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# DATA BOOK

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April 1, 2015 ～ September 30, 2015

株式会社ユナイテッドアローズ  
**UNITED ARROWS LTD.**

<http://www.united-arrows.co.jp/>



UNITED ARROWS LTD.

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注:

- ・売上高(連結)には、株式会社フィーゴ(2006/3期～)、株式会社ペレニアル ユナイテッドアローズ(2009/3期～2011/3期)、株式会社コーエン(2009/3期～)、台湾聯合艾諾股份有限公司(2014/3期～)の売上高が含まれております。
- ・「ビジネスユニット計」には、小売、ネット通販、卸売等の売が含まれております。また、「その他」の売上高には、アウトレット、催事販売の売が含まれております。
- ・ユナイテッドアローズには、2015年9月現在、「ユナイテッドアローズ」(34店舗)、「ビューティ&ユース ユナイテッドアローズ」(40店舗)、「ザ ソプリンハウス」(1店舗)、「ディストリクト ユナイテッドアローズ」(1店舗)、「ボウ & アローズ」(2店舗)、「モンキータイム ビューティ&ユース ユナイテッドアローズ」(2店舗)、「スティーブン アラン」(2店舗)が含まれております。
- ・SBUには、2015年9月現在、「アナザーエディション」(16店舗)、「ジュエルチェンジズ」(10店舗)、「オデット エ オディール」(21店舗)、「ボワゾンシヨクラ」(3店舗)、「ドゥロワー」(7店舗)、「アストラット」(3店舗)、「アンルート」(2店舗)、「ジ エアポート ストア ユナイテッドアローズ」(3店舗)、「ザ ステーションストア ユナイテッドアローズ」(6店舗)、「および「アーキペラゴ ユナイテッドアローズ」(1店舗)が含まれております。
- ・「キャス・キッドソン」および「時しらず」は2011/3期に、「ザ ハイウェイストア ユナイテッドアローズ」は2015/3期(2015年2月)に事業の展開を終了いたしました。

Note:

- ・ Consolidated sales include the sales of FIGO CO.,LTD. (from FYE March 2006), PERENNIAL UNITED ARROWS CO.,LTD. (from FYE March 2009 to FYE March 2011), COEN CO.,LTD. (from FYE March 2009), and UNITED ARROWS TAIWAN LTD. (from FYE March 2014)
- ・ "Total business units sales" includes the sales of retail, wholesale, online sales, etc. "Other sales" includes the sales of outlet stores and special events.
- ・ UNITED ARROWS includes "UNITED ARROWS" (34 stores), "BEAUTY&YOUTH UNITED ARROWS" (40 stores), "THE SOVEREIGN HOUSE" (1 store), "District UNITED ARROWS" (1 store), "BOW & ARROWS" (2 stores), "monkey time BEAUTY&YOUTH UNITED ARROWS" (2 stores), "STEVEN ALAN" (2 stores).
- ・ SBU includes "Another Edition" (16 stores), "Jewel Changes" (10 stores), "Odette e Odile" (21 stores), "Boisson Chocolat" (3 stores), "DRAWER" (7 stores), "ASTRAET" (3 stores), "EN ROUTE" (2 stores), "THE AIRPORT STORE UNITED ARROWS LTD." (3 stores), "THE STATION STORE UNITED ARROWS LTD." (6 stores), and "ARCHIPERAGO UNITED ARROWS LTD." (1 store).
- ・ "Cath Kidston" and "TOKISHIRAZU" stores, and "THE HIGHWAY STORE UNITED ARROWS LTD." were closed during FYE March 2011 and FYE March 2015, respectively.

## I. 財務・業績の推移 Financial Performance

## 1. 決算の概要 Financial Result

## (1)連結 Consolidated

(単位:百万円/millions of yen)

|                                                       |                        | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|-------------------------------------------------------|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                                       |                        | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 売上高                                                   |                        | 45,361        | 102,052       | 50,582        | 115,041       | 56,670        | 128,489       | 58,953        | 131,029       | 64,102        |
| Net sales                                             | 前期比 YoY (%)            | 109.6         | 112.7         | 111.5         | 112.7         | 112.0         | 111.7         | 104.0         | 102.0         | 108.7         |
| 売上総利益                                                 |                        | 24,354        | 55,661        | 27,553        | 62,619        | 30,135        | 68,492        | 31,079        | 68,046        | 32,667        |
| Gross profit                                          | 売上比 Ratio to Sales (%) | 53.7          | 54.5          | 54.5          | 54.4          | 53.2          | 53.3          | 52.7          | 51.9          | 51.0          |
|                                                       | 前期比 YoY (%)            | 110.4         | 116.0         | 113.1         | 112.5         | 109.4         | 109.4         | 103.1         | 99.3          | 105.1         |
| 販売費及び一般管理費                                            |                        | 20,246        | 45,468        | 22,663        | 50,056        | 25,719        | 54,842        | 27,588        | 56,695        | 29,051        |
| SGA expenses                                          | 売上比 Ratio to Sales (%) | 44.6          | 44.6          | 44.8          | 43.5          | 45.4          | 42.7          | 46.8          | 43.3          | 45.3          |
|                                                       | 前期比 YoY (%)            | 104.3         | 111.9         | 111.9         | 110.1         | 113.5         | 109.6         | 107.3         | 103.4         | 105.3         |
| 営業利益                                                  |                        | 4,108         | 10,193        | 4,890         | 12,562        | 4,416         | 13,649        | 3,491         | 11,351        | 3,615         |
| Operating income                                      | 売上比 Ratio to Sales (%) | 9.1           | 10.0          | 9.7           | 10.9          | 7.8           | 10.6          | 5.9           | 8.7           | 5.6           |
|                                                       | 前期比 YoY (%)            | 154.6         | 138.0         | 119.0         | 123.2         | 90.3          | 108.7         | 79.1          | 83.2          | 103.5         |
| 経常利益                                                  |                        | 4,152         | 10,272        | 4,961         | 12,582        | 4,445         | 13,739        | 3,553         | 11,542        | 3,618         |
| Ordinary income                                       | 売上比 Ratio to Sales (%) | 9.2           | 10.1          | 9.8           | 10.9          | 7.8           | 10.7          | 6.0           | 8.8           | 5.6           |
|                                                       | 前期比 YoY (%)            | 161.8         | 141.9         | 119.5         | 122.5         | 89.6          | 109.2         | 79.9          | 84.0          | 101.8         |
| 親会社株主に帰属する四半期純利益                                      |                        | 2,246         | 5,016         | 2,733         | 7,316         | 2,435         | 7,920         | 1,958         | 6,332         | 2,136         |
| Net Income attributable to owners of parent           | 売上比 Ratio to Sales (%) | 5.0           | 4.9           | 5.4           | 6.4           | 4.3           | 6.2           | 3.3           | 4.8           | 3.3           |
|                                                       | 前期比 YoY (%)            | 888.0         | 139.5         | 121.7         | 145.9         | 89.1          | 108.3         | 80.4          | 79.9          | 109.1         |
| 総資産                                                   |                        | 47,612        | 51,278        | 50,925        | 54,395        | 57,188        | 59,296        | 61,549        | 62,020        | 62,334        |
| Total assets                                          | 前期比 YoY (%)            | 100.8         | 112.2         | 107.0         | 106.1         | 112.3         | 109.0         | 107.6         | 104.6         | 101.3         |
| 株主資本合計                                                |                        | 16,776        | 19,262        | 21,222        | 25,384        | 26,675        | 31,523        | 31,985        | 31,107        | 30,085        |
| Shareholders' equity                                  | 前期比 YoY (%)            | 73.4          | 127.5         | 126.5         | 131.8         | 125.7         | 124.2         | 119.9         | 98.7          | 94.1          |
| 純資産合計                                                 |                        | 16,719        | 19,291        | 21,175        | 25,403        | 26,690        | 31,532        | 32,083        | 31,186        | 30,069        |
| Total net assets                                      | 前期比 YoY (%)            | 73.4          | 127.7         | 126.6         | 131.7         | 126.0         | 124.1         | 120.2         | 98.9          | 93.7          |
| 設備投資額                                                 |                        | 1,056         | 2,576         | 1,488         | 2,809         | 2,300         | 3,419         | 1,706         | 2,453         | 1,675         |
| Capital expenditures                                  | 売上比 Ratio to Sales (%) | —             | 2.5           | —             | 2.4           | —             | 2.7           | —             | 1.9           | —             |
|                                                       | 前期比 YoY (%)            | 34.4          | 60.6          | 140.8         | 109.1         | 154.6         | 121.7         | 74.2          | 71.7          | 98.2          |
| 減価償却費                                                 |                        | 666           | 1,416         | 727           | 1,518         | 828           | 1,711         | 877           | 1,801         | 870           |
| Depreciation                                          | 売上比 Ratio to Sales (%) | 1.5           | 1.4           | 1.4           | 1.3           | 1.5           | 1.3           | 1.5           | 1.4           | 1.4           |
|                                                       | 前期比 YoY (%)            | 101.7         | 103.9         | 109.1         | 107.2         | 113.8         | 112.7         | 106.0         | 105.2         | 99.2          |
| 1株当たり当期純利益(円)                                         |                        | 71.14         | 158.74        | 86.33         | 230.80        | 76.54         | 248.80        | 61.51         | 199.53        | 70.67         |
| Net income per share (yen)                            | 前期比 YoY (%)            | 1,187.6       | 163.6         | 121.4         | 145.4         | 88.7          | 107.8         | 80.4          | 80.2          | 114.9         |
| 1株当たり純資産額(円)                                          |                        | 529.06        | 609.66        | 667.95        | 799.65        | 838.17        | 990.22        | 1,007.51      | 1,019.68      | 995.22        |
| Net assets per share (yen)                            | 前期比 YoY (%)            | 98.1          | 127.4         | 126.3         | 131.2         | 125.5         | 123.8         | 120.2         | 103.0         | 98.8          |
| 1株当たり配当金(円)                                           |                        | 10.00         | 36.00         | 15.00         | 53.00         | 20.00         | 67.00         | 20.00         | 78.00         | 20.00         |
| Dividends per share (yen)                             | 前期比 YoY (%)            | 100.0         | 124.1         | 150.0         | 147.2         | 133.3         | 126.4         | 100.0         | 116.4         | 100.0         |
| 配当性向(%) Devidend ratio (%)                            |                        | —             | 22.7          | —             | 23.0          | —             | 26.9          | —             | 39.1          | —             |
| 自己資本比率(%) Equity ratio (%)                            |                        | 35.1          | 37.6          | 41.6          | 46.7          | 46.7          | 53.2          | 52.1          | 50.3          | 48.2          |
| 営業活動によるキャッシュ・フロー Cash flows from operating activities |                        | 3,112         | 12,081        | △ 808         | 5,238         | 1,032         | 6,828         | 267           | 4,730         | 4,639         |
| 投資活動によるキャッシュ・フロー Cash flows from investing activities |                        | △ 1,058       | △ 2,711       | △ 1,212       | △ 3,528       | △ 2,342       | △ 3,072       | △ 1,977       | △ 3,249       | △ 1,464       |
| 財務活動によるキャッシュ・フロー Cash flows from financing activities |                        | △ 3,034       | △ 6,875       | △ 1,140       | △ 3,533       | 566           | △ 4,472       | 523           | △ 1,328       | △ 5,011       |
| 現金及び現金同等物期末残高                                         |                        | 4,491         | 7,966         | 4,805         | 6,142         | 5,398         | 5,429         | 4,243         | 5,585         | 3,747         |
| Cash and cash equivalents at the term-end             | 前期比 YoY (%)            | 120.6         | 145.6         | 107.0         | 77.1          | 112.3         | 88.4          | 78.6          | 90.9          | 88.3          |

## (2) 単体 Non-Consolidated

(単位: 百万円 / millions of yen)

|                                             |                        | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|---------------------------------------------|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                             |                        | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 売上高                                         |                        | 42,369        | 95,406        | 46,911        | 106,605       | 52,130        | 118,212       | 53,418        | 118,657       | 58,182        |
| Net sales                                   | 前期比 YoY (%)            | 109.1         | 112.1         | 110.7         | 111.7         | 111.1         | 110.9         | 102.5         | 100.4         | 108.9         |
| 売上総利益                                       |                        | 22,556        | 51,636        | 25,308        | 57,499        | 27,544        | 62,588        | 27,830        | 60,913        | 29,224        |
| Gross profit                                | 売上比 Ratio to Sales (%) | 53.2          | 54.1          | 54.0          | 53.9          | 52.8          | 52.9          | 52.1          | 51.3          | 50.2          |
|                                             | 前期比 YoY (%)            | 109.7         | 115.4         | 112.2         | 111.4         | 108.8         | 108.8         | 101.0         | 97.3          | 105.0         |
| 販売費及び一般管理費                                  |                        | 18,757        | 42,236        | 20,817        | 45,955        | 23,333        | 49,568        | 24,408        | 50,121        | 25,694        |
| SGA expenses                                | 売上比 Ratio to Sales (%) | 44.3          | 44.3          | 44.4          | 43.1          | 44.8          | 41.9          | 45.7          | 42.2          | 44.2          |
|                                             | 前期比 YoY (%)            | 105.4         | 112.3         | 111.0         | 108.8         | 112.1         | 107.9         | 104.6         | 101.1         | 105.3         |
| 営業利益                                        |                        | 3,798         | 9,399         | 4,491         | 11,544        | 4,210         | 13,020        | 3,421         | 10,792        | 3,530         |
| Operating income                            | 売上比 Ratio to Sales (%) | 9.0           | 9.9           | 9.6           | 10.8          | 8.1           | 11.0          | 6.4           | 9.1           | 6.1           |
|                                             | 前期比 YoY (%)            | 137.6         | 131.9         | 118.2         | 122.8         | 93.7          | 112.8         | 81.3          | 82.9          | 103.2         |
| 経常利益                                        |                        | 3,849         | 9,505         | 4,559         | 11,582        | 4,247         | 13,145        | 3,505         | 11,015        | 3,545         |
| Ordinary income                             | 売上比 Ratio to Sales (%) | 9.1           | 10.0          | 9.7           | 10.9          | 8.1           | 11.1          | 6.6           | 9.3           | 6.1           |
|                                             | 前期比 YoY (%)            | 142.6         | 134.6         | 118.4         | 121.8         | 93.2          | 113.5         | 82.5          | 83.8          | 101.1         |
| 親会社株主に帰属する四半期純利益                            |                        | 2,073         | 4,502         | 2,448         | 6,507         | 2,333         | 7,679         | 1,985         | 6,285         | 2,165         |
| Net Income attributable to owners of parent | 売上比 Ratio to Sales (%) | 4.9           | 4.7           | 5.2           | 6.1           | 4.5           | 6.5           | 3.7           | 5.3           | 3.7           |
|                                             | 前期比 YoY (%)            | 408.3         | 154.2         | 118.1         | 144.5         | 95.3          | 118.0         | 85.1          | 81.8          | 109.1         |
| 総資産                                         |                        | 47,333        | 50,145        | 49,157        | 51,040        | 54,138        | 55,299        | 57,530        | 57,414        | 58,048        |
| Total assets                                | 前期比 YoY (%)            | 98.9          | 110.9         | 103.9         | 101.8         | 110.1         | 108.3         | 106.3         | 103.8         | 100.9         |
| 株主資本合計                                      |                        | 17,394        | 19,539        | 21,214        | 24,852        | 26,041        | 30,750        | 31,239        | 30,288        | 29,294        |
| Shareholders' equity                        | 前期比 YoY (%)            | 70.8          | 122.9         | 122.0         | 127.2         | 122.8         | 123.7         | 120.0         | 98.5          | 93.8          |
| 純資産合計                                       |                        | 17,337        | 19,568        | 21,166        | 24,869        | 26,053        | 30,754        | 31,329        | 30,363        | 29,273        |
| Total net assets                            | 前期比 YoY (%)            | 70.7          | 123.1         | 122.1         | 127.1         | 123.1         | 123.7         | 120.3         | 98.7          | 93.4          |
| 設備投資額                                       |                        | 990           | 2,380         | 1,357         | 2,547         | 1,929         | 2,634         | 1,327         | 1,948         | 1,320         |
| Capital expenditures                        | 売上比 Ratio to Sales (%) | —             | 2.5           | —             | 2.4           | —             | 2.2           | —             | 1.6           | —             |
|                                             | 前期比 YoY (%)            | 35.1          | 62.0          | 137.0         | 107.0         | 142.2         | 103.4         | 68.8          | 74.0          | 99.5          |
| 減価償却費                                       |                        | 586           | 1,246         | 636           | 1,321         | 710           | 1,446         | 723           | 1,487         | 741           |
| Depreciation                                | 売上比 Ratio to Sales (%) | 1.4           | 1.3           | 1.4           | 1.2           | 1.4           | 1.2           | 1.4           | 1.3           | 1.3           |
|                                             | 前期比 YoY (%)            | 100.8         | 103.5         | 108.5         | 106.0         | 111.6         | 109.4         | 101.8         | 102.8         | 102.6         |

