



Monthly Sales Summary for the Year Ending March 31, 2012

■ Sales summary in Mar.		
Total company sales		145.4%
Total same store sales (retail & online)		129.9%

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

* Forecast figures will be disclosed on the second business day every month.

* Forecast figures are for reference only.

* If there are differences between forecast figures and settled figures, the difference will be announced on the second business day in the next month.

◇ Sales, number of customers, average spending per customer and number of stores

(%)

		2011	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2012	Feb	Mar	Total by	1 Q	2 Q	3 Q	4 Q	1H	2H	End of FY
		Apr									Jan			Mar.							
Total Company Sales	Total company sales	118.4	109.9	115.1	101.1	106.0	105.4	109.8	110.0	115.4	108.5	107.3	145.4	112.1	114.3	103.9	111.9	118.2	109.1	114.7	112.1
	Total business units sales	119.0	110.8	115.6	102.5	108.7	106.9	111.8	113.1	116.9	108.2	109.9	142.0	113.3	115.0	105.6	114.1	117.8	110.3	115.8	113.3
	Retail sales of total company	116.8	109.1	116.3	103.0	108.8	105.5	110.9	110.4	117.6	110.1	108.8	144.2	113.0	113.9	105.4	113.2	119.3	109.6	115.9	113.0
	Online sales of total company	132.7	123.9	120.0	96.0	110.9	127.0	122.2	133.5	111.6	101.5	122.0	139.6	117.8	125.0	109.7	121.6	115.0	117.1	118.3	117.8
	Number of retail customers	107.8	100.2	117.2	96.9	102.5	98.1	103.6	108.7	110.4	98.1	110.5	145.2	106.5	108.3	98.6	107.8	112.0	103.3	109.8	106.5
Same Store Sales	Ave. spending per retail customer	108.3	108.9	99.2	106.3	106.1	107.6	107.1	101.5	106.5	112.2	98.4	99.3	106.1	105.2	106.8	105.1	106.6	106.2	105.6	106.1
	Outlet sales	114.4	105.2	111.7	91.5	93.7	95.7	98.7	93.9	104.7	110.7	91.0	172.8	104.6	110.0	93.6	98.9	120.9	101.6	107.4	104.6
	Same store sales (retail & online)	119.1	108.1	114.4	100.0	107.8	107.5	109.8	105.4	110.6	102.7	101.5	129.9	109.2	113.6	104.5	108.7	109.9	109.2	109.2	109.2
	Same store retail sales	115.3	105.0	111.6	98.5	105.1	103.0	106.2	100.2	108.8	99.4	97.2	128.2	106.1	110.4	101.7	105.2	106.9	106.2	106.0	106.1
	Same store online sales	152.1	140.5	133.5	110.8	127.1	143.7	135.8	145.5	123.7	122.4	129.3	142.3	132.2	141.1	125.5	134.1	129.1	133.1	131.6	132.2
Number of Stores	Number of retail customers	109.2	97.4	112.0	91.4	100.3	99.0	101.2	99.6	103.6	90.6	95.5	126.0	100.8	106.0	95.5	101.6	100.2	100.7	100.9	100.8
	Ave. spending per retail customer	105.6	107.8	99.7	107.8	104.9	104.0	105.0	100.6	105.1	109.7	101.7	101.8	105.2	104.2	106.5	103.6	106.6	105.5	105.0	105.2
	Number of stores at month end	189	194	194	194	195	200	206	209	212	212	212	212	-	-	-	-	-	-	-	-
	Number of retail stores	151	155	155	155	156	156	163	166	166	169	169	170	170	-	-	-	-	-	-	-
	Number of online stores	38	39	39	39	39	44	43	43	43	43	42	42	-	-	-	-	-	-	-	-
Number of comparable stores	Number of comparable stores	153	160	160	158	154	154	166	169	171	172	170	168	-	-	-	-	-	-	-	-
	Comparable retail stores	121	128	128	126	122	122	130	133	135	136	135	133	-	-	-	-	-	-	-	-
	Comparable online stores	32	32	32	32	32	32	36	36	36	36	35	35	-	-	-	-	-	-	-	-

* Total business units sales" includes the sales of retail, online and wholesale, etc. "Outlet sales" includes sales of outlet stores and special events.

* "Number of customers" and "Ave. spending per customer" are calculated from retail sales.

