

Monthly Sales Report for March 2019, FY 2019

April 2, 2019

■ Sales Results (YoY)	
Company Total	104.2%
Existing Store Retail + Online	103.3%

-Sales, Purchasing Customers, and Average Spending per Customer are disclosed against figures of the previous fiscal year.
 - The figures are the preliminary figures and will be updated on the next monthly sales report.

●Sales Data

	2018									2019			Total by Mar.								(%)
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		1Q	2Q	3Q	4Q	1H	2H	Full FY	
Sales																					
Company Total	104.2	99.2	106.3	98.7	104.2	102.0	101.7	98.3	102.9	105.4	103.3	104.2	102.4	103.2	101.3	101.0	104.5	102.3	102.6	102.4	
Business Units	104.0	99.9	106.7	99.8	105.5	101.5	102.2	99.4	104.1	105.7	103.6	104.0	102.9	103.5	101.8	101.9	104.6	102.7	103.2	102.9	
Retail + Online	104.0	99.8	106.7	99.8	105.4	101.7	102.3	99.5	104.0	105.7	103.5	104.0	103.0	103.5	101.9	102.0	104.6	102.7	103.2	103.0	
Retail	102.9	97.6	104.4	97.9	104.5	101.6	101.6	97.2	100.7	98.6	100.4	101.3	100.5	101.6	100.9	99.8	100.0	101.3	99.9	100.5	
Online	108.6	108.0	114.9	106.3	108.4	102.1	105.1	108.3	116.9	127.9	112.4	113.7	112.0	110.6	105.5	110.7	119.4	108.0	115.0	112.0	
Existing Store Retail + Online	105.8	103.5	112.1	104.5	111.7	107.4	104.1	102.0	106.8	110.3	106.2	103.3	106.2	106.9	107.3	104.4	106.8	107.1	105.5	106.2	
Existing Store Retail	103.3	99.2	107.1	100.1	108.2	104.5	101.1	97.9	101.9	100.5	101.4	100.0	101.6	102.9	103.6	100.4	100.5	103.2	100.4	101.6	
Existing Store Online	117.3	120.2	127.7	118.7	122.7	115.3	115.9	117.9	125.9	137.9	118.6	114.3	121.7	122.0	118.6	120.4	125.2	120.3	122.8	121.7	
Outlet, Other	105.5	95.9	104.1	91.1	98.4	105.2	99.0	92.3	95.9	103.5	101.5	105.4	99.4	101.5	98.0	95.5	103.8	99.8	99.1	99.4	
Purchasing Customers																					
Retail + Online	104.5	97.6	103.4	94.7	103.1	96.5	99.1	95.6	98.6	101.3	99.7	101.2	99.4	101.7	97.4	97.8	100.9	99.4	99.3	99.4	
Retail	103.9	96.7	104.1	96.2	105.5	100.0	101.2	97.0	100.0	96.1	99.8	99.4	99.6	101.5	99.7	99.4	97.9	100.5	98.7	99.6	
Online	105.8	99.9	101.3	89.8	96.8	87.0	92.3	91.1	93.6	116.1	99.2	106.1	98.5	102.1	91.1	92.4	108.4	96.1	101.0	98.5	
Existing Store Retail + Online	106.9	102.3	109.1	99.7	109.9	102.6	102.0	99.6	102.0	106.9	103.3	100.2	103.6	106.0	103.2	101.2	103.9	104.6	102.6	103.6	
Existing Store Retail	104.7	98.5	106.5	98.4	109.6	103.5	101.3	98.1	101.6	98.3	100.6	97.5	101.1	103.0	102.6	100.4	98.5	102.8	99.5	101.1	
Existing Store Online	114.8	114.1	115.5	103.3	110.4	100.6	103.9	104.1	103.2	130.2	108.0	107.2	110.1	114.8	104.6	103.7	116.9	109.2	110.9	110.1	
Ave. Spending per Customer																					
Retail + Online	99.7	101.7	102.5	104.4	102.2	105.3	102.4	102.1	103.2	103.2	103.4	102.0	102.7	101.4	104.1	102.6	102.9	102.9	102.5	102.7	
Retail	99.0	101.0	100.3	101.8	99.1	101.6	100.4	100.2	100.7	102.6	100.6	101.9	100.9	100.1	101.2	100.4	102.1	100.7	101.2	100.9	
Online	103.2	105.8	109.9	113.0	110.3	114.9	107.9	108.6	112.6	109.0	112.5	105.1	109.6	106.6	112.5	110.0	108.8	109.9	108.7	109.6	
Existing Store Retail + Online	98.6	100.1	101.3	103.2	100.9	103.9	100.6	100.2	101.9	101.6	102.2	102.2	101.1	99.9	102.8	100.9	101.7	101.4	101.1	101.1	
Existing Store Retail	98.7	100.7	100.5	101.8	98.7	101.0	99.8	99.8	100.3	102.2	100.8	102.5	100.5	99.9	101.0	99.9	102.0	100.4	100.9	100.5	
Existing Store Online	101.8	103.0	106.7	109.5	108.6	112.3	105.1	104.0	109.8	104.5	109.0	104.8	106.4	104.0	109.8	106.6	105.8	107.2	105.7	106.4	