## 2. 売上の推移 Sales

(単位:百万円/millions of yen)

|                            |                        | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|----------------------------|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                            |                        | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 売上高(連結)                    |                        | 45,361        | 102,052       | 50,582        | 115,041       | 56,670        | 128,489       | 58,953        | 131,029       | 64,102        |
| Consolidated net sales     | 前期比 YoY (%)            | 109.6         | 112.7         | 111.5         | 112.7         | 112.0         | 111.7         | 104.0         | 102.0         | 108.7         |
| 売上高(単体)                    |                        | 42,369        | 95,406        | 46,911        | 106,605       | 52,130        | 118,212       | 53,418        | 118,657       | 58,182        |
| Non-consolidated net sales | 前期比 YoY (%)            | 109.1         | 112.1         | 110.7         | 111.7         | 111.1         | 110.9         | 102.5         | 100.4         | 108.9         |
| ビジネスユニット計                  |                        | 36,778        | 83,335        | 40,824        | 92,783        | 45,244        | 103,511       | 46,857        | 103,914       | 50,413        |
| Total business units       | 売上比 Ratio to Sales (%) | 86.8          | 87.3          | 87.0          | 87.0          | 86.8          | 87.6          | 87.7          | 87.6          | 86.6          |
|                            | 前期比 YoY (%)            | 110.3         | 113.3         | 110.0         | 111.3         | 110.8         | 111.6         | 103.6         | 100.4         | 107.6         |
| UNITED ARROWS              |                        | 19,076        | 43,683        | 20,894        | 47,759        | 22,745        | 52,501        | 23,582        | 52,489        | 24,810        |
|                            | 売上比 Ratio to Sales (%) | 45.0          | 45.8          | 44.5          | 44.8          | 43.6          | 44.4          | 44.1          | 44.2          | 42.6          |
|                            | 前期比 YoY (%)            | 108.8         | 110.9         | 109.5         | 109.3         | 108.9         | 109.9         | 103.7         | 100.0         | 105.2         |
| green label relaxing       |                        | 9,058         | 20,943        | 9,810         | 23,465        | 11,169        | 26,672        | 11,639        | 26,476        | 12,810        |
|                            | 売上比 Ratio to Sales (%) | 21.4          | 21.9          | 20.9          | 22.0          | 21.4          | 22.6          | 21.8          | 22.3          | 22.0          |
|                            | 前期比 YoY (%)            | 123.6         | 127.8         | 108.3         | 112.0         | 113.9         | 113.7         | 104.2         | 99.3          | 110.1         |
| CHROME HEARTS              |                        | 2,936         | 6,068         | 3,454         | 7,360         | 4,345         | 9,329         | 4,625         | 10,036        | 5,803         |
|                            | 売上比 Ratio to Sales (%) | 6.9           | 6.4           | 7.4           | 6.9           | 8.4           | 7.9           | 8.7           | 8.5           | 10.0          |
|                            | 前期比 YoY (%)            | 132.1         | 124.8         | 117.6         | 121.3         | 125.8         | 126.7         | 106.4         | 107.6         | 125.5         |
| SBU                        |                        | 5,706         | 12,639        | 6,665         | 14,196        | 6,983         | 15,009        | 7,009         | 14,911        | 6,989         |
|                            | 売上比 Ratio to Sales (%) | 13.5          | 13.2          | 14.2          | 13.3          | 13.4          | 12.7          | 13.1          | 12.6          | 12.0          |
|                            | 前期比 YoY (%)            | 91.2          | 98.0          | 116.8         | 112.3         | 104.8         | 105.7         | 100.4         | 99.4          | 99.7          |
| その他                        |                        | 5,590         | 12,071        | 6,086         | 13,822        | 6,885         | 14,700        | 6,560         | 14,742        | 7,768         |
| Other                      | 売上比 Ratio to Sales (%) | 13.2          | 12.7          | 13.0          | 13.0          | 13.2          | 12.4          | 12.3          | 12.4          | 13.4          |
|                            | 前期比 YoY (%)            | 101.6         | 104.6         | 108.9         | 114.5         | 113.1         | 106.4         | 95.3          | 100.3         | 118.4         |

## 3. 販売費及び一般管理費 SGA Expenses

## (1) 連結 Consolidated

(単位: 百万円 / millions of yen)

|               |                        | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|---------------|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|               |                        | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 販売費及び一般管理費合計  |                        | 20,246        | 45,468        | 22,663        | 50,056        | 25,719        | 54,842        | 27,588        | 56,695        | 29,051        |
| SGA expenses  | 売上比 Ratio to Sales (%) | 44.6          | 44.6          | 44.8          | 43.5          | 45.4          | 42.7          | 46.8          | 43.3          | 45.3          |
|               | 前期比 YoY (%)            | 104.3         | 111.9         | 111.9         | 110.1         | 113.5         | 109.6         | 107.3         | 103.4         | 105.3         |
| 宣伝販促費         |                        | 820           | 3,012         | 1,081         | 2,969         | 1,251         | 2,803         | 1,227         | 2,454         | 1,110         |
| Advertisement | 売上比 Ratio to Sales (%) | 1.8           | 3.0           | 2.1           | 2.6           | 2.2           | 2.2           | 2.1           | 1.9           | 1.7           |
|               | 前期比 YoY (%)            | 104.4         | 153.1         | 131.9         | 98.6          | 115.7         | 94.4          | 98.1          | 87.5          | 90.4          |
| 人件費           |                        | 7,474         | 16,165        | 8,211         | 17,783        | 9,388         | 19,719        | 10,116        | 20,306        | 10,654        |
| Personnel     | 売上比 Ratio to Sales (%) | 16.5          | 15.8          | 16.2          | 15.5          | 16.6          | 15.4          | 17.1          | 15.5          | 16.6          |
|               | 前期比 YoY (%)            | 108.6         | 114.4         | 109.9         | 110.0         | 114.3         | 110.9         | 107.8         | 103.0         | 105.3         |
| 賃借料           |                        | 5,692         | 12,543        | 6,419         | 14,274        | 7,232         | 16,059        | 8,114         | 17,502        | 8,744         |
| Rent          | 売上比 Ratio to Sales (%) | 12.5          | 12.3          | 12.7          | 12.4          | 12.8          | 12.5          | 13.8          | 13.3          | 13.6          |
|               | 前期比 YoY (%)            | 104.5         | 109.8         | 112.8         | 113.8         | 112.7         | 112.5         | 112.2         | 109.0         | 107.8         |
| 減価償却費         |                        | 666           | 1,416         | 727           | 1,518         | 828           | 1,711         | 877           | 1,801         | 870           |
| Depreciation  | 売上比 Ratio to Sales (%) | 1.5           | 1.4           | 1.4           | 1.3           | 1.5           | 1.3           | 1.5           | 1.4           | 1.4           |
|               | 前期比 YoY (%)            | 101.7         | 103.9         | 109.1         | 107.2         | 113.8         | 112.7         | 106.0         | 105.2         | 99.2          |
| その他           |                        | 5,592         | 12,330        | 6,223         | 13,511        | 7,019         | 14,548        | 7,251         | 14,630        | 7,671         |
| Other         | 売上比 Ratio to Sales (%) | 12.3          | 12.1          | 12.3          | 11.7          | 12.4          | 11.3          | 12.3          | 11.2          | 12.0          |
|               | 前期比 YoY (%)            | 99.1          | 105.1         | 111.3         | 109.6         | 112.8         | 107.7         | 103.3         | 100.6         | 105.8         |

## (2) 単体 Non-Consolidated

(単位: 百万円 / millions of yen)

|               |                        | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|---------------|------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|               |                        | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 販売費及び一般管理費合計  |                        | 18,757        | 42,236        | 20,817        | 45,955        | 23,333        | 49,568        | 24,408        | 50,121        | 25,694        |
| SGA expenses  | 売上比 Ratio to Sales (%) | 44.3          | 44.3          | 44.4          | 43.1          | 44.8          | 41.9          | 45.7          | 42.2          | 44.2          |
|               | 前期比 YoY (%)            | 105.4         | 112.3         | 111.0         | 108.8         | 112.1         | 107.9         | 104.6         | 101.1         | 105.3         |
| 宣伝販促費         |                        | 776           | 2,857         | 983           | 2,732         | 1,170         | 2,600         | 1,061         | 2,159         | 997           |
| Advertisement | 売上比 Ratio to Sales (%) | 1.8           | 3.0           | 2.1           | 2.6           | 2.2           | 2.2           | 2.0           | 1.8           | 1.7           |
|               | 前期比 YoY (%)            | 108.2         | 156.7         | 126.6         | 95.6          | 119.1         | 95.2          | 90.6          | 83.0          | 94.0          |
| 人件費           |                        | 6,956         | 15,099        | 7,606         | 16,479        | 8,627         | 18,030        | 9,096         | 18,109        | 9,484         |
| Personnel     | 売上比 Ratio to Sales (%) | 16.4          | 15.8          | 16.2          | 15.5          | 16.6          | 15.3          | 17.0          | 15.3          | 16.3          |
|               | 前期比 YoY (%)            | 109.1         | 114.8         | 109.4         | 109.1         | 113.4         | 109.4         | 105.4         | 100.4         | 104.3         |
| 賃借料           |                        | 5,275         | 11,623        | 5,893         | 13,114        | 6,580         | 14,565        | 6,856         | 14,819        | 7,761         |
| Rent          | 売上比 Ratio to Sales (%) | 12.5          | 12.2          | 12.6          | 12.3          | 12.6          | 12.3          | 12.8          | 12.5          | 13.3          |
|               | 前期比 YoY (%)            | 104.5         | 109.1         | 111.7         | 112.8         | 111.7         | 111.1         | 104.2         | 101.7         | 107.4         |
| 減価償却費         |                        | 586           | 1,246         | 636           | 1,321         | 710           | 1,446         | 723           | 1,487         | 741           |
| Depreciation  | 売上比 Ratio to Sales (%) | 1.4           | 1.3           | 1.4           | 1.2           | 1.4           | 1.2           | 1.4           | 1.3           | 1.3           |
|               | 前期比 YoY (%)            | 100.8         | 103.5         | 108.5         | 106.0         | 111.6         | 109.4         | 101.8         | 102.8         | 102.6         |
| その他           |                        | 5,162         | 11,408        | 5,697         | 12,307        | 6,243         | 12,924        | 6,671         | 13,546        | 6,709         |
| Other         | 売上比 Ratio to Sales (%) | 12.2          | 12.0          | 12.1          | 11.5          | 12.0          | 10.9          | 12.5          | 11.4          | 11.5          |
|               | 前期比 YoY (%)            | 101.7         | 106.0         | 110.4         | 107.9         | 109.6         | 105.0         | 106.9         | 104.8         | 106.5         |

## Ⅱ. 営業の概況(単体) Operation Review (Non-Consolidated)

### 1. 売上高・客数・客単価前期比推移(%)

#### Net Sales, Number of Customers, and Average Spending per Customer (YoY)

#### (1) 全事業 All Business Units

##### ① ビジネスユニット計 Total Business Units

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 売上高                           | 13/4～14/3 | 107.1   | 111.6  | 120.6   | 104.0   | 111.9   | 111.7   | 105.9    | 110.4    | 112.6    | 111.1   | 115.7   | 118.7   | 113.0 | 108.6 | 109.9 | 114.7 | 110.8 | 112.1 | 111.6 |
| Sales                         | 14/4～15/3 | 101.7   | 107.7  | 98.4    | 102.2   | 107.4   | 105.3   | 97.3     | 99.4     | 99.7     | 96.2    | 105.8   | 92.3    | 102.6 | 104.6 | 98.9  | 96.8  | 103.6 | 97.9  | 100.4 |
|                               | 15/4～16/3 | 107.3   | 106.3  | 104.9   | 104.8   | 109.0   | 114.2   | —        | —        | —        | —       | —       | —       | 106.1 | 109.1 | —     | —     | 107.6 | —     | —     |
| 客数                            | 13/4～14/3 | 101.2   | 107.8  | 117.8   | 101.9   | 107.3   | 108.1   | 100.5    | 104.0    | 103.5    | 106.3   | 109.3   | 108.4   | 109.3 | 104.9 | 102.8 | 107.6 | 107.0 | 105.2 | 106.1 |
| Number of customers           | 14/4～15/3 | 101.0   | 100.9  | 91.5    | 94.4    | 96.2    | 93.5    | 87.9     | 90.9     | 92.6     | 88.5    | 87.1    | 82.9    | 97.4  | 94.6  | 90.7  | 86.5  | 96.0  | 88.5  | 92.2  |
|                               | 15/4～16/3 | 94.7    | 98.5   | 95.9    | 100.1   | 94.7    | 109.2   | —        | —        | —        | —       | —       | —       | 96.5  | 100.9 | —     | —     | 98.7  | —     | —     |
| 客単価                           | 13/4～14/3 | 107.5   | 105.0  | 102.0   | 102.6   | 105.3   | 104.8   | 104.6    | 106.8    | 108.5    | 105.4   | 105.2   | 110.8   | 104.3 | 104.5 | 106.8 | 107.4 | 104.5 | 106.9 | 105.7 |
| Average spending per customer | 14/4～15/3 | 100.4   | 106.3  | 106.5   | 106.9   | 108.9   | 110.6   | 110.2    | 109.1    | 105.8    | 106.0   | 117.5   | 106.4   | 104.8 | 108.6 | 108.1 | 108.2 | 106.7 | 108.4 | 107.1 |
|                               | 15/4～16/3 | 110.8   | 108.1  | 106.9   | 104.4   | 113.4   | 102.7   | —        | —        | —        | —       | —       | —       | 108.5 | 107.0 | —     | —     | 107.6 | —     | —     |