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

● Mar. Business Conditions

◇ Summary

Total company sales showed year-on-year positive growth (+45.4%) in March. Same store sales of retail and online stores showed positive growth (+29.9%) compared to the same period in the previous year. In last March, several stores were closed temporary or shorten its opening hours because of the Great East Japan Earthquake. Therefore year-on-year sales of existing stores in this March rose significantly! Sales of this March little exceeded the forecast of the month, which was relatively high considering the soft sales of the same period in the previous year. Although cold weather slowed the sales in the first half of the month, spring items such as knitwear, cardigans and shirts were sold well with the rise of temperature from the middle of the month. Items such as suits, jackets and shirts were also favorable for the use of attending ceremonies or entering a new life from April. For reference, the effect of one more Saturday compared to a year ago will be +2.5% to the same store sales of retail and online.

The following items were especially popular in this month
 [Men's] Cotton coats, Suits, Jackets, Shirts, Knitwear and Cardigans etc
 [Women's] Trench coats, Shirts, Browse, Knitwear, Cardigans and Skirts etc

◇ Store openings and closings, etc.

[Retail] Relocation 1: SBUs 1, Close 1: green label relaxing 1
 [Online] None

◇ Data of same stores for the past 3 years

(%)

		Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total by	1 Q	2 Q	3 Q	4 Q	1H	2H	End of FY	
														Mar.								
Sales	retail & online	09/04 - 10/03	97.0	95.9	95.4	93.4	96.0	104.5	99.6	94.3	105.3	106.2	105.6	104.1	99.9	96.1	97.8	99.8	105.4	96.9	102.4	99.9
		10/04 - 11/03	102.2	104.9	102.6	111.0	102.4	95.0	109.5	107.3	111.7	108.7	109.7	83.0	104.3	103.3	103.0	109.6	100.4	103.2	105.2	104.3
	retail	08/04 - 09/03	91.2	96.5	88.4	104.9	101.8	99.7	96.5	98.6	90.4	91.8	92.6	88.8	94.7	92.0	102.3	95.0	90.9	96.7	93.1	94.7
		09/04 - 10/03	93.9	93.1	92.2	90.4	92.4	102.2	97.3	91.6	102.3	100.8	104.2	101.0	96.8	93.0	94.9	97.1	101.6	94.0	99.1	96.8
	online	10/04 - 11/03	101.1	105.0	100.8	107.8	100.7	93.7	107.3	105.0	107.5	106.2	107.0	81.9	102.2	102.3	100.9	106.6	98.2	101.6	102.7	102.2
		09/04 - 10/03	144.1	140.4	132.1	129.2	139.8	133.4	129.5	131.4	153.9	158.7	117.8	141.6	138.7	138.0	133.4	138.0	143.5	135.7	141.0	138.7
No. of customers	10/04 - 11/03	114.5	104.7	117.8	137.8	115.8	108.2	128.6	126.4	148.7	121.8	127.5	91.3	121.2	112.7	121.9	135.1	114.4	117.3	123.8	121.2	
	08/04 - 09/03	92.3	98.5	89.3	110.2	102.5	100.9	100.9	101.2	93.6	95.3	96.4	96.7	98.0	93.2	105.6	98.3	96.0	99.0	97.1	98.0	
	09/04 - 10/03	100.2	98.5	96.1	96.4	97.0	102.5	98.6	97.9	109.1	109.6	110.5	100.0	101.4	98.1	98.2	102.2	106.7	98.2	104.5	101.4	
Ave. spending per customer	10/04 - 11/03	101.7	106.7	103.4	114.5	105.4	97.5	108.2	104.6	109.5	105.7	98.9	77.1	103.5	104.0	107.3	107.6	95.5	105.6	101.5	103.5	
	08/04 - 09/03	98.8	98.0	99.0	95.2	99.3	98.7	95.6	97.5	96.6	96.3	96.0	91.8	96.6	98.7	96.8	96.6	94.7	97.7	95.9	96.6	
	09/04 - 10/03	93.7	94.6	95.9	93.8	95.2	99.7	98.7	93.6	93.7	92.0	94.3	101.0	95.5	94.8	96.7	95.0	95.2	95.7	94.9	95.5	
10/04 - 11/03	99.4	98.4	97.5	94.2	95.5	96.1	99.1	100.4	98.2	100.5	108.2	106.3	98.7	98.3	94.0	99.1	102.8	96.2	101.2	98.7		