



Monthly Sales Summary for the Year Ending March 31, 2013

Sales summary in March	
Total company sales	120.2%
Total same store sales (retail & online)	112.9%

* 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

(%)

	2012												2013												Total by Mar.	1 Q	2 Q	3 Q	4 Q	1H	2H	End of FY
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Jan	Feb	Mar																	
Total Company Sales	Total company sales	112.4	110.6	104.4	118.0	112.1	106.5	106.6	115.2	111.3	113.0	107.9	120.2	111.7	109.1	112.5	111.1	114.3	110.7	112.6	111.7											
	Total business units sales	111.1	111.0	103.9	120.1	112.8	106.7	107.1	115.5	109.1	111.2	105.8	119.9	111.3	108.6	113.6	110.5	112.9	111.0	111.6	111.3											
	Retail sales of total company	111.7	110.0	105.6	118.1	111.5	107.0	107.3	115.1	109.0	111.7	108.0	119.8	111.4	109.1	112.5	110.4	113.6	110.8	111.8	111.4											
	Online sales of total company	112.2	123.6	92.8	139.9	119.4	107.2	108.8	121.3	111.7	108.8	94.9	117.8	112.7	107.9	122.6	114.1	107.9	115.0	111.1	112.7											
	Number of retail customers	111.1	112.8	101.5	124.5	121.8	108.3	108.6	111.9	109.1	117.2	110.9	115.8	113.1	108.0	119.4	109.8	115.5	113.7	112.6	113.1											
	Ave. spending per retail customer	100.5	97.6	104.1	94.9	91.5	98.9	98.8	102.8	99.9	95.2	97.4	103.4	98.4	101.0	94.2	100.5	98.4	97.4	99.3	98.4											
Same Store Sales	Outlet sales	120.8	108.3	107.8	102.0	108.8	104.8	103.3	113.4	128.8	127.9	123.0	122.3	114.5	112.1	105.2	115.2	124.7	108.9	119.4	114.5											
	Same store sales (retail & online)	100.5	101.7	95.0	111.0	103.8	97.7	99.3	108.9	102.6	104.2	99.9	112.9	103.4	99.0	104.6	103.7	106.1	101.6	104.8	103.4											
	Same store retail sales	99.3	99.6	95.9	107.7	102.2	97.0	98.4	107.4	101.7	104.1	101.6	112.7	102.6	98.3	102.7	102.6	106.5	100.3	104.4	102.6											
	Same store online sales	109.1	118.7	89.6	133.6	113.9	101.8	104.8	117.9	108.5	104.3	91.3	113.6	108.5	104.2	116.9	110.6	103.6	110.3	107.2	108.5											
	Ave. spending per retail customer	103.9	100.7	107.1	96.9	96.3	101.8	101.6	104.6	101.1	96.4	98.2	104.4	100.8	104.1	97.1	102.4	99.4	100.5	100.7	100.8											
Number of Stores	Number of stores at month end	239	243	244	241	242	251	256	257	259	259	259	261	-	-	-	-	-	-	-	-											
	Number of retail stores	175	177	178	175	175	182	186	187	188	188	188	190	-	-	-	-	-	-	-	-											
	Number of online stores	47	49	49	49	50	52	53	53	53	53	53	53	-	-	-	-	-	-	-	-											
	Number of outlet stores	17	17	17	17	17	17	17	17	18	18	18	18	-	-	-	-	-	-	-	-											
	Number of comparable stores	173	183	188	181	176	174	188	198	202	203	201	203	-	-	-	-	-	-	-	-											
	Comparable retail stores	138	148	152	145	140	138	147	156	160	161	159	161	-	-	-	-	-	-	-	-											
Comparable online stores	35	35	36	36	36	36	41	42	42	42	42	42	-	-	-	-	-	-	-	-												

* "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>
 * Number of comparable stores does not include that of Outlet

March Business Conditions

Summary

Total company sales showed year-on-year positive growth (+20.2%) in March. Same store sales of retail and online stores showed positive growth (+12.9%) compared to the same period in the previous year. In March, spring items such as coats, knitwear, cardigans and pants sold well due to a moderate climate. Suits, jackets, dresses and shirts were also favorable for recruits' demand. Early summer items including cut and sewn or linen shirts started to move late in the month. For reference, the effect of one more Sunday compared to a year ago would have been +2.3% to the same store sales of retail and online.

The following items were especially popular in the month under review:

- [Men's] Suits, Jackets, Shirts, Knitwear, Cardigans, Pants and Shoes, etc.
- [Women's] Trench coats, Jackets, Knitwear, Cardigans, Dresses, Pants and Shoes, etc.

Store openings and closings, etc.

- [Retail] New Stores 2: green label relaxing 1, SBUs 1, Renewal 2:BEAUTY&YOUTH UNITED ARROWS 2, Relocation 1:SBUs 1
- [Online] None
- [Outlet] None

Data of same stores for the past 3 years

(%)

			2012												2013												Total by Mar.	1 Q	2 Q	3 Q	4 Q	1H	2H	End of FY
			Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Jan	Feb	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												
		11/04 - 12/03	119.1	108.1	114.4	100.0	107.8	107.5	109.8	105.4	110.6	102.7	101.5	129.9	109.2	113.6	104.5	108.7	109.9	109.2	109.2	109.2												
	retail	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												
		10/04 - 11/03	101.1	105.0	100.8	107.8	100.7	93.7	107.3	105.0	107.5	106.2	107.0	81.9	102.2	102.3	100.9	106.6	98.2	101.6	102.7	102.2												
		11/04 - 12/03	115.3	105.0	111.6	98.5	105.1	103.0	106.2	108.8	99.4	97.2	128.2	106.1	110.4	101.7	105.2	106.9	106.2	106.0	106.1	106.1												
	online	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												
		10/04 - 11/03	114.5	104.7	117.8	137.8	115.8	108.2	128.6	126.4	148.7	121.8	127.5	91.3	121.2	112.7	121.9	135.1	114.4	117.3	123.8	121.2												
		11/04 - 12/03	152.1	140.5	133.5	110.8	127.1	143.7	135.8	145.5	123.7	122.4	129.3	142.3	132.2	141.1	125.5	134.1	129.1	133.1	131.6	132.2												
No. of customers	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													
	10/04 - 11/03	101.7	106.7	103.4	114.5	105.4	97.5	108.2	104.6	109.5	105.7	98.9	77.1	103.5	104.0	107.3	107.6	95.5	105.6	101.5	103.5													
	11/04 - 12/03	109.2	97.4	112.0	91.4	100.3	99.0	101.2	99.6	103.6	90.6	95.5	126.0	100.8	106.0	95.5	101.6	100.2	100.7	100.9	100.8													
Ave. spending per customer	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													
	11/04 - 12/03	105.6	107.8	99.7	107.8	104.9	104.0	105.0	100.6	105.1	109.7	101.7	101.8	105.2	104.2	106.5	103.6	106.6	105.5	105.0	105.2													