##### ② 既存店 Existing Stores

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 小売＋ネット通販売上高                   | 13/4～14/3 | 100.4   | 102.3  | 110.3   | 96.2    | 102.5   | 104.0   | 98.1     | 103.4    | 105.5    | 105.6   | 109.0   | 112.1   | 104.3 | 100.3 | 102.7 | 108.6 | 102.4 | 105.4 | 104.0 |
| Retail and online sales       | 14/4～15/3 | 96.5    | 103.9  | 95.0    | 99.4    | 104.8   | 102.8   | 95.7     | 97.6     | 97.3     | 94.0    | 104.7   | 89.9    | 98.5  | 102.0 | 97.0  | 94.5  | 100.2 | 95.8  | 97.7  |
|                               | 15/4～16/3 | 104.2   | 103.5  | 102.7   | 101.7   | 106.0   | 109.8   | —        | —        | —        | —       | —       | —       | 103.4 | 105.6 | —     | —     | 104.4 | —     | —     |
| 小売売上高                         | 13/4～14/3 | 100.2   | 102.5  | 109.6   | 95.4    | 101.5   | 102.9   | 96.6     | 102.8    | 105.0    | 104.9   | 107.7   | 112.4   | 104.1 | 99.4  | 101.8 | 108.2 | 101.8 | 104.7 | 103.4 |
| Retail sales                  | 14/4～15/3 | 96.6    | 103.9  | 94.3    | 98.6    | 103.5   | 101.7   | 95.1     | 97.9     | 95.7     | 91.7    | 101.7   | 87.1    | 98.3  | 101.0 | 96.3  | 91.8  | 99.5  | 94.2  | 96.6  |
|                               | 15/4～16/3 | 101.6   | 103.4  | 100.3   | 101.5   | 104.4   | 108.6   | —        | —        | —        | —       | —       | —       | 101.8 | 104.7 | —     | —     | 103.1 | —     | —     |
| ネット通販売上高                      | 13/4～14/3 | 102.3   | 100.6  | 115.7   | 101.6   | 115.1   | 117.8   | 114.9    | 109.3    | 112.4    | 111.7   | 122.8   | 108.9   | 106.3 | 108.0 | 112.0 | 113.2 | 107.0 | 112.5 | 109.8 |
| Online sales                  | 14/4～15/3 | 94.8    | 105.1  | 103.3   | 106.4   | 118.8   | 112.3   | 99.8     | 95.7     | 109.0    | 107.4   | 119.6   | 111.4   | 101.3 | 111.5 | 101.8 | 111.5 | 106.7 | 106.5 | 106.6 |
|                               | 15/4～16/3 | 123.2   | 104.1  | 117.9   | 102.7   | 113.5   | 117.7   | —        | —        | —        | —       | —       | —       | 114.9 | 110.5 | —     | —     | 112.6 | —     | —     |
| 客数                            | 13/4～14/3 | 92.7    | 97.2   | 106.9   | 92.5    | 96.7    | 98.0    | 92.3     | 96.4     | 96.7     | 99.3    | 101.7   | 101.1   | 99.3  | 94.9  | 95.3  | 100.3 | 97.0  | 97.8  | 97.4  |
| Number of customers           | 14/4～15/3 | 95.9    | 97.2   | 87.9    | 91.7    | 95.3    | 91.7    | 86.2     | 89.7     | 90.3     | 86.4    | 86.6    | 82.3    | 93.3  | 92.7  | 89.0  | 85.2  | 93.0  | 87.0  | 90.0  |
|                               | 15/4～16/3 | 91.5    | 95.1   | 93.5    | 96.8    | 90.0    | 105.1   | —        | —        | —        | —       | —       | —       | 93.5  | 97.4  | —     | —     | 95.4  | —     | —     |
| 客単価                           | 13/4～14/3 | 108.0   | 105.4  | 102.5   | 103.1   | 104.9   | 105.0   | 104.6    | 106.6    | 108.5    | 105.7   | 105.9   | 111.2   | 104.7 | 104.7 | 106.8 | 107.8 | 104.9 | 107.0 | 106.2 |
| Average spending per customer | 14/4～15/3 | 100.7   | 106.8  | 107.3   | 107.5   | 108.6   | 110.8   | 110.3    | 109.1    | 106.0    | 106.1   | 117.3   | 105.8   | 105.4 | 108.9 | 108.2 | 107.8 | 107.0 | 108.2 | 107.3 |
|                               | 15/4～16/3 | 111.0   | 108.8  | 107.3   | 104.8   | 116.0   | 103.3   | —        | —        | —        | —       | —       | —       | 108.9 | 107.4 | —     | —     | 108.1 | —     | —     |

注：客数、客単価は、小売から算出しております。

Note: "Number of customers" and "Average spending per customer" are calculated from retail sales.

## (2) UNITED ARROWS

## ①ビジネスユニット計 Total Business Units

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 売上高                           | 13/4～14/3 | 105.1   | 108.4  | 119.2   | 102.7   | 111.5   | 108.3   | 106.6    | 109.3    | 110.3    | 106.9   | 115.5   | 119.5   | 110.8 | 106.9 | 108.9 | 113.0 | 108.9 | 110.8 | 109.9 |
| Sales                         | 14/4～15/3 | 101.5   | 107.3  | 96.1    | 102.9   | 109.5   | 106.5   | 95.5     | 98.2     | 99.1     | 97.1    | 101.8   | 92.3    | 101.6 | 105.9 | 97.8  | 96.4  | 103.7 | 97.1  | 100.0 |
|                               | 15/4～16/3 | 105.0   | 104.7  | 104.1   | 100.4   | 103.4   | 113.8   | —        | —        | —        | —       | —       | —       | 104.6 | 105.8 | —     | —     | 105.2 | —     | —     |
| 客数                            | 13/4～14/3 | 99.1    | 104.0  | 115.2   | 99.9    | 105.2   | 106.8   | 101.9    | 102.5    | 101.3    | 101.6   | 109.4   | 111.0   | 106.4 | 103.1 | 101.8 | 106.0 | 104.7 | 103.9 | 104.3 |
| Number of customers           | 14/4～15/3 | 103.6   | 101.9  | 87.9    | 93.5    | 100.0   | 92.9    | 86.8     | 89.2     | 88.8     | 88.5    | 82.4    | 82.5    | 97.1  | 95.2  | 88.4  | 85.3  | 96.1  | 86.8  | 91.4  |
|                               | 15/4～16/3 | 91.4    | 97.3   | 95.8    | 99.0    | 86.0    | 104.0   | —        | —        | —        | —       | —       | —       | 95.0  | 96.3  | —     | —     | 95.7  | —     | —     |
| 客単価                           | 13/4～14/3 | 106.6   | 105.4  | 103.8   | 102.1   | 106.5   | 104.6   | 102.4    | 106.6    | 108.5    | 105.9   | 104.7   | 108.9   | 104.8 | 104.6 | 106.2 | 107.1 | 104.8 | 106.4 | 105.7 |
| Average spending per customer | 14/4～15/3 | 98.1    | 104.8  | 107.7   | 108.1   | 105.4   | 110.7   | 108.1    | 107.9    | 108.7    | 104.7   | 117.0   | 105.4   | 104.0 | 108.0 | 108.3 | 107.2 | 106.0 | 108.0 | 106.4 |
|                               | 15/4～16/3 | 110.2   | 106.8  | 105.7   | 100.8   | 116.9   | 107.2   | —        | —        | —        | —       | —       | —       | 107.3 | 108.0 | —     | —     | 107.6 | —     | —     |

## ②既存店 Existing Stores

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 小売＋ネット通販売上高                   | 13/4～14/3 | 98.2    | 100.2  | 111.1   | 95.6    | 102.1   | 103.3   | 98.1     | 103.7    | 104.2    | 101.8   | 108.8   | 114.3   | 103.1 | 99.7  | 102.3 | 107.5 | 101.4 | 104.6 | 103.2 |
| Retail and online sales       | 14/4～15/3 | 96.0    | 103.7  | 93.5    | 100.4   | 107.0   | 104.8   | 95.2     | 96.6     | 97.8     | 95.3    | 102.1   | 89.1    | 97.8  | 103.7 | 96.7  | 94.3  | 100.6 | 95.6  | 97.7  |
|                               | 15/4～16/3 | 102.8   | 102.4  | 101.4   | 97.4    | 99.8    | 108.5   | —        | —        | —        | —       | —       | —       | 102.2 | 102.0 | —     | —     | 102.1 | —     | —     |
| 小売売上高                         | 13/4～14/3 | 98.7    | 101.1  | 110.9   | 94.3    | 100.8   | 102.6   | 96.6     | 102.7    | 103.7    | 101.1   | 107.9   | 113.7   | 103.4 | 98.7  | 101.4 | 106.8 | 101.1 | 103.8 | 102.7 |
| Retail sales                  | 14/4～15/3 | 96.3    | 103.9  | 93.0    | 99.9    | 105.7   | 102.8   | 93.2     | 95.6     | 95.4     | 91.5    | 97.0    | 86.5    | 97.7  | 102.4 | 94.9  | 90.6  | 100.0 | 92.9  | 96.0  |
|                               | 15/4～16/3 | 98.6    | 101.2  | 98.6    | 96.8    | 96.1    | 107.9   | —        | —        | —        | —       | —       | —       | 99.6  | 100.7 | —     | —     | 100.1 | —     | —     |
| ネット通販売上高                      | 13/4～14/3 | 95.1    | 93.8   | 112.6   | 104.5   | 134.0   | 122.7   | 135.5    | 135.3    | 120.2    | 117.2   | 130.0   | 132.5   | 100.4 | 111.1 | 130.0 | 124.3 | 104.4 | 127.1 | 111.3 |
| Online sales                  | 14/4～15/3 | 87.2    | 98.3   | 108.0   | 111.5   | 143.1   | 124.7   | 111.6    | 104.9    | 117.9    | 121.5   | 126.3   | 110.3   | 98.4  | 124.3 | 112.0 | 119.2 | 114.5 | 115.6 | 115.4 |
|                               | 15/4～16/3 | 137.6   | 111.7  | 120.4   | 101.0   | 114.5   | 112.7   | —        | —        | —        | —       | —       | —       | 122.6 | 108.8 | —     | —     | 115.0 | —     | —     |
| 客数                            | 13/4～14/3 | 92.8    | 95.5   | 106.4   | 91.9    | 95.0    | 97.1    | 93.5     | 95.9     | 94.9     | 94.8    | 101.9   | 103.2   | 98.5  | 94.0  | 94.8  | 98.8  | 96.2  | 96.8  | 96.5  |
| Number of customers           | 14/4～15/3 | 97.3    | 98.4   | 85.8    | 92.1    | 99.8    | 92.4    | 86.0     | 88.1     | 87.4     | 87.2    | 83.2    | 81.9    | 93.3  | 94.4  | 87.3  | 84.8  | 93.8  | 86.0  | 89.9  |
|                               | 15/4～16/3 | 88.8    | 94.0   | 92.4    | 95.1    | 81.1    | 99.9    | —        | —        | —        | —       | —       | —       | 91.9  | 92.9  | —     | —     | 92.4  | —     | —     |
| 客単価                           | 13/4～14/3 | 106.3   | 105.8  | 104.3   | 102.6   | 106.1   | 105.7   | 103.3    | 107.1    | 109.3    | 106.7   | 105.8   | 110.1   | 105.0 | 105.0 | 107.0 | 108.1 | 105.2 | 107.3 | 106.4 |
| Average spending per customer | 14/4～15/3 | 99.0    | 105.6  | 108.3   | 108.5   | 105.8   | 111.3   | 108.4    | 108.5    | 109.2    | 105.0   | 116.7   | 105.6   | 104.8 | 108.5 | 108.8 | 106.8 | 106.5 | 108.0 | 106.8 |
|                               | 15/4～16/3 | 111.0   | 107.8  | 106.7   | 101.8   | 118.6   | 108.0   | —        | —        | —        | —       | —       | —       | 108.3 | 108.4 | —     | —     | 108.3 | —     | —     |

## (3)green label relaxing

## ①ビジネスユニット計 Total Business Units

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 売上高                           | 13/4～14/3 | 107.3   | 116.6  | 123.8   | 103.5   | 117.1   | 119.4   | 105.7    | 108.5    | 113.4    | 121.3   | 116.4   | 115.7   | 115.9 | 111.5 | 109.4 | 118.3 | 113.9 | 113.5 | 113.7 |
| Sales                         | 14/4～15/3 | 106.5   | 107.6  | 99.0    | 102.1   | 103.2   | 107.8   | 96.4     | 97.8     | 102.6    | 90.8    | 105.4   | 86.8    | 104.2 | 104.2 | 99.2  | 92.0  | 104.2 | 95.7  | 99.3  |
|                               | 15/4～16/3 | 106.2   | 105.2  | 104.5   | 109.4   | 114.3   | 124.9   | —        | —        | —        | —       | —       | —       | 105.3 | 115.8 | —     | —     | 110.1 | —     | —     |
| 客数                            | 13/4～14/3 | 106.1   | 115.0  | 123.6   | 106.2   | 112.8   | 113.3   | 98.6     | 106.1    | 105.1    | 113.4   | 107.9   | 105.5   | 115.4 | 109.4 | 103.4 | 109.9 | 112.3 | 106.8 | 109.4 |
| Number of customers           | 14/4～15/3 | 99.3    | 100.9  | 94.0    | 94.3    | 89.5    | 95.6    | 87.7     | 90.2     | 99.2     | 85.3    | 93.9    | 81.6    | 97.7  | 93.4  | 92.8  | 85.6  | 95.6  | 89.0  | 92.3  |
|                               | 15/4～16/3 | 98.8    | 101.1  | 96.7    | 103.3   | 116.5   | 122.3   | —        | —        | —        | —       | —       | —       | 98.8  | 111.1 | —     | —     | 104.8 | —     | —     |
| 客単価                           | 13/4～14/3 | 100.9   | 103.3  | 101.0   | 99.7    | 106.4   | 104.8   | 106.5    | 104.6    | 107.0    | 107.3   | 106.5   | 111.8   | 101.2 | 103.4 | 106.1 | 108.3 | 102.5 | 106.9 | 104.7 |
| Average spending per customer | 14/4～15/3 | 108.0   | 106.7  | 104.8   | 106.5   | 113.4   | 113.4   | 112.5    | 110.8    | 103.8    | 104.5   | 109.2   | 102.7   | 106.6 | 110.5 | 108.4 | 104.5 | 108.6 | 106.9 | 107.1 |
|                               | 15/4～16/3 | 106.5   | 104.1  | 104.4   | 106.1   | 99.9    | 99.3    | —        | —        | —        | —       | —       | —       | 105.1 | 103.8 | —     | —     | 104.0 | —     | —     |

## ②既存店 Existing Stores

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 小売＋ネット通販売上高                   | 13/4～14/3 | 96.6    | 103.8  | 111.9   | 92.9    | 104.5   | 108.3   | 99.0     | 100.6    | 106.6    | 113.9   | 110.8   | 109.3   | 104.3 | 100.1 | 102.3 | 111.6 | 102.4 | 106.6 | 104.8 |
| Retail and online sales       | 14/4～15/3 | 103.9   | 105.7  | 96.1    | 101.7   | 105.7   | 106.9   | 95.1     | 97.8     | 100.5    | 89.1    | 103.5   | 85.7    | 101.7 | 104.4 | 98.1  | 90.2  | 102.8 | 94.3  | 97.8  |
|                               | 15/4～16/3 | 100.7   | 99.9   | 101.9   | 104.2   | 104.1   | 118.4   | —        | —        | —        | —       | —       | —       | 100.8 | 109.2 | —     | —     | 104.4 | —     | —     |
| 小売売上高                         | 13/4～14/3 | 94.5    | 104.3  | 111.5   | 93.9    | 105.7   | 106.5   | 97.3     | 101.9    | 105.2    | 114.0   | 109.0   | 111.5   | 103.7 | 100.3 | 101.7 | 112.1 | 102.2 | 106.6 | 104.7 |
| Retail sales                  | 14/4～15/3 | 104.9   | 105.7  | 95.1    | 99.6    | 104.1   | 107.6   | 97.3     | 100.3    | 100.6    | 86.9    | 99.2    | 82.6    | 101.6 | 103.3 | 99.6  | 87.1  | 102.3 | 93.4  | 97.2  |
|                               | 15/4～16/3 | 98.6    | 99.3   | 97.6    | 103.6   | 104.6   | 113.4   | —        | —        | —        | —       | —       | —       | 98.5  | 107.3 | —     | —     | 102.2 | —     | —     |
| ネット通販売上高                      | 13/4～14/3 | 109.2   | 100.1  | 114.5   | 87.8    | 98.3    | 119.6   | 107.7    | 95.6     | 113.6    | 113.6   | 120.2   | 95.3    | 108.1 | 98.6  | 104.8 | 108.9 | 103.6 | 106.5 | 105.4 |
| Online sales                  | 14/4～15/3 | 97.9    | 105.5  | 102.3   | 113.4   | 114.4   | 103.3   | 85.3     | 87.8     | 100.4    | 100.6   | 120.2   | 108.7   | 101.8 | 110.5 | 91.8  | 107.2 | 105.8 | 98.4  | 101.1 |
|                               | 15/4～16/3 | 113.6   | 104.7  | 127.1   | 107.5   | 102.4   | 149.1   | —        | —        | —        | —       | —       | —       | 115.7 | 118.8 | —     | —     | 117.2 | —     | —     |
| 客数                            | 13/4～14/3 | 93.2    | 100.6  | 109.8   | 94.0    | 99.2    | 101.3   | 91.1     | 97.0     | 98.3     | 106.2   | 102.0   | 99.4    | 101.9 | 96.8  | 95.7  | 103.3 | 99.3  | 99.6  | 99.5  |
| Number of customers           | 14/4～15/3 | 96.7    | 98.6   | 90.3    | 92.8    | 91.5    | 95.2    | 86.6     | 90.8     | 97.3     | 83.2    | 91.5    | 80.8    | 94.8  | 93.1  | 92.1  | 83.7  | 94.0  | 87.7  | 90.8  |
|                               | 15/4～16/3 | 93.0    | 95.5   | 93.7    | 98.5    | 106.0   | 114.6   | —        | —        | —        | —       | —       | —       | 94.1  | 104.1 | —     | —     | 98.7  | —     | —     |
| 客単価                           | 13/4～14/3 | 101.5   | 103.7  | 101.6   | 99.9    | 106.5   | 105.2   | 106.7    | 105.0    | 107.0    | 107.3   | 106.8   | 112.2   | 101.7 | 103.6 | 106.3 | 108.5 | 102.9 | 107.0 | 105.3 |
| Average spending per customer | 14/4～15/3 | 108.5   | 107.2  | 105.3   | 107.3   | 113.7   | 113.0   | 112.4    | 110.4    | 103.3    | 104.4   | 108.4   | 102.3   | 107.2 | 111.0 | 108.1 | 104.1 | 108.9 | 106.6 | 107.1 |
|                               | 15/4～16/3 | 106.1   | 103.9  | 104.2   | 105.1   | 98.7    | 98.9    | —        | —        | —        | —       | —       | —       | 104.7 | 103.1 | —     | —     | 103.5 | —     | —     |

