

◇ **Sales Summary**

Total company sales declined 3.3% to a year ago in March; the YOY sales excluding CHROME HEARTS business' sales in the same month a year ago climbed 3.9%. Same store sales of retail and online stores grew 2.5% to a year earlier. Business items showed robust results for Men and Women in Match. Cut-and-sewn, pants, and sneakers were popular for Men, and printed patterned blouses and dresses, skirt, and pants also sold well for Women. Due to the consolidation of clearance items to online stores and a discount coupon promotion at a major shopping site, online sales' growth was especially strong. While number of customers at existing retail stores declined 4.7% to a year ago, number of customers at existing stores including retail, UNITED ARROWS LTD. Online Store and ZOZOTOWN increased around 4.0% to a year earlier. In CHROME HEARTS business that was split from UNITED ARROWS LTD. in October 2016, sales declined 17.5% to a year ago.

The following items were especially popular in this month:

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



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



◇ **Store Openings and Closings**

[Retail] Newly opened 2: SBU 2

Renovated 4: UNITED ARROWS 2, green label relaxing 1, SBU 1

Closed 3: SBU 3

[Online] Newly opened 1: UNITED ARROWS 1

[Outlet] None

◇ **Data of same stores for the past 3 years**

(%)

		Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Total by Mar.	1Q	2Q	3Q	4Q	1H	2H	End of FY	
Sales	retail & online	13/04 - 14/03	100.4	102.3	110.3	96.2	102.5	104.0	98.1	103.4	105.5	102.9	109.0	112.1	104.0	104.3	100.3	102.7	108.6	102.4	105.4	104.0
		14/04 - 15/03	96.5	103.9	95.0	99.4	104.8	102.8	95.7	97.6	97.3	94.0	104.7	89.9	97.7	98.5	102.0	97.0	94.5	100.2	95.8	97.7
		15/04 - 16/03	104.2	103.5	102.7	101.7	106.0	109.8	109.8	100.5	104.7	101.3	103.4	101.0	103.8	103.4	105.6	104.7	101.7	104.4	103.3	103.8
	retail	13/04 - 14/03	100.2	102.5	109.6	95.4	101.5	102.9	96.6	102.8	105.0	104.9	107.7	112.4	103.4	104.1	99.4	101.8	108.2	101.8	104.7	103.4
		14/04 - 15/03	96.6	103.9	94.3	98.6	103.5	101.7	95.1	97.9	95.7	91.7	101.7	87.1	96.6	98.3	101.0	96.3	91.8	99.5	94.2	96.6
		15/04 - 16/03	101.6	103.4	100.3	101.5	104.4	108.6	109.3	99.9	104.4	98.0	99.1	98.0	102.3	101.8	104.7	104.2	98.2	103.1	101.5	102.3
	online	13/04 - 14/03	102.3	100.6	115.7	101.6	115.1	117.8	114.9	109.3	112.4	111.7	122.8	108.9	109.8	106.3	108.0	112.0	113.2	107.0	112.5	109.8
		14/04 - 15/03	94.8	105.1	103.3	106.4	118.8	112.3	99.8	95.7	109.0	107.4	119.6	111.4	106.6	101.3	111.5	101.8	111.5	106.7	106.5	106.6
		15/04 - 16/03	123.2	104.1	117.9	102.7	113.5	117.7	112.6	104.1	106.5	116.7	122.0	118.2	112.8	114.9	110.5	107.4	118.5	112.6	112.9	112.8
No. of customers	13/04 - 14/03	92.7	97.2	106.9	92.5	96.7	98.0	92.3	96.4	96.7	99.3	101.7	101.1	97.4	99.3	94.9	95.3	100.3	97.0	97.8	97.4	
	14/04 - 15/03	95.9	97.2	87.9	91.7	95.3	91.7	86.2	89.7	90.3	86.4	86.6	82.3	90.0	93.3	92.7	89.0	85.2	93.0	87.0	90.0	
	15/04 - 16/03	91.5	95.1	93.5	96.8	90.0	105.1	103.3	94.9	96.8	93.7	93.7	96.6	95.8	93.5	97.4	98.0	94.6	95.4	96.3	95.8	
Ave. spending per customer	13/04 - 14/03	108.0	105.4	102.5	103.1	104.9	105.0	104.6	106.6	108.5	105.7	105.9	111.2	106.2	104.7	104.7	106.8	107.8	104.9	107.0	106.2	
	14/04 - 15/03	100.7	106.8	107.3	107.5	108.6	110.8	110.3	109.1	106.0	106.1	117.3	105.8	107.3	105.4	108.9	108.2	107.8	107.0	108.2	107.3	
	15/04 - 16/03	111.0	108.8	107.3	104.8	116.0	103.3	105.8	105.3	107.8	104.6	105.8	101.4	106.7	108.9	107.4	106.4	103.9	108.1	105.5	106.7	