth of 0.8% compared to the same period in the previous year. Despite a negative move of spring outers due to the cold weather during the middle of the month, same store sales of retail and online stores increased on a year-on-year basis. This was thanks to favorable sales of suits, jackets, pants and shoes for men, and knitwear, blouses, skirts and dresses for women.

The following items were especially popular in this month:

[Men's] Suits, Jackets, Cut-and-sewn, Pants and Shoes etc.



[Women's] Blouses, Knitwear, Dresses, Pants and Skirts etc.



◇ **Store Openings and Closings**

[Retail] Newly Opened 5: UNITED ARROWS 1, BEAUTY&YOUTH UNITED ARROWS 3, SBUs 1

Relocated 2: BEAUTY&YOUTH UNITED ARROWS 1, green label relaxing 1

Closed 5: UNITED ARROWS 1, BEAUTY&YOUTH UNITED ARROWS 2, SBUs 2

[Online] Closed 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 | 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 | 104.8 | 103.4 |
| | | 13/04 - 14/03 | 100.4 | 102.3 | 110.3 | 96.2 | 102.5 | 104.0 | 98.1 | 103.4 | 105.5 | 102.9 | 109.0 | 112.1 | 104.0 | 104.3 | 100.3 | 102.7 | 108.6 | 102.4 | 105.4 | 104.0 |
| | | 14/04 - 15/03 | 96.5 | 103.9 | 95.0 | 99.4 | 104.8 | 102.8 | 95.7 | 97.6 | 97.3 | 94.0 | 104.7 | 89.9 | 97.7 | 98.5 | 102.0 | 97.0 | 94.5 | 100.2 | 95.8 | 97.7 |
| | retail | 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 |
| | | 13/04 - 14/03 | 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 |
| | | 14/04 - 15/03 | 96.6 | 103.9 | 94.3 | 98.6 | 103.5 | 101.7 | 95.1 | 97.9 | 95.7 | 91.7 | 101.7 | 87.1 | 96.6 | 98.3 | 101.0 | 96.3 | 91.8 | 99.5 | 94.2 | 96.6 |
| | online | 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 |
| | | 13/04 - 14/03 | 102.3 | 100.6 | 115.7 | 101.6 | 115.1 | 117.8 | 114.9 | 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 |
| | | 14/04 - 15/03 | 94.8 | 105.1 | 103.3 | 106.4 | 118.8 | 112.3 | 99.8 | 95.7 | 109.0 | 107.4 | 119.6 | 111.4 | 106.6 | 101.3 | 111.5 | 101.8 | 111.5 | 106.7 | 106.5 | 106.6 |
| No. of customers | 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 | |
| | 13/04 - 14/03 | 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 | |
| | 14/04 - 15/03 | 95.9 | 97.2 | 87.9 | 91.7 | 95.3 | 91.7 | 86.2 | 89.7 | 90.3 | 86.4 | 86.6 | 82.3 | 90.0 | 93.3 | 92.7 | 89.0 | 85.2 | 93.0 | 87.0 | 90.0 | |
| Ave. spending per customer | 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 | |
| | 13/04 - 14/03 | 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 | |
| | 14/04 - 15/03 | 100.7 | 106.8 | 107.3 | 107.5 | 108.6 | 110.8 | 110.3 | 109.1 | 106.0 | 106.1 | 117.3 | 105.8 | 107.3 | 105.4 | 108.9 | 108.2 | 107.8 | 107.0 | 108.2 | 107.3 | |

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