## (4) CHROME HEARTS

## ①ビジネスユニット計 Total Business Units

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 売上高                           | 13/4～14/3 | 149.3   | 123.5  | 122.5   | 124.6   | 107.3   | 133.2   | 122.3    | 143.4    | 132.9    | 123.0   | 116.5   | 126.5   | 131.2 | 120.5 | 132.7 | 122.2 | 125.8 | 127.6 | 126.7 |
| Sales                         | 14/4～15/3 | 94.0    | 119.2  | 110.8   | 96.2    | 113.6   | 106.2   | 105.5    | 107.8    | 98.6     | 109.1   | 129.5   | 108.8   | 107.5 | 105.3 | 103.0 | 115.0 | 106.4 | 108.6 | 107.6 |
|                               | 15/4～16/3 | 130.0   | 131.9  | 119.2   | 132.0   | 129.5   | 109.3   | —        | —        | —        | —       | —       | —       | 127.1 | 123.7 | —     | —     | 125.5 | —     | —     |
| 客数                            | 13/4～14/3 | 132.0   | 108.1  | 108.8   | 102.6   | 102.1   | 114.3   | 114.1    | 124.8    | 112.5    | 107.5   | 100.7   | 105.5   | 115.9 | 105.7 | 116.0 | 104.6 | 110.8 | 110.3 | 110.5 |
| Number of customers           | 14/4～15/3 | 87.5    | 110.6  | 93.8    | 93.2    | 102.7   | 100.6   | 102.4    | 105.0    | 98.6     | 111.9   | 122.0   | 109.0   | 97.0  | 98.7  | 101.3 | 114.0 | 97.8  | 107.3 | 102.7 |
|                               | 15/4～16/3 | 120.0   | 121.4  | 121.3   | 117.7   | 109.5   | 99.8    | —        | —        | —        | —       | —       | —       | 120.9 | 109.2 | —     | —     | 115.2 | —     | —     |
| 客単価                           | 13/4～14/3 | 112.8   | 114.2  | 112.4   | 121.4   | 105.2   | 115.6   | 107.3    | 115.0    | 117.9    | 115.2   | 117.2   | 119.0   | 113.1 | 113.8 | 114.3 | 117.2 | 113.4 | 115.9 | 114.7 |
| Average spending per customer | 14/4～15/3 | 107.4   | 107.8  | 118.2   | 103.3   | 110.7   | 106.3   | 103.0    | 102.9    | 100.2    | 97.6    | 106.0   | 101.0   | 111.0 | 107.0 | 101.8 | 101.3 | 109.0 | 101.4 | 105.0 |
|                               | 15/4～16/3 | 108.7   | 108.6  | 98.0    | 111.7   | 117.5   | 109.4   | —        | —        | —        | —       | —       | —       | 105.1 | 112.8 | —     | —     | 108.6 | —     | —     |

## ②既存店 Existing Stores

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 小売＋ネット通販売上高                   | 13/4～14/3 | —       | —      | —       | —       | —       | —       | —        | —        | —        | —       | —       | —       | —     | —     | —     | —     | —     | —     | —     |
| Retail and online sales       | 14/4～15/3 | —       | —      | —       | —       | —       | —       | —        | —        | —        | —       | —       | —       | —     | —     | —     | —     | —     | —     | —     |
|                               | 15/4～16/3 | —       | —      | —       | —       | —       | —       | —        | —        | —        | —       | —       | —       | —     | —     | —     | —     | —     | —     | —     |
| 小売売上高                         | 13/4～14/3 | 133.9   | 105.6  | 105.1   | 107.4   | 92.1    | 110.0   | 103.7    | 120.6    | 119.3    | 115.9   | 110.7   | 115.7   | 114.3 | 102.4 | 115.0 | 114.2 | 108.3 | 114.6 | 111.6 |
| Retail sales                  | 14/4～15/3 | 89.5    | 114.6  | 105.8   | 93.0    | 109.0   | 103.4   | 101.8    | 104.6    | 95.5     | 105.8   | 125.3   | 106.2   | 103.0 | 101.8 | 99.8  | 111.7 | 102.4 | 105.3 | 103.9 |
|                               | 15/4～16/3 | 125.7   | 132.1  | 118.8   | 131.5   | 130.7   | 109.1   | —        | —        | —        | —       | —       | —       | 125.6 | 123.7 | —     | —     | 124.7 | —     | —     |
| ネット通販売上高                      | 13/4～14/3 | —       | —      | —       | —       | —       | —       | —        | —        | —        | —       | —       | —       | —     | —     | —     | —     | —     | —     | —     |
| Online sales                  | 14/4～15/3 | —       | —      | —       | —       | —       | —       | —        | —        | —        | —       | —       | —       | —     | —     | —     | —     | —     | —     | —     |
|                               | 15/4～16/3 | —       | —      | —       | —       | —       | —       | —        | —        | —        | —       | —       | —       | —     | —     | —     | —     | —     | —     | —     |
| 客数                            | 13/4～14/3 | 113.0   | 87.5   | 90.0    | 84.4    | 83.6    | 92.5    | 92.0     | 101.4    | 97.0     | 98.0    | 92.5    | 95.2    | 96.4  | 86.4  | 96.7  | 95.3  | 91.4  | 96.0  | 93.7  |
| Number of customers           | 14/4～15/3 | 84.5    | 107.3  | 88.5    | 89.5    | 98.5    | 96.7    | 98.2     | 101.0    | 94.8     | 107.6   | 117.6   | 104.5   | 93.3  | 94.8  | 97.4  | 109.6 | 94.0  | 103.2 | 98.7  |
|                               | 15/4～16/3 | 115.4   | 119.5  | 121.3   | 117.7   | 110.8   | 99.8    | —        | —        | —        | —       | —       | —       | 118.7 | 109.6 | —     | —     | 114.4 | —     | —     |
| 客単価                           | 13/4～14/3 | 118.5   | 120.7  | 116.7   | 127.2   | 110.2   | 119.0   | 112.8    | 118.9    | 123.0    | 118.2   | 119.6   | 121.5   | 118.6 | 118.5 | 118.9 | 119.9 | 118.5 | 119.4 | 119.1 |
| Average spending per customer | 14/4～15/3 | 105.9   | 106.9  | 119.6   | 103.9   | 110.7   | 107.0   | 103.7    | 103.6    | 100.7    | 98.3    | 106.5   | 101.5   | 110.4 | 107.4 | 102.5 | 101.9 | 108.9 | 102.0 | 105.3 |
|                               | 15/4～16/3 | 109.0   | 110.5  | 98.0    | 111.7   | 118.0   | 109.4   | —        | —        | —        | —       | —       | —       | 105.8 | 112.8 | —     | —     | 109.0 | —     | —     |

## (5) SBU

## ①ビジネスユニット計 Total Business Units

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 売上高                           | 13/4～14/3 | 93.2    | 107.8  | 118.4   | 100.1   | 110.3   | 103.4   | 96.8     | 104.9    | 106.7    | 102.8   | 114.7   | 118.1   | 105.8 | 103.8 | 102.8 | 110.6 | 104.8 | 106.6 | 105.7 |
| Sales                         | 14/4～15/3 | 100.0   | 101.9  | 97.8    | 103.5   | 101.1   | 97.6    | 100.3    | 102.8    | 96.9     | 97.6    | 101.4   | 93.5    | 99.9  | 100.8 | 100.0 | 97.0  | 100.4 | 98.5  | 99.4  |
|                               | 15/4～16/3 | 101.7   | 95.3   | 98.2    | 98.0    | 103.8   | 102.4   | —        | —        | —        | —       | —       | —       | 98.3  | 101.0 | —     | —     | 99.7  | —     | —     |
| 客数                            | 13/4～14/3 | 93.7    | 103.8  | 112.3   | 97.6    | 104.0   | 101.4   | 100.2    | 102.1    | 108.1    | 102.6   | 113.2   | 108.6   | 103.3 | 100.3 | 103.5 | 106.9 | 101.7 | 105.3 | 103.4 |
| Number of customers           | 14/4～15/3 | 98.9    | 96.3   | 96.9    | 97.8    | 96.6    | 90.4    | 90.9     | 98.6     | 88.9     | 98.3    | 84.4    | 85.4    | 97.3  | 95.5  | 92.6  | 90.7  | 96.3  | 91.6  | 94.1  |
|                               | 15/4～16/3 | 92.8    | 93.1   | 91.2    | 94.4    | 80.6    | 95.9    | —        | —        | —        | —       | —       | —       | 92.3  | 90.9  | —     | —     | 91.5  | —     | —     |
| 客単価                           | 13/4～14/3 | 105.7   | 105.4  | 99.5    | 102.8   | 108.0   | 99.8    | 98.5     | 100.3    | 98.0     | 101.7   | 100.2   | 108.9   | 103.1 | 103.2 | 98.8  | 104.2 | 103.2 | 101.2 | 102.4 |
| Average spending per customer | 14/4～15/3 | 98.0    | 102.6  | 98.8    | 107.1   | 101.6   | 106.3   | 108.7    | 105.8    | 105.0    | 101.5   | 114.6   | 102.3   | 99.9  | 104.6 | 106.5 | 103.9 | 102.3 | 105.3 | 103.6 |
|                               | 15/4～16/3 | 106.5   | 102.6  | 105.1   | 101.6   | 119.6   | 105.4   | —        | —        | —        | —       | —       | —       | 104.7 | 107.6 | —     | —     | 106.2 | —     | —     |

## ②既存店 Existing Stores

|                               |           | 4月 Apr. | 5月 May | 6月 June | 7月 July | 8月 Aug. | 9月 Sep. | 10月 Oct. | 11月 Nov. | 12月 Dec. | 1月 Jan. | 2月 Feb. | 3月 Mar. | 1Q    | 2Q    | 3Q    | 4Q    | 1H    | 2H    | Total |
|-------------------------------|-----------|---------|--------|---------|---------|---------|---------|----------|----------|----------|---------|---------|---------|-------|-------|-------|-------|-------|-------|-------|
| 小売＋ネット通販売上高                   | 13/4～14/3 | 96.1    | 104.8  | 107.4   | 98.3    | 110.5   | 97.7    | 93.7     | 100.4    | 99.4     | 98.0    | 105.2   | 108.8   | 102.7 | 101.1 | 97.9  | 103.4 | 101.9 | 100.5 | 101.1 |
| Retail and online sales       | 14/4～15/3 | 90.7    | 94.7   | 91.2    | 96.6    | 93.9    | 91.3    | 94.8     | 97.0     | 90.4     | 92.7    | 95.8    | 90.7    | 92.3  | 94.1  | 94.0  | 92.6  | 93.2  | 93.3  | 93.3  |
|                               | 15/4～16/3 | 99.5    | 92.9   | 96.8    | 96.1    | 105.3   | 102.4   | —        | —        | —        | —       | —       | —       | 96.3  | 100.4 | —     | —     | 98.3  | —     | —     |
| 小売売上高                         | 13/4～14/3 | 93.6    | 101.9  | 104.3   | 94.9    | 108.2   | 95.8    | 91.1     | 95.1     | 98.8     | 96.4    | 101.8   | 107.5   | 99.9  | 98.4  | 95.1  | 101.6 | 99.1  | 98.1  | 98.6  |
| Retail sales                  | 14/4～15/3 | 89.9    | 91.8   | 88.8    | 96.5    | 90.3    | 89.4    | 93.6     | 98.0     | 87.6     | 93.9    | 92.6    | 84.6    | 90.2  | 92.4  | 93.0  | 90.0  | 91.3  | 91.6  | 91.5  |
|                               | 15/4～16/3 | 97.4    | 93.9   | 95.3    | 94.6    | 99.2    | 103.0   | —        | —        | —        | —       | —       | —       | 95.4  | 98.5  | —     | —     | 97.0  | —     | —     |
| ネット通販売上高                      | 13/4～14/3 | 112.8   | 126.6  | 128.8   | 117.6   | 123.8   | 111.6   | 110.7    | 133.6    | 102.9    | 104.7   | 121.2   | 116.8   | 122.4 | 117.3 | 115.3 | 111.7 | 119.6 | 113.4 | 116.1 |
| Online sales                  | 14/4～15/3 | 95.1    | 108.7  | 101.6   | 96.7    | 109.5   | 100.9   | 100.2    | 93.1     | 103.0    | 88.7    | 104.7   | 116.5   | 102.3 | 101.3 | 98.4  | 101.2 | 101.8 | 99.9  | 100.7 |
|                               | 15/4～16/3 | 107.4   | 89.5   | 102.1   | 101.0   | 120.6   | 100.4   | —        | —        | —        | —       | —       | —       | 99.3  | 106.2 | —     | —     | 103.0 | —     | —     |
| 客数                            | 13/4～14/3 | 89.4    | 95.2   | 102.3   | 91.3    | 98.9    | 95.3    | 91.5     | 95.8     | 101.1    | 95.4    | 101.8   | 99.2    | 95.9  | 94.4  | 96.2  | 98.1  | 95.1  | 97.2  | 96.1  |
| Number of customers           | 14/4～15/3 | 90.8    | 88.6   | 88.5    | 88.2    | 87.2    | 82.7    | 84.9     | 91.8     | 83.0     | 92.3    | 82.5    | 85.5    | 89.2  | 86.5  | 86.4  | 88.2  | 87.7  | 87.3  | 87.5  |
|                               | 15/4～16/3 | 94.8    | 95.4   | 94.0    | 96.6    | 89.1    | 101.9   | —        | —        | —        | —       | —       | —       | 94.7  | 96.2  | —     | —     | 95.5  | —     | —     |
| 客単価                           | 13/4～14/3 | 104.7   | 107.0  | 101.9   | 104.0   | 109.4   | 100.5   | 99.6     | 99.3     | 97.8     | 101.0   | 100.0   | 108.3   | 104.2 | 104.3 | 98.8  | 103.6 | 104.3 | 101.0 | 102.7 |
| Average spending per customer | 14/4～15/3 | 99.0    | 103.6  | 100.4   | 109.4   | 103.5   | 108.1   | 110.3    | 106.8    | 105.6    | 101.7   | 112.3   | 99.0    | 101.2 | 106.8 | 107.6 | 102.1 | 104.1 | 104.9 | 104.5 |
|                               | 15/4～16/3 | 102.8   | 98.4   | 101.3   | 97.9    | 111.4   | 101.1   | —        | —        | —        | —       | —       | —       | 100.8 | 102.4 | —     | —     | 101.6 | —     | —     |

## 2. チャネル別・小売エリア別売上高 Sales by Sales Channel and Retail Area

## (1) 全社 Total

(単位:百万円/millions of yen)

|                                     |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                     |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 小売合計                                |               | 31,943        | 71,890        | 35,378        | 80,057        | 39,573        | 89,822        | 40,524        | 88,727        | 43,056        |
| Retail                              | 構成比 Share (%) | 75.4          | 75.4          | 75.4          | 75.1          | 75.9          | 76.0          | 75.9          | 74.8          | 74.0          |
|                                     | 前期比 YoY (%)   | 109.6         | 113.0         | 110.8         | 111.4         | 111.9         | 112.2         | 102.4         | 98.8          | 106.2         |
| 北海道・東北地区                            |               | 1,486         | 3,331         | 1,579         | 3,523         | 1,613         | 3,619         | 1,585         | 3,593         | 1,672         |
| Hokkaido / Tohoku area              | 構成比 Share (%) | 3.5           | 3.5           | 3.4           | 3.3           | 3.1           | 3.1           | 3.0           | 3.0           | 2.9           |
|                                     | 前期比 YoY (%)   | 115.5         | 119.4         | 106.2         | 105.8         | 102.2         | 102.7         | 98.3          | 99.3          | 105.5         |
| 関東(東京以外)地区                          |               | 5,229         | 11,848        | 5,661         | 13,328        | 6,434         | 15,096        | 6,699         | 14,611        | 6,746         |
| Kanto area (excluding Tokyo)        | 構成比 Share (%) | 12.3          | 12.4          | 12.1          | 12.5          | 12.4          | 12.8          | 12.6          | 12.3          | 11.6          |
|                                     | 前期比 YoY (%)   | 108.7         | 112.6         | 108.3         | 112.5         | 113.7         | 113.3         | 104.1         | 96.8          | 100.7         |
| 東京地区                                |               | 14,390        | 32,096        | 16,066        | 36,031        | 17,993        | 40,056        | 18,064        | 39,363        | 19,530        |
| Tokyo area                          | 構成比 Share (%) | 34.0          | 33.6          | 34.2          | 33.8          | 34.5          | 33.9          | 33.8          | 33.2          | 33.6          |
|                                     | 前期比 YoY (%)   | 107.6         | 111.9         | 111.6         | 112.3         | 112.0         | 111.2         | 100.4         | 98.3          | 108.1         |
| 甲信越・北陸・東海地区                         |               | 2,754         | 6,396         | 3,235         | 7,093         | 3,407         | 7,836         | 3,517         | 7,823         | 3,725         |
| Koushinetsu / Hokuriku / Tokai area | 構成比 Share (%) | 6.5           | 6.7           | 6.9           | 6.6           | 6.5           | 6.6           | 6.6           | 6.6           | 6.4           |
|                                     | 前期比 YoY (%)   | 108.9         | 112.5         | 117.4         | 110.9         | 105.3         | 110.5         | 103.2         | 99.8          | 105.9         |
| 関西地区                                |               | 4,970         | 11,179        | 5,352         | 12,025        | 6,317         | 14,411        | 6,742         | 14,720        | 7,146         |
| Kansai area                         | 構成比 Share (%) | 11.7          | 11.7          | 11.4          | 11.3          | 12.1          | 12.2          | 12.6          | 12.4          | 12.3          |
|                                     | 前期比 YoY (%)   | 110.9         | 112.6         | 107.7         | 107.6         | 118.0         | 119.8         | 106.7         | 102.1         | 106.0         |
| 中国・四国・九州地区                          |               | 3,111         | 7,037         | 3,483         | 8,055         | 3,806         | 8,802         | 3,915         | 8,615         | 4,235         |
| Chugoku / Shikoku / Kyushu area     | 構成比 Share (%) | 7.4           | 7.4           | 7.4           | 7.6           | 7.3           | 7.4           | 7.3           | 7.3           | 7.2           |
|                                     | 前期比 YoY (%)   | 117.4         | 117.5         | 112.0         | 114.5         | 109.3         | 109.3         | 102.8         | 97.9          | 108.2         |
| ネット通販                               |               | 4,425         | 10,599        | 5,090         | 11,948        | 5,389         | 12,979        | 5,995         | 14,244        | 6,895         |
| Online store                        | 構成比 Share (%) | 10.4          | 11.1          | 10.8          | 11.2          | 10.3          | 11.0          | 11.2          | 12.0          | 11.9          |
|                                     | 前期比 YoY (%)   | 117.1         | 117.8         | 115.0         | 112.7         | 105.9         | 108.6         | 111.2         | 109.8         | 115.0         |
| 卸等                                  |               | 410           | 846           | 355           | 777           | 281           | 710           | 337           | 942           | 461           |
| Wholesale, etc.                     | 構成比 Share (%) | 1.0           | 0.9           | 0.8           | 0.7           | 0.6           | 0.6           | 0.6           | 0.8           | 0.7           |
|                                     | 前期比 YoY (%)   | 96.4          | 88.2          | 86.7          | 91.8          | 79.2          | 91.4          | 119.9         | 132.6         | 136.5         |
| その他                                 |               | 5,590         | 12,071        | 6,086         | 13,822        | 6,885         | 14,700        | 6,560         | 14,742        | 7,768         |
| Other                               | 構成比 Share (%) | 13.2          | 12.7          | 13.0          | 13.0          | 13.2          | 12.4          | 12.3          | 12.4          | 13.4          |
|                                     | 前期比 YoY (%)   | 101.6         | 104.6         | 108.9         | 114.5         | 113.1         | 106.4         | 95.3          | 100.3         | 118.4         |
| 全社計                                 |               | 42,369        | 95,406        | 46,911        | 106,605       | 52,130        | 118,212       | 53,418        | 118,657       | 58,182        |
| Total                               | 前期比 YoY (%)   | 109.1         | 112.1         | 110.7         | 111.7         | 111.1         | 110.9         | 102.5         | 100.4         | 108.9         |

## (2)事業別 By Business (2015/4～2015/9)

(単位: 百万円 / millions of yen)

|                                     |               | TOTAL  | UA     | GLR    | CH    | SBU   |
|-------------------------------------|---------------|--------|--------|--------|-------|-------|
| 小売合計                                |               | 43,056 | 20,990 | 11,012 | 5,782 | 5,271 |
| Retail                              | 構成比 Share (%) | 85.4   | 84.6   | 86.0   | 99.6  | 75.4  |
|                                     | 前期比 YoY (%)   | 106.2  | 103.0  | 109.0  | 125.2 | 97.2  |
| 北海道・東北地区                            |               | 1,672  | 1,036  | 476    | —     | 159   |
| Hokkaido / Tohoku area              | 構成比 Share (%) | 3.3    | 4.2    | 3.7    | —     | 2.3   |
|                                     | 前期比 YoY (%)   | 105.5  | 105.8  | 110.2  | —     | 92.2  |
| 関東(東京以外)地区                          |               | 6,746  | 3,188  | 3,017  | —     | 540   |
| Kanto area (excluding Tokyo)        | 構成比 Share (%) | 13.4   | 12.9   | 23.6   | —     | 7.7   |
|                                     | 前期比 YoY (%)   | 100.7  | 102.5  | 99.6   | —     | 96.9  |
| 東京地区                                |               | 19,530 | 9,491  | 3,626  | 3,383 | 3,028 |
| Tokyo area                          | 構成比 Share (%) | 38.7   | 38.2   | 28.3   | 58.3  | 43.3  |
|                                     | 前期比 YoY (%)   | 108.1  | 103.5  | 112.6  | 126.2 | 101.4 |
| 甲信越・北陸・東海地区                         |               | 3,725  | 1,515  | 1,230  | 469   | 509   |
| Koushinetsu / Hokuriku / Tokai area | 構成比 Share (%) | 7.4    | 6.1    | 9.6    | 8.1   | 7.3   |
|                                     | 前期比 YoY (%)   | 105.9  | 101.1  | 121.8  | 109.9 | 87.7  |
| 関西地区                                |               | 7,146  | 3,517  | 1,356  | 1,573 | 698   |
| Kansai area                         | 構成比 Share (%) | 14.2   | 14.2   | 10.6   | 27.1  | 10.0  |
|                                     | 前期比 YoY (%)   | 106.0  | 99.7   | 106.4  | 131.8 | 93.7  |
| 中国・四国・九州地区                          |               | 4,235  | 2,240  | 1,305  | 355   | 333   |
| Chugoku / Shikoku / Kyushu area     | 構成比 Share (%) | 8.4    | 9.0    | 10.2   | 6.1   | 4.8   |
|                                     | 前期比 YoY (%)   | 108.2  | 107.2  | 114.9  | 113.0 | 89.1  |
| ネット通販                               |               | 6,895  | 3,497  | 1,792  | —     | 1,606 |
| Online store                        | 構成比 Share (%) | 13.7   | 14.1   | 14.0   | —     | 23.0  |
|                                     | 前期比 YoY (%)   | 115.0  | 118.0  | 117.2  | —     | 107.0 |
| 卸等                                  |               | 461    | 322    | 5      | 21    | 111   |
| Wholesale, etc.                     | 構成比 Share (%) | 0.9    | 1.3    | 0.0    | 0.4   | 1.6   |
|                                     | 前期比 YoY (%)   | 136.5  | 136.2  | 100.9  | 284.2 | 127.0 |
| ビジネスユニット計                           |               | 50,413 | 24,810 | 12,810 | 5,803 | 6,989 |
| Total                               | 前期比 YoY (%)   | 107.6  | 105.2  | 110.1  | 125.5 | 99.7  |

## (3)UNITED ARROWS

(単位:百万円/millions of yen)

|                                     |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                     |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 小売合計                                |               | 16,701        | 38,131        | 18,240        | 41,770        | 20,010        | 46,028        | 20,381        | 44,768        | 20,990        |
| Retail                              | 構成比 Share (%) | 87.6          | 87.3          | 87.3          | 87.5          | 88.0          | 87.7          | 86.4          | 85.3          | 84.6          |
|                                     | 前期比 YoY (%)   | 105.8         | 108.8         | 109.2         | 109.5         | 109.7         | 110.2         | 101.9         | 97.3          | 103.0         |
| 北海道・東北地区                            |               | 824           | 1,888         | 907           | 2,064         | 965           | 2,177         | 979           | 2,222         | 1,036         |
| Hokkaido / Tohoku area              | 構成比 Share (%) | 4.3           | 4.3           | 4.3           | 4.3           | 4.3           | 4.2           | 4.1           | 4.2           | 4.2           |
|                                     | 前期比 YoY (%)   | 113.9         | 118.1         | 110.1         | 109.3         | 106.4         | 105.5         | 101.5         | 102.0         | 105.8         |
| 関東(東京以外)地区                          |               | 2,490         | 5,619         | 2,609         | 6,271         | 2,964         | 7,011         | 3,111         | 6,814         | 3,188         |
| Kanto area (excluding Tokyo)        | 構成比 Share (%) | 13.1          | 12.9          | 12.5          | 13.2          | 13.0          | 13.4          | 13.2          | 13.0          | 12.9          |
|                                     | 前期比 YoY (%)   | 97.4          | 100.8         | 104.8         | 111.6         | 113.6         | 111.8         | 105.0         | 97.2          | 102.5         |
| 東京地区                                |               | 7,497         | 17,053        | 8,388         | 18,936        | 9,150         | 20,749        | 9,174         | 20,053        | 9,491         |
| Tokyo area                          | 構成比 Share (%) | 39.3          | 39.0          | 40.2          | 39.6          | 40.2          | 39.5          | 38.9          | 38.2          | 38.2          |
|                                     | 前期比 YoY (%)   | 103.7         | 107.8         | 111.9         | 111.0         | 109.1         | 109.6         | 100.3         | 96.6          | 103.5         |
| 甲信越・北陸・東海地区                         |               | 1,380         | 3,295         | 1,510         | 3,430         | 1,565         | 3,568         | 1,498         | 3,322         | 1,515         |
| Koushinetsu / Hokuriku / Tokai area | 構成比 Share (%) | 7.3           | 7.6           | 7.2           | 7.2           | 6.9           | 6.8           | 6.3           | 6.3           | 6.1           |
|                                     | 前期比 YoY (%)   | 114.3         | 114.3         | 109.4         | 104.1         | 103.7         | 104.0         | 95.7          | 93.1          | 101.1         |
| 関西地区                                |               | 2,918         | 6,564         | 3,014         | 6,767         | 3,286         | 7,675         | 3,527         | 7,694         | 3,517         |
| Kansai area                         | 構成比 Share (%) | 15.3          | 15.0          | 14.4          | 14.2          | 14.5          | 14.6          | 15.0          | 14.7          | 14.2          |
|                                     | 前期比 YoY (%)   | 110.7         | 110.9         | 103.3         | 103.1         | 109.0         | 113.4         | 107.4         | 100.2         | 99.7          |
| 中国・四国・九州地区                          |               | 1,589         | 3,709         | 1,811         | 4,299         | 2,077         | 4,845         | 2,089         | 4,662         | 2,240         |
| Chugoku / Shikoku / Kyushu area     | 構成比 Share (%) | 8.3           | 8.5           | 8.7           | 9.0           | 9.1           | 9.2           | 8.9           | 8.9           | 9.0           |
|                                     | 前期比 YoY (%)   | 111.7         | 114.2         | 114.0         | 115.9         | 114.7         | 112.7         | 100.5         | 96.2          | 107.2         |
| ネット通販                               |               | 2,218         | 5,203         | 2,509         | 5,637         | 2,552         | 5,989         | 2,963         | 7,011         | 3,497         |
| Online store                        | 構成比 Share (%) | 11.6          | 11.9          | 12.0          | 11.8          | 11.2          | 11.4          | 12.6          | 13.4          | 14.1          |
|                                     | 前期比 YoY (%)   | 143.5         | 133.4         | 113.1         | 108.3         | 101.7         | 106.3         | 116.1         | 117.1         | 118.0         |
| 卸等                                  |               | 155           | 347           | 144           | 352           | 182           | 482           | 237           | 709           | 322           |
| Wholesale, etc.                     | 構成比 Share (%) | 0.8           | 0.8           | 0.7           | 0.7           | 0.8           | 0.9           | 1.0           | 1.3           | 1.3           |
|                                     | 前期比 YoY (%)   | 77.8          | 75.3          | 92.8          | 101.4         | 126.4         | 136.9         | 129.7         | 147.1         | 136.2         |
| 総合計                                 |               | 19,076        | 43,683        | 20,894        | 47,759        | 22,745        | 52,501        | 23,582        | 52,489        | 24,810        |
| Total                               | 前期比 YoY (%)   | 108.8         | 110.9         | 109.5         | 109.3         | 108.9         | 109.9         | 103.7         | 100.0         | 105.2         |

## (4)green label relaxing

(単位:百万円/millions of yen)

|                                     |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                     |               | 2011/4～2011/9 | 2011/4～2012/3 | 2012/4～2012/9 | 2012/4～2013/3 | 2013/4～2013/9 | 2013/4～2014/3 | 2014/4～2014/9 | 2014/4～2015/3 | 2015/4～2015/9 |
| 小売合計                                |               | 7,775         | 17,775        | 8,453         | 19,909        | 9,734         | 22,808        | 10,105        | 22,540        | 11,012        |
| Retail                              | 構成比 Share (%) | 85.8          | 84.8          | 86.2          | 84.8          | 87.1          | 85.5          | 86.8          | 85.1          | 86.0          |
|                                     | 前期比 YoY (%)   | 121.5         | 125.9         | 108.7         | 112.0         | 115.2         | 114.6         | 103.8         | 98.8          | 109.0         |
| 北海道・東北地区                            |               | 454           | 1,009         | 459           | 1,033         | 453           | 1,032         | 432           | 1,005         | 476           |
| Hokkaido / Tohoku area              | 構成比 Share (%) | 5.0           | 4.8           | 4.7           | 4.4           | 4.0           | 3.9           | 3.7           | 3.8           | 3.7           |
|                                     | 前期比 YoY (%)   | 118.4         | 122.9         | 101.1         | 102.4         | 98.7          | 99.9          | 95.4          | 97.5          | 110.2         |
| 関東(東京以外)地区                          |               | 2,310         | 5,307         | 2,562         | 6,072         | 2,985         | 7,016         | 3,029         | 6,620         | 3,017         |
| Kanto area (excluding Tokyo)        | 構成比 Share (%) | 25.5          | 25.3          | 26.1          | 25.9          | 26.7          | 26.3          | 26.0          | 25.0          | 23.6          |
|                                     | 前期比 YoY (%)   | 121.7         | 125.8         | 110.9         | 114.4         | 116.5         | 115.5         | 101.5         | 94.4          | 99.6          |
| 東京地区                                |               | 2,611         | 6,009         | 2,875         | 6,790         | 3,233         | 7,382         | 3,220         | 7,111         | 3,626         |
| Tokyo area                          | 構成比 Share (%) | 28.8          | 28.7          | 29.3          | 28.9          | 28.9          | 27.7          | 27.7          | 26.8          | 28.3          |
|                                     | 前期比 YoY (%)   | 130.2         | 137.6         | 110.1         | 113.0         | 112.5         | 108.7         | 99.6          | 96.3          | 112.6         |
| 甲信越・北陸・東海地区                         |               | 608           | 1,402         | 672           | 1,507         | 811           | 2,086         | 1,010         | 2,379         | 1,230         |
| Koushinetsu / Hokuriku / Tokai area | 構成比 Share (%) | 6.7           | 6.7           | 6.9           | 6.4           | 7.3           | 7.8           | 8.7           | 9.0           | 9.6           |
|                                     | 前期比 YoY (%)   | 103.8         | 109.0         | 110.4         | 107.5         | 120.7         | 138.5         | 124.5         | 114.0         | 121.8         |
| 関西地区                                |               | 805           | 1,857         | 789           | 1,993         | 1,112         | 2,618         | 1,275         | 2,879         | 1,356         |
| Kansai area                         | 構成比 Share (%) | 8.9           | 8.9           | 8.0           | 8.5           | 10.0          | 9.8           | 10.9          | 10.9          | 10.6          |
|                                     | 前期比 YoY (%)   | 113.9         | 117.6         | 98.0          | 107.3         | 140.9         | 131.4         | 114.6         | 110.0         | 106.4         |
| 中国・四国・九州地区                          |               | 985           | 2,188         | 1,094         | 2,512         | 1,137         | 2,671         | 1,136         | 2,543         | 1,305         |
| Chugoku / Shikoku / Kyushu area     | 構成比 Share (%) | 10.9          | 10.4          | 11.2          | 10.7          | 10.2          | 10.0          | 9.8           | 9.6           | 10.2          |
|                                     | 前期比 YoY (%)   | 120.5         | 118.7         | 111.0         | 114.8         | 104.0         | 106.3         | 99.9          | 95.2          | 114.9         |
| ネット通販                               |               | 1,269         | 3,154         | 1,348         | 3,537         | 1,428         | 3,852         | 1,529         | 3,913         | 1,792         |
| Online store                        | 構成比 Share (%) | 14.0          | 15.1          | 13.7          | 15.1          | 12.8          | 14.4          | 13.1          | 14.8          | 14.0          |
|                                     | 前期比 YoY (%)   | 137.9         | 140.1         | 106.2         | 112.2         | 105.9         | 108.9         | 107.1         | 101.6         | 117.2         |
| 卸等                                  |               | 13            | 14            | 7             | 18            | 6             | 11            | 5             | 22            | 5             |
| Wholesale, etc.                     | 構成比 Share (%) | 0.2           | 0.1           | 0.1           | 0.1           | 0.1           | 0.1           | 0.1           | 0.1           | 0.0           |
|                                     | 前期比 YoY (%)   | 150.0         | 97.1          | 56.4          | 131.2         | 86.9          | 61.2          | 83.5          | 198.5         | 100.9         |
| 総合計                                 |               | 9,058         | 20,943        | 9,810         | 23,465        | 11,169        | 26,672        | 11,639        | 26,476        | 12,810        |
| Total                               | 前期比 YoY (%)   | 123.6         | 127.8         | 108.3         | 112.0         | 113.9         | 113.7         | 104.2         | 99.3          | 110.1         |

## (5) CHROME HEARTS

(単位:百万円/millions of yen)

|                                     |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                     |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 小売合計                                |               | 2,931         | 6,057         | 3,447         | 7,327         | 4,329         | 9,289         | 4,618         | 10,017        | 5,782         |
| Retail                              | 構成比 Share (%) | 99.8          | 99.8          | 99.8          | 99.6          | 99.6          | 99.6          | 99.8          | 99.8          | 99.6          |
|                                     | 前期比 YoY (%)   | 132.1         | 124.8         | 117.6         | 121.0         | 125.6         | 126.8         | 106.7         | 107.8         | 125.2         |
| 北海道・東北地区                            |               | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| Hokkaido / Tohoku area              | 構成比 Share (%) | —             | —             | —             | —             | —             | —             | —             | —             | —             |
|                                     | 前期比 YoY (%)   | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| 関東(東京以外)地区                          |               | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| Kanto area (excluding Tokyo)        | 構成比 Share (%) | —             | —             | —             | —             | —             | —             | —             | —             | —             |
|                                     | 前期比 YoY (%)   | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| 東京地区                                |               | 1,794         | 3,603         | 1,955         | 4,242         | 2,555         | 5,481         | 2,682         | 5,937         | 3,383         |
| Tokyo area                          | 構成比 Share (%) | 61.1          | 59.4          | 56.6          | 57.7          | 58.8          | 58.8          | 58.0          | 59.2          | 58.3          |
|                                     | 前期比 YoY (%)   | 132.0         | 123.5         | 109.0         | 117.7         | 130.7         | 129.2         | 104.9         | 108.3         | 126.2         |
| 甲信越・北陸・東海地区                         |               | 329           | 691           | 405           | 823           | 402           | 878           | 427           | 907           | 469           |
| Koushinetsu / Hokuriku / Tokai area | 構成比 Share (%) | 11.2          | 11.4          | 11.8          | 11.2          | 9.2           | 9.4           | 9.2           | 9.0           | 8.1           |
|                                     | 前期比 YoY (%)   | 125.3         | 120.8         | 123.0         | 119.1         | 99.3          | 106.6         | 106.2         | 103.4         | 109.9         |
| 関西地区                                |               | 663           | 1,469         | 905           | 1,868         | 1,158         | 2,482         | 1,194         | 2,540         | 1,573         |
| Kansai area                         | 構成比 Share (%) | 22.6          | 24.2          | 26.2          | 25.4          | 26.7          | 26.6          | 25.8          | 25.3          | 27.1          |
|                                     | 前期比 YoY (%)   | 136.6         | 130.7         | 136.6         | 127.1         | 127.9         | 132.9         | 103.0         | 102.3         | 131.8         |
| 中国・四国・九州地区                          |               | 144           | 292           | 180           | 392           | 212           | 446           | 314           | 631           | 355           |
| Chugoku / Shikoku / Kyushu area     | 構成比 Share (%) | 4.9           | 4.8           | 5.2           | 5.3           | 4.9           | 4.8           | 6.8           | 6.3           | 6.1           |
|                                     | 前期比 YoY (%)   | 129.5         | 122.2         | 125.0         | 134.3         | 117.5         | 113.9         | 148.3         | 141.2         | 113.0         |
| ネット通販                               |               | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| Online store                        | 構成比 Share (%) | —             | —             | —             | —             | —             | —             | —             | —             | —             |
|                                     | 前期比 YoY (%)   | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| 卸等                                  |               | 4             | 11            | 7             | 32            | 16            | 39            | 7             | 18            | 21            |
| Wholesale, etc.                     | 構成比 Share (%) | 0.2           | 0.2           | 0.2           | 0.4           | 0.4           | 0.4           | 0.2           | 0.2           | 0.4           |
|                                     | 前期比 YoY (%)   | 127.9         | 157.4         | 159.5         | 294.1         | 214.5         | 121.2         | 45.4          | 47.4          | 284.2         |
| 総合計                                 |               | 2,936         | 6,068         | 3,454         | 7,360         | 4,345         | 9,329         | 4,625         | 10,036        | 5,803         |
| Total                               | 前期比 YoY (%)   | 132.1         | 124.8         | 117.6         | 121.3         | 125.8         | 126.7         | 106.4         | 107.6         | 125.5         |

## (6)SBU

(単位:百万円/millions of yen)

|                                     |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                     |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 小売合計                                |               | 4,533         | 9,925         | 5,237         | 11,050        | 5,499         | 11,695        | 5,420         | 11,401        | 5,271         |
| Retail                              | 構成比 Share (%) | 79.5          | 78.6          | 78.6          | 77.8          | 78.7          | 77.9          | 77.3          | 76.5          | 75.4          |
|                                     | 前期比 YoY (%)   | 95.8          | 103.6         | 115.5         | 111.3         | 105.0         | 105.8         | 98.6          | 97.5          | 97.2          |
| 北海道・東北地区                            |               | 208           | 434           | 212           | 425           | 194           | 409           | 173           | 365           | 159           |
| Hokkaido / Tohoku area              | 構成比 Share (%) | 3.7           | 3.4           | 3.2           | 3.0           | 2.8           | 2.7           | 2.5           | 2.5           | 2.3           |
|                                     | 前期比 YoY (%)   | 115.6         | 117.3         | 102.1         | 98.0          | 91.5          | 96.2          | 89.0          | 89.4          | 92.2          |
| 関東(東京以外)地区                          |               | 428           | 921           | 489           | 984           | 485           | 1,068         | 558           | 1,176         | 540           |
| Kanto area (excluding Tokyo)        | 構成比 Share (%) | 7.5           | 7.3           | 7.3           | 6.9           | 6.9           | 7.1           | 8.0           | 7.9           | 7.7           |
|                                     | 前期比 YoY (%)   | 120.9         | 127.7         | 114.2         | 106.8         | 99.2          | 108.6         | 115.1         | 110.1         | 96.9          |
| 東京地区                                |               | 2,487         | 5,429         | 2,847         | 6,061         | 3,053         | 6,443         | 2,987         | 6,261         | 3,028         |
| Tokyo area                          | 構成比 Share (%) | 43.6          | 43.0          | 42.7          | 42.7          | 43.7          | 42.9          | 42.6          | 42.0          | 43.3          |
|                                     | 前期比 YoY (%)   | 89.6          | 97.2          | 114.5         | 111.6         | 107.2         | 106.3         | 97.8          | 97.2          | 101.4         |
| 甲信越・北陸・東海地区                         |               | 435           | 1,006         | 647           | 1,331         | 627           | 1,302         | 580           | 1,213         | 509           |
| Koushinetsu / Hokuriku / Tokai area | 構成比 Share (%) | 7.6           | 8.0           | 9.7           | 9.4           | 9.0           | 8.7           | 8.3           | 8.1           | 7.3           |
|                                     | 前期比 YoY (%)   | 92.0          | 106.8         | 148.5         | 132.3         | 97.0          | 97.8          | 92.6          | 93.1          | 87.7          |
| 関西地区                                |               | 582           | 1,286         | 643           | 1,396         | 759           | 1,634         | 745           | 1,606         | 698           |
| Kansai area                         | 構成比 Share (%) | 10.2          | 10.2          | 9.7           | 9.8           | 10.9          | 10.9          | 10.6          | 10.8          | 10.0          |
|                                     | 前期比 YoY (%)   | 89.3          | 98.7          | 110.5         | 108.5         | 118.1         | 117.0         | 98.1          | 98.3          | 93.7          |
| 中国・四国・九州地区                          |               | 391           | 847           | 397           | 851           | 379           | 837           | 374           | 777           | 333           |
| Chugoku / Shikoku / Kyushu area     | 構成比 Share (%) | 6.9           | 6.7           | 6.0           | 6.0           | 5.4           | 5.6           | 5.3           | 5.2           | 4.8           |
|                                     | 前期比 YoY (%)   | 131.7         | 128.6         | 101.4         | 100.5         | 95.5          | 98.4          | 98.8          | 92.9          | 89.1          |
| ネット通販                               |               | 937           | 2,240         | 1,232         | 2,773         | 1,408         | 3,137         | 1,502         | 3,319         | 1,606         |
| Online store                        | 構成比 Share (%) | 16.4          | 17.7          | 18.5          | 19.6          | 20.2          | 20.9          | 21.4          | 22.2          | 23.0          |
|                                     | 前期比 YoY (%)   | 71.3          | 78.7          | 131.5         | 123.8         | 114.3         | 113.1         | 106.6         | 105.8         | 107.0         |
| 卸等                                  |               | 235           | 473           | 195           | 372           | 75            | 176           | 87            | 190           | 111           |
| Wholesale, etc.                     | 構成比 Share (%) | 4.1           | 3.7           | 2.9           | 2.6           | 1.1           | 1.2           | 1.3           | 1.3           | 1.6           |
|                                     | 前期比 YoY (%)   | 111.1         | 99.4          | 83.0          | 78.8          | 38.7          | 47.4          | 115.9         | 108.0         | 127.0         |
| 総合計                                 |               | 5,706         | 12,639        | 6,665         | 14,196        | 6,983         | 15,009        | 7,009         | 14,911        | 6,989         |
| Total                               | 前期比 YoY (%)   | 91.2          | 98.0          | 116.8         | 112.3         | 104.8         | 105.7         | 100.4         | 99.4          | 99.7          |

## 3. 品目別売上高 Sales by Category

## (1) 全社 Total

(単位: 百万円 / millions of yen)

|                           |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|---------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                           |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| メンズ                       |               | 13,500        | 31,436        | 14,661        | 33,912        | 15,686        | 36,193        | 16,097        | 36,374        | 16,668        |
| Men's                     | 構成比 Share (%) | 31.8          | 32.9          | 31.2          | 31.8          | 30.1          | 30.6          | 30.1          | 30.7          | 28.6          |
|                           | 前期比 YoY (%)   | 112.1         | 113.0         | 108.6         | 107.9         | 107.0         | 106.7         | 102.6         | 100.5         | 103.5         |
| ウイメンズ                     |               | 18,337        | 41,638        | 20,452        | 46,750        | 22,779        | 52,631        | 23,650        | 52,240        | 25,231        |
| Women's                   | 構成比 Share (%) | 43.3          | 43.6          | 43.6          | 43.8          | 43.7          | 44.5          | 44.3          | 44.0          | 43.4          |
|                           | 前期比 YoY (%)   | 113.7         | 118.8         | 111.5         | 112.3         | 111.4         | 112.6         | 103.8         | 99.3          | 106.7         |
| シルバー & レザー                |               | 3,809         | 7,808         | 4,436         | 9,356         | 5,324         | 11,457        | 5,622         | 12,118        | 6,941         |
| Silver and leather        | 構成比 Share (%) | 9.0           | 8.2           | 9.5           | 8.8           | 10.2          | 9.7           | 10.5          | 10.2          | 11.9          |
|                           | 前期比 YoY (%)   | 132.2         | 124.0         | 116.5         | 119.8         | 120.0         | 122.5         | 105.6         | 105.8         | 123.5         |
| 生活雑貨等                     |               | 1,130         | 2,451         | 1,273         | 2,764         | 1,454         | 3,228         | 1,487         | 3,181         | 1,572         |
| Household and other goods | 構成比 Share (%) | 2.7           | 2.6           | 2.7           | 2.6           | 2.8           | 2.8           | 2.8           | 2.7           | 2.7           |
|                           | 前期比 YoY (%)   | 49.6          | 55.7          | 112.7         | 112.8         | 114.2         | 116.8         | 102.3         | 98.5          | 105.7         |
| その他                       |               | 5,590         | 12,071        | 6,086         | 13,822        | 6,885         | 14,700        | 6,560         | 14,742        | 7,768         |
| Other                     | 構成比 Share (%) | 13.2          | 12.7          | 13.0          | 13.0          | 13.2          | 12.4          | 12.3          | 12.4          | 13.4          |
|                           | 前期比 YoY (%)   | 101.6         | 104.6         | 108.9         | 114.5         | 113.1         | 106.4         | 95.3          | 100.3         | 118.4         |
| 総合計                       |               | 42,369        | 95,406        | 46,911        | 106,605       | 52,130        | 118,212       | 53,418        | 118,657       | 58,182        |
| Total                     | 前期比 YoY (%)   | 109.1         | 112.1         | 110.7         | 111.7         | 111.1         | 110.9         | 102.5         | 100.4         | 108.9         |

## (2) 事業別 By Business (2015/4~2015/9)

(単位: 百万円 / millions of yen)

|                           |               | TOTAL  | UA     | GLR    | CH    | SBU   |
|---------------------------|---------------|--------|--------|--------|-------|-------|
| メンズ                       |               | 16,668 | 10,924 | 5,533  | —     | 210   |
| Men's                     | 構成比 Share (%) | 33.1   | 44.0   | 43.2   | —     | 3.0   |
|                           | 前期比 YoY (%)   | 103.5  | 101.6  | 106.8  | —     | 127.8 |
| ウイメンズ                     |               | 25,231 | 12,308 | 6,488  | —     | 6,434 |
| Women's                   | 構成比 Share (%) | 50.0   | 49.6   | 50.6   | —     | 92.1  |
|                           | 前期比 YoY (%)   | 106.7  | 108.1  | 113.3  | —     | 98.5  |
| シルバー & レザー                |               | 6,941  | 1,135  | —      | 5,803 | 2     |
| Silver and leather        | 構成比 Share (%) | 13.8   | 4.6    | —      | 100.0 | 0.0   |
|                           | 前期比 YoY (%)   | 123.5  | 113.9  | —      | 125.5 | —     |
| 生活雑貨等                     |               | 1,572  | 441    | 788    | —     | 341   |
| Household and other goods | 構成比 Share (%) | 3.1    | 1.8    | 6.2    | —     | 4.9   |
|                           | 前期比 YoY (%)   | 105.7  | 99.6   | 107.7  | —     | 109.7 |
| ビジネスユニット計                 |               | 50,413 | 24,810 | 12,810 | 5,803 | 6,989 |
| Total                     | 前期比 YoY (%)   | 107.6  | 105.2  | 110.1  | 125.5 | 99.7  |

## (3)UNITED ARROWS

(単位:百万円/millions of yen)

|                           |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|---------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                           |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| メンズ                       |               | 9,450         | 21,807        | 10,022        | 22,902        | 10,660        | 23,986        | 10,751        | 23,873        | 10,924        |
| Men's                     | 構成比 Share (%) | 49.5          | 49.9          | 48.0          | 48.0          | 46.9          | 45.7          | 45.6          | 45.5          | 44.0          |
|                           | 前期比 YoY (%)   | 110.8         | 111.4         | 106.1         | 105.0         | 106.4         | 104.7         | 100.8         | 99.5          | 101.6         |
| ウイメンズ                     |               | 8,374         | 19,332        | 9,451         | 21,934        | 10,617        | 25,370        | 11,390        | 25,615        | 12,308        |
| Women's                   | 構成比 Share (%) | 43.9          | 44.3          | 45.2          | 45.9          | 46.7          | 48.3          | 48.3          | 48.8          | 49.6          |
|                           | 前期比 YoY (%)   | 110.0         | 114.0         | 112.9         | 113.5         | 112.3         | 115.7         | 107.3         | 101.0         | 108.1         |
| シルバー & レザー                |               | 872           | 1,736         | 981           | 1,995         | 978           | 2,128         | 996           | 2,082         | 1,135         |
| Silver and leather        | 構成比 Share (%) | 4.6           | 4.0           | 4.7           | 4.2           | 4.3           | 4.1           | 4.2           | 4.0           | 4.6           |
|                           | 前期比 YoY (%)   | 132.4         | 121.2         | 112.5         | 114.9         | 99.7          | 106.7         | 101.8         | 97.8          | 113.9         |
| 生活雑貨等                     |               | 379           | 806           | 439           | 927           | 489           | 1,014         | 443           | 918           | 441           |
| Household and other goods | 構成比 Share (%) | 2.0           | 1.8           | 2.1           | 1.9           | 2.1           | 1.9           | 1.9           | 1.7           | 1.8           |
|                           | 前期比 YoY (%)   | 52.1          | 56.3          | 115.7         | 115.1         | 111.3         | 109.4         | 90.7          | 90.6          | 99.6          |
| ビジネスユニット計                 |               | 19,076        | 43,683        | 20,894        | 47,759        | 22,745        | 52,501        | 23,582        | 52,489        | 24,810        |
| Total                     | 前期比 YoY (%)   | 108.8         | 110.9         | 109.5         | 109.3         | 108.9         | 109.9         | 103.7         | 100.0         | 105.2         |

## (4)green label relaxing

(単位:百万円/millions of yen)

|                                       |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|---------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                       |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| メンズ                                   |               | 3,933         | 9,375         | 4,464         | 10,700        | 4,873         | 11,924        | 5,181         | 12,160        | 5,533         |
| Men's                                 | 構成比 Share (%) | 43.4          | 44.8          | 45.5          | 45.6          | 43.6          | 44.7          | 44.5          | 45.9          | 43.2          |
|                                       | 前期比 YoY (%)   | 127.7         | 130.4         | 113.5         | 114.1         | 109.2         | 111.4         | 106.3         | 102.0         | 106.8         |
| ウイメンズ                                 |               | 4,389         | 9,976         | 4,609         | 11,162        | 5,556         | 13,034        | 5,725         | 12,685        | 6,488         |
| Women's                               | 構成比 Share (%) | 48.5          | 47.6          | 47.0          | 47.6          | 49.8          | 48.9          | 49.2          | 47.9          | 50.6          |
|                                       | 前期比 YoY (%)   | 123.6         | 129.1         | 105.0         | 111.9         | 120.5         | 116.8         | 103.1         | 97.3          | 113.3         |
| シルバー & レザー                            |               | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| Silver and leather                    | 構成比 Share (%) | —             | —             | —             | —             | —             | —             | —             | —             | —             |
|                                       | 前期比 YoY (%)   | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| キッズ・生活雑貨等                             |               | 735           | 1,591         | 736           | 1,602         | 740           | 1,713         | 731           | 1,631         | 788           |
| Children's, household and other goods | 構成比 Share (%) | 8.1           | 7.6           | 7.5           | 6.8           | 6.6           | 6.4           | 6.3           | 6.2           | 6.2           |
|                                       | 前期比 YoY (%)   | 105.4         | 108.5         | 100.1         | 100.7         | 100.5         | 106.9         | 98.9          | 95.2          | 107.7         |
| ビジネスユニット計                             |               | 9,058         | 20,943        | 9,810         | 23,465        | 11,169        | 26,672        | 11,639        | 26,476        | 12,810        |
| Total                                 | 前期比 YoY (%)   | 123.6         | 127.8         | 108.3         | 112.0         | 113.9         | 113.7         | 104.2         | 99.3          | 110.1         |

## (5) CHROME HEARTS

(単位: 百万円 / millions of yen)

|                           |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|---------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                           |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| メンズ                       |               | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| Men's                     | 構成比 Share (%) | —             | —             | —             | —             | —             | —             | —             | —             | —             |
|                           | 前期比 YoY (%)   | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| ウイメンズ                     |               | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| Women's                   | 構成比 Share (%) | —             | —             | —             | —             | —             | —             | —             | —             | —             |
|                           | 前期比 YoY (%)   | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| シルバー & レザー                |               | 2,936         | 6,068         | 3,454         | 7,360         | 4,346         | 9,329         | 4,625         | 10,036        | 5,803         |
| Silver and leather        | 構成比 Share (%) | 100.0         | 100.0         | 100.0         | 100.0         | 100.0         | 100.0         | 100.0         | 100.0         | 100.0         |
|                           | 前期比 YoY (%)   | 132.1         | 124.8         | 117.6         | 121.3         | 125.8         | 126.7         | 106.4         | 107.6         | 125.5         |
| 生活雑貨等                     |               | —             | —             | —             | —             | △0            | —             | —             | —             | —             |
| Household and other goods | 構成比 Share (%) | —             | —             | —             | —             | —             | —             | —             | —             | —             |
|                           | 前期比 YoY (%)   | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| ビジネスユニット計                 |               | 2,936         | 6,068         | 3,454         | 7,360         | 4,345         | 9,329         | 4,625         | 10,036        | 5,803         |
| Total                     | 前期比 YoY (%)   | 132.1         | 124.8         | 117.6         | 121.3         | 125.8         | 126.7         | 106.4         | 107.6         | 125.5         |

## (6) SBU

(単位: 百万円 / millions of yen)

|                           |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|---------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                           |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| メンズ                       |               | 116           | 253           | 175           | 309           | 152           | 282           | 164           | 341           | 210           |
| Men's                     | 構成比 Share (%) | 2.0           | 2.0           | 2.6           | 2.2           | 2.2           | 1.9           | 2.4           | 2.3           | 3.0           |
|                           | 前期比 YoY (%)   | 26.4          | 24.4          | 149.9         | 121.9         | 87.1          | 91.3          | 108.0         | 121.0         | 127.8         |
| ウイメンズ                     |               | 5,573         | 12,328        | 6,391         | 13,653        | 6,605         | 14,226        | 6,533         | 13,939        | 6,434         |
| Women's                   | 構成比 Share (%) | 97.7          | 97.6          | 95.9          | 96.2          | 94.6          | 94.8          | 93.2          | 93.5          | 92.1          |
|                           | 前期比 YoY (%)   | 112.3         | 119.1         | 114.7         | 110.7         | 103.4         | 104.2         | 98.9          | 98.0          | 98.5          |
| シルバー & レザー                |               | 0             | 3             | 0             | 0             | 0             | 0             | 0             | 0             | 2             |
| Silver and leather        | 構成比 Share (%) | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           |
|                           | 前期比 YoY (%)   | —             | —             | —             | —             | —             | —             | —             | —             | —             |
| 生活雑貨等                     |               | 15            | 54            | 97            | 234           | 225           | 500           | 311           | 631           | 341           |
| Household and other goods | 構成比 Share (%) | 0.3           | 0.4           | 1.5           | 1.6           | 3.2           | 3.3           | 4.4           | 4.2           | 4.9           |
|                           | 前期比 YoY (%)   | 1.8           | 3.6           | 640.7         | 432.8         | 230.1         | 213.7         | 138.2         | 126.2         | 109.7         |
| ビジネスユニット計                 |               | 5,706         | 12,639        | 6,665         | 14,196        | 6,983         | 15,009        | 7,009         | 14,911        | 6,989         |
| Total                     | 前期比 YoY (%)   | 91.2          | 98.0          | 116.8         | 112.3         | 104.8         | 105.7         | 100.4         | 99.4          | 99.7          |

#### 4. 単位当たり売上高(直営店) Efficiency of Sales (Directly Operated Stores)

##### (1) 小売全店 Retail Stores

|                                          |                                    |                       |  | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|------------------------------------------|------------------------------------|-----------------------|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                          |                                    |                       |  | 2011/4～2011/9 | 2011/4～2012/3 | 2012/4～2012/9 | 2012/4～2013/3 | 2013/4～2013/9 | 2013/4～2014/3 | 2014/4～2014/9 | 2014/4～2015/3 | 2015/4～2015/9 |
| 直営店売上高 Sales by directly operated stores |                                    | 百万円 (millions of yen) |  | 31,704        | 71,230        | 35,031        | 79,242        | 39,193        | 88,921        | 40,138        | 87,852        | 42,684        |
| 1㎡当たり売上高                                 | 平均売場面積 Av. sales area              | ㎡                     |  | 37,103        | 38,407        | 41,497        | 42,714        | 46,682        | 47,320        | 49,283        | 49,654        | 52,235        |
| Sales per 1㎡                             | 1㎡当たり売上高 Sales per 1㎡              | 千円 (thousands of yen) |  | 854           | 1,854         | 844           | 1,855         | 839           | 1,879         | 814           | 1,769         | 817           |
|                                          | 月平均 Av. monthly sales per 1㎡       | 千円 (thousands of yen) |  | 142           | 154           | 140           | 154           | 139           | 156           | 135           | 147           | 136           |
| 1人当たり売上高                                 | 平均従業員数 Av. number of employees     | 人 (person)            |  | 1,895         | 1,939         | 2,090         | 2,134         | 2,326         | 2,331         | 2,423         | 2,401         | 2,470         |
| Sales per employee                       | 1人当たり売上 Sales per employee         | 千円 (thousands of yen) |  | 16,730        | 36,735        | 16,761        | 37,133        | 16,850        | 38,147        | 16,565        | 36,590        | 17,281        |
|                                          | 月平均 Av. monthly sales per employee | 千円 (thousands of yen) |  | 2,788         | 3,061         | 2,793         | 3,094         | 2,808         | 3,178         | 2,760         | 3,049         | 2,880         |

注: 1. 売場面積、従業員数の計算基準は期中平均によっております。

2. 平均従業員数について、正社員、アルバイトとも、就業人員数より算出しております。(2016年3月期第2四半期累計平均従業員数の内訳 正社員2,347人、アルバイト123人)

Note: 1. Sales area and number of employees are calculated in an average of the term.

2. The number of employees are calculated from all headcount (both regular employees and part-time employees).

(Average number of employees during the 1H of FYE March 2016; 2,347 regular employees, 123 part-time employees)

##### (2) 事業別 By Business (2015/4～2015/9)

|                                          |                                    |                       |  | TOTAL  | UA     | GLR    | CH     | SBU    |
|------------------------------------------|------------------------------------|-----------------------|--|--------|--------|--------|--------|--------|
| 直営店売上高 Sales by directly operated stores |                                    | 百万円 (millions of yen) |  | 42,684 | 20,618 | 11,012 | 5,782  | 5,271  |
| 1㎡当たり売上高                                 | 平均売場面積 Av. sales area              | ㎡                     |  | 52,235 | 24,266 | 19,815 | 1,471  | 6,681  |
| Sales per 1㎡                             | 1㎡当たり売上高 Sales per 1㎡              | 千円 (thousands of yen) |  | 817    | 849    | 555    | 3,928  | 788    |
|                                          | 月平均 Av. monthly sales per 1㎡       | 千円 (thousands of yen) |  | 136    | 141    | 92     | 654    | 131    |
| 1人当たり売上高                                 | 平均従業員数 Av. number of employees     | 人 (person)            |  | 2,470  | 1,202  | 778    | 99     | 391    |
| Sales per employee                       | 1人当たり売上 Sales per employee         | 千円 (thousands of yen) |  | 17,281 | 17,153 | 14,155 | 58,407 | 13,481 |
|                                          | 月平均 Av. monthly sales per employee | 千円 (thousands of yen) |  | 2,880  | 2,858  | 2,359  | 9,734  | 2,246  |

注: 従業員数にはアルバイトを含みます。(UNITED ARROWS:正社員1,152名、アルバイト50名、green label relaxing:正社員727名、アルバイト51名、CHROME HEARTS:正社員97名、アルバイト2名、SBU:正社員371名、アルバイト20名)

Note: Breakdown of number of employees: UNITED ARROWS; 1,152 regular employees and 50 part-time employees, green label relaxing; 727 regular employees and 51 part-time employees,

## (3)UNITED ARROWS

|                    |                                    |                       | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|--------------------|------------------------------------|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                    |                                    |                       | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 直営店売上高             | Sales by directly operated stores  | 百万円 (millions of yen) | 16,463        | 37,471        | 17,893        | 40,955        | 19,630        | 45,128        | 19,994        | 43,893        | 20,618        |
| 1㎡当たり売上高           | 平均売場面積 Av. sales area              | ㎡                     | 18,655        | 19,163        | 20,506        | 20,969        | 22,679        | 22,829        | 23,303        | 23,261        | 24,266        |
| Sales per 1㎡       | 1㎡当たり売上高 Sales per 1㎡              | 千円 (thousands of yen) | 882           | 1,955         | 872           | 1,953         | 865           | 1,976         | 858           | 1,887         | 849           |
|                    | 月平均 Av. monthly sales per 1㎡       | 千円 (thousands of yen) | 147           | 162           | 145           | 162           | 144           | 164           | 143           | 157           | 141           |
| 1人当たり売上高           | 平均従業員数 Av. number of employees     | 人 (person)            | 985           | 1,005         | 1,091         | 1,084         | 1,180         | 1,174         | 1,174         | 1,168         | 1,202         |
| Sales per employee | 1人当たり売上 Sales per employee         | 千円 (thousands of yen) | 16,713        | 37,285        | 16,401        | 37,782        | 16,636        | 38,439        | 17,031        | 37,580        | 17,153        |
|                    | 月平均 Av. monthly sales per employee | 千円 (thousands of yen) | 2,785         | 3,107         | 2,733         | 3,148         | 2,772         | 3,203         | 2,838         | 3,131         | 2,858         |

## (4)green label relaxing

|                    |                                    |                       | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|--------------------|------------------------------------|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                    |                                    |                       | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 直営店売上高             | Sales by directly operated stores  | 百万円 (millions of yen) | 7,775         | 17,775        | 8,453         | 19,909        | 9,734         | 22,808        | 10,105        | 22,540        | 11,012        |
| 1㎡当たり売上高           | 平均売場面積 Av. sales area              | ㎡                     | 12,594        | 13,234        | 14,559        | 15,279        | 17,161        | 17,486        | 18,242        | 18,534        | 19,815        |
| Sales per 1㎡       | 1㎡当たり売上高 Sales per 1㎡              | 千円 (thousands of yen) | 617           | 1,343         | 580           | 1,303         | 567           | 1,304         | 553           | 1,216         | 555           |
|                    | 月平均 Av. monthly sales per 1㎡       | 千円 (thousands of yen) | 102           | 111           | 96            | 108           | 94            | 108           | 92            | 101           | 92            |
| 1人当たり売上高           | 平均従業員数 Av. number of employees     | 人 (person)            | 535           | 541           | 600           | 626           | 700           | 705           | 743           | 732           | 778           |
| Sales per employee | 1人当たり売上 Sales per employee         | 千円 (thousands of yen) | 14,533        | 32,856        | 14,089        | 31,804        | 13,906        | 32,352        | 13,600        | 30,792        | 14,155        |
|                    | 月平均 Av. monthly sales per employee | 千円 (thousands of yen) | 2,422         | 2,738         | 2,348         | 2,650         | 2,317         | 2,696         | 2,266         | 2,566         | 2,359         |

## (5)CHROME HEARTS

|                    |                                    |                       | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|--------------------|------------------------------------|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                    |                                    |                       | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 直営店売上高             | Sales by directly operated stores  | 百万円 (millions of yen) | 2,931         | 6,057         | 3,447         | 7,327         | 4,329         | 9,289         | 4,618         | 10,017        | 5,782         |
| 1㎡当たり売上高           | 平均売場面積 Av. sales area              | ㎡                     | 1,061         | 1,099         | 1,176         | 1,188         | 1,324         | 1,324         | 1,447         | 1,459         | 1,471         |
| Sales per 1㎡       | 1㎡当たり売上高 Sales per 1㎡              | 千円 (thousands of yen) | 2,762         | 5,507         | 2,929         | 6,165         | 3,269         | 7,015         | 3,191         | 6,863         | 3,928         |
|                    | 月平均 Av. monthly sales per 1㎡       | 千円 (thousands of yen) | 460           | 458           | 488           | 513           | 544           | 584           | 531           | 571           | 654           |
| 1人当たり売上高           | 平均従業員数 Av. number of employees     | 人 (person)            | 65            | 67            | 74            | 77            | 85            | 88            | 95            | 96            | 99            |
| Sales per employee | 1人当たり売上 Sales per employee         | 千円 (thousands of yen) | 45,106        | 90,409        | 46,582        | 95,160        | 50,934        | 105,559       | 48,612        | 104,346       | 58,407        |
|                    | 月平均 Av. monthly sales per employee | 千円 (thousands of yen) | 7,517         | 7,534         | 7,763         | 7,930         | 8,489         | 8,796         | 8,102         | 8,695         | 9,734         |

## (6)SBU

|                    |                                    |                       | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|--------------------|------------------------------------|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                    |                                    |                       | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 直営店売上高             | Sales by directly operated stores  | 百万円 (millions of yen) | 4,533         | 9,925         | 5,237         | 11,050        | 5,499         | 11,695        | 5,420         | 11,401        | 5,271         |
| 1㎡当たり売上高           | 平均売場面積 Av. sales area              | ㎡                     | 4,792         | 4,909         | 5,254         | 5,277         | 5,517         | 5,679         | 6,290         | 6,400         | 6,681         |
| Sales per 1㎡       | 1㎡当たり売上高 Sales per 1㎡              | 千円 (thousands of yen) | 946           | 2,021         | 996           | 2,093         | 996           | 2,059         | 861           | 1,781         | 788           |
|                    | 月平均 Av. monthly sales per 1㎡       | 千円 (thousands of yen) | 157           | 168           | 166           | 174           | 166           | 171           | 143           | 148           | 131           |
| 1人当たり売上高           | 平均従業員数 Av. number of employees     | 人 (person)            | 310           | 326           | 325           | 347           | 361           | 364           | 411           | 405           | 391           |
| Sales per employee | 1人当たり売上 Sales per employee         | 千円 (thousands of yen) | 14,624        | 30,447        | 16,114        | 31,844        | 15,233        | 32,129        | 13,187        | 28,151        | 13,481        |
|                    | 月平均 Av. monthly sales per employee | 千円 (thousands of yen) | 2,437         | 2,537         | 2,685         | 2,653         | 2,538         | 2,677         | 2,197         | 2,345         | 2,246         |

## 5. 期末売場面積、期末従業員数 Sales Area and Number of Employees at the end of the term

|                                                                                                 |                     | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|-------------------------------------------------------------------------------------------------|---------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                                                                                 |                     | 2011/4～2011/3 | 2011/4～2012/3 | 2012/4～2012/3 | 2012/4～2013/3 | 2013/4～2013/3 | 2013/4～2014/3 | 2014/4～2014/3 | 2014/4～2015/3 | 2015/4～2015/3 |
| 総売場面積                                                                                           | 期末面積 m <sup>2</sup> | 38,065.1      | 40,754.9      | 43,250.4      | 45,095.7      | 47,990.8      | 49,164.8      | 50,824.3      | 50,737.3      | 53,481.2      |
| Total sales area                                                                                | 前期比 YoY (%)         | 109.5         | 112.9         | 113.6         | 110.7         | 111.0         | 109.0         | 105.9         | 103.2         | 105.2         |
|                                                                                                 | 店舗数 Stores          | 156           | 170           | 182           | 190           | 206           | 213           | 223           | 221           | 230           |
| UNITED ARROWS                                                                                   | 期末面積 m <sup>2</sup> | 19,375.8      | 20,547.7      | 21,603.8      | 22,346.4      | 23,775.8      | 23,775.8      | 24,173.4      | 24,029.4      | 25,252.1      |
|                                                                                                 | 前期比 YoY (%)         | 105.6         | 109.0         | 111.5         | 108.8         | 110.1         | 106.4         | 101.7         | 101.1         | 104.5         |
|                                                                                                 | 店舗数 Stores          | 54            | 59            | 65            | 67            | 73            | 73            | 77            | 76            | 82            |
| 直営店                                                                                             | 期末面積 m <sup>2</sup> | 18,718.4      | 19,752.8      | 20,808.9      | 21,551.5      | 22,980.9      | 22,980.9      | 23,378.5      | 23,156.1      | 24,378.8      |
| Directly operated stores                                                                        | 前期比 YoY (%)         | 106.1         | 107.8         | 111.2         | 109.1         | 110.4         | 106.6         | 101.7         | 100.8         | 104.3         |
|                                                                                                 | 店舗数 Stores          | 51            | 55            | 61            | 63            | 69            | 69            | 73            | 72            | 78            |
| FC店                                                                                             | 期末面積 m <sup>2</sup> | 657.4         | 794.9         | 794.9         | 794.9         | 794.9         | 794.9         | 794.9         | 873.3         | 873.3         |
| Franchise stores                                                                                | 前期比 YoY (%)         | 93.4          | 151.5         | 120.9         | 100.0         | 100.0         | 100.0         | 100.0         | 109.9         | 109.9         |
|                                                                                                 | 店舗数 Stores          | 3             | 4             | 4             | 4             | 4             | 4             | 4             | 4             | 4             |
| green label relaxing                                                                            | 期末面積 m <sup>2</sup> | 12,734.8      | 13,969.6      | 15,204.8      | 16,241.7      | 17,200.4      | 18,023.3      | 18,601.4      | 18,862.4      | 20,179.1      |
|                                                                                                 | 前期比 YoY (%)         | 122.4         | 120.2         | 119.4         | 116.3         | 113.1         | 111.0         | 108.1         | 104.7         | 108.5         |
|                                                                                                 | 店舗数 Stores          | 45            | 49            | 53            | 56            | 59            | 61            | 61            | 62            | 66            |
| CHROME HEARTS                                                                                   | 期末面積 m <sup>2</sup> | 1,061.3       | 1,176.9       | 1,176.9       | 1,211.4       | 1,324.1       | 1,324.1       | 1,471.8       | 1,471.8       | 1,471.8       |
|                                                                                                 | 前期比 YoY (%)         | 102.4         | 110.9         | 110.9         | 102.9         | 112.5         | 109.3         | 111.2         | 111.2         | 100.0         |
|                                                                                                 | 店舗数 Stores          | 6             | 7             | 7             | 8             | 9             | 9             | 10            | 10            | 10            |
| SBU                                                                                             | 期末面積 m <sup>2</sup> | 4,893.2       | 5,060.7       | 5,264.9       | 5,296.2       | 5,690.5       | 6,041.5       | 6,577.6       | 6,373.7       | 6,578.2       |
|                                                                                                 | 前期比 YoY (%)         | 98.4          | 111.0         | 107.6         | 104.7         | 108.1         | 114.1         | 115.6         | 105.5         | 100.0         |
|                                                                                                 | 店舗数 Stores          | 51            | 55            | 57            | 59            | 65            | 70            | 75            | 73            | 72            |
| 期末従業員数([ ]内はアルバイト(外数))                                                                          |                     | 2,796         | 2,855         | 2,997         | 3,092         | 3,374         | 3,391         | 3,558         | 3,521         | 3,685         |
| Number of employees                                                                             |                     | [165]         | [309]         | [206]         | [428]         | [216]         | [425]         | [211]         | [414]         | [226]         |
| The number in parentheses indicates part-time employees not included in the number of employees | 前期比 YoY (%)         | 103.5         | 107.9         | 107.2         | 108.3         | 112.6         | 109.7         | 105.5         | 103.8         | 104.7         |

注: 1. ユナイテッドアローズのFC店舗は、UA旭川店、UA大分店、BY小倉店、BY鹿児島店の4店舗です。

2. 期末従業員数とは、店舗、オフィス勤務者を含む就業人員数です。前期比は期末従業員数の比較です。

Note: 1. "UNITED ARROWS" has 4 franchise stores. (UA Asahikawa, UA Oita, BY Kokura and BY Kagoshima)

## 6. 設備投資の状況 Capital Expenditures

(単位: 百万円 / millions of yen)

|                                |               | FY2012        |               | FY2013        |               | FY2014        |               | FY2015        |               | FY2016        |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                |               | 2011/4~2011/9 | 2011/4~2012/3 | 2012/4~2012/9 | 2012/4~2013/3 | 2013/4~2013/9 | 2013/4~2014/3 | 2014/4~2014/9 | 2014/4~2015/3 | 2015/4~2015/9 |
| 営業設備投資                         |               | 910           | 2,012         | 1,227         | 2,085         | 1,554         | 2,001         | 1,261         | 1,732         | 925           |
| Operating capital expenditures | 構成比 Share (%) | 91.9          | 84.5          | 90.4          | 81.8          | 80.5          | 76.0          | 95.0          | 88.9          | 70.0          |
|                                | 前期比 YoY (%)   | 82.5          | 101.8         | 134.8         | 103.6         | 126.6         | 96.0          | 81.2          | 86.6          | 73.3          |
| UNITED ARROWS                  |               | 210           | 605           | 628           | 828           | 632           | 632           | 207           | 167           | 341           |
|                                | 構成比 Share (%) | 21.3          | 25.4          | 46.3          | 32.5          | 32.8          | 24.0          | 15.6          | 8.6           | 25.8          |
|                                | 前期比 YoY (%)   | —             | 416.9         | 298.2         | 136.9         | 100.7         | 76.4          | 32.8          | 26.5          | 164.4         |
| green label relaxing           |               | 249           | 440           | 304           | 480           | 66            | 288           | 167           | 231           | 238           |
|                                | 構成比 Share (%) | 25.2          | 18.5          | 22.4          | 18.9          | 3.4           | 11.0          | 12.6          | 11.8          | 17.2          |
|                                | 前期比 YoY (%)   | 338.4         | 134.9         | 121.9         | 108.9         | 21.7          | 60.2          | 252.6         | 80.0          | 143.0         |
| CHROME HEARTS                  |               | 0             | 219           | 0             | 66            | 245           | 245           | 358           | 358           | 0             |
|                                | 構成比 Share (%) | 0.0           | 9.2           | 0.0           | 2.6           | 12.7          | 9.3           | 27.0          | 18.4          | 0.0           |
|                                | 前期比 YoY (%)   | —             | 39.3          | —             | 30.4          | —             | 367.7         | 146.1         | 146.1         | —             |
| SBU                            |               | 146           | 212           | 82            | 107           | 174           | 276           | 185           | 225           | 121           |
|                                | 構成比 Share (%) | 14.7          | 8.9           | 6.1           | 4.2           | 9.1           | 10.5          | 14.0          | 11.6          | 9.2           |
|                                | 前期比 YoY (%)   | 139.0         | 102.9         | 56.5          | 50.9          | 211.3         | 255.9         | 106.2         | 81.7          | 65.4          |
| 既存店設備投資等                       |               | 304           | 534           | 212           | 601           | 434           | 557           | 342           | 749           | 223           |
| Existing stores, etc.          | 構成比 Share (%) | 30.7          | 22.5          | 15.6          | 23.6          | 22.5          | 21.2          | 25.8          | 38.5          | 17.8          |
|                                | 前期比 YoY (%)   | 83.3          | 72.2          | 69.7          | 112.6         | 205.1         | 92.7          | 78.8          | 134.4         | 65.2          |
| その他                            |               | 80            | 368           | 129           | 462           | 375           | 633           | 65            | 215           | 395           |
| Other capital expenditures     | 構成比 Share (%) | 8.1           | 15.5          | 9.6           | 18.2          | 19.5          | 24.0          | 5.0           | 11.1          | 30.0          |
|                                | 前期比 YoY (%)   | 4.7           | 19.7          | 162.1         | 125.5         | 289.2         | 137.1         | 17.5          | 34.1          | 600.6         |
| 計                              |               | 990           | 2,380         | 1,357         | 2,547         | 1,929         | 2,634         | 1,327         | 1,948         | 1,320         |
| Total capital expenditures     | 前期比 YoY (%)   | 35.1          | 62.0          | 137.0         | 107.0         | 142.2         | 103.4         | 68.8          | 74.0          | 99.5          |
| 保証金                            |               | 178           | 427           | 320           | 573           | 260           | 418           | 82            | 421           | 74            |
| Guarantee money deposited      | 前期比 YoY (%)   | 179.0         | 121.5         | 179.8         | 134.2         | 81.4          | 72.9          | 31.7          | 100.7         | 89.6          |

注: 営業設備投資は、当該期間中に新規出店、改装・移転等を行った店舗を対象として算出しております。