- Business Units sales includes the sales of retail, online and wholesale, etc. Outlet, Other sales includes sales of outlet stores and special events.
- Purchasing customers and average spending per customer for existing retail + online stores as well as for online stores have been calculated using data available to the Company from its online and ZOZOTOWN stores.
 The two malls account for approximately 80% of online store sales.
- An existing store is defined as a retail/online store that has been opened for more than 13 months and it was opened in the same month of the previous year. The number is subject to change.
 In following cases, stores are excluded from the existing store count; retail stores which close one or more days or open in smaller sales spaces due to renovation or other reasons, online stores which close one or more days due to system upgrades or other reasons.

●Sales Data by Market

	Sales						Purchasing Customers		Ave. Spending per Customer		(%)
	Business Unit I		Business Unit II		Business Unit I		Business Unit II		Business Unit I		
	Business Unit I	Business Unit II	Business Unit I	Business Unit II	Business Unit I	Business Unit II	Business Unit I	Business Unit II	Business Unit I	Business Unit II	
Business Units	102.1	107.6	-	-	-	-	-	-	-	-	
Retail + Online	102.0	107.5	-	-	-	-	-	-	-	-	
Retail	100.3	103.0	97.0	102.1	103.5	100.8	-	-	-	-	
Online	107.8	127.0	-	-	-	-	-	-	-	-	
Existing Store Retail + Online	102.7	104.2	-	-	-	-	-	-	-	-	
Existing Store Retail	101.1	98.0	97.4	97.7	103.9	100.3	-	-	-	-	
Existing Store Online	107.8	127.2	-	-	-	-	-	-	-	-	

- Business Unit I : UNITED ARROWS, BEAUTY&YOUTH UNITED ARROWS, DRAWER, Odette e Odile
- Business Unit II: green label relaxing, EMMEL REFINES, THE STATION STORE UNITED ARROWS LTD.

●Sales Summary

Total company sales increased 4.2% to a year ago. Existing store sales of retail and online stores increased 3.3% to a year earlier.

Although temperatures were lower than those of March 2018, sales were strong in spring outerwear and products made by functional materials for men, and light and middle apparels for women. This trend pushed up existing store sales of retail and online. For reference, the effect of one more holiday compared to a year ago would have been around +1.6% to the same store sales of retail and online.

Business unit sales of CHROME HEARTS JP, GK and total sales of COEN CO., LTD. improved 4.5% and 4.9% to a year ago, respectively.

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

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



[Women's] Outerwear, Skirts, Pants, Dresses etc.



(Stores)

	2018						2019					
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	289	290	290	286	284	290	295	295	295	291	290	295
Retail	204	205	204	200	198	205	209	209	209	206	206	211
Online	58	58	58	58	58	58	59	59	59	59	58	58
Outlet	27	27	28	28	28	27	27	27	27	26	26	26
Number of Existing Store at Month-end	237	246	220	236	229	194	241	246	250	230	225	237
Retail	186	192	166	182	175	140	187	191	192	172	168	180
Online	51	54	54	54	54	54	54	55	58	58	57	57

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

●Store Opening and Closing

[Retail] Newly opened 5: green label relaxing 5

Renovated 3: UNITED ARROWS 1, BEAUTY&YOUTH UNITED ARROWS 1, green label relaxing 1

Relocated 1: BEAUTY&YOUTH UNITED ARROWS 1

[Online] None

[Outlet] None

●Existing Stores Data 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	Full FY
		Retail + Online Sales	FY2016	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
FY2017	99.7		99.6	103.1	109.1	91.9	93.1	103.3	106.8	101.3	105.9	104.7	102.5	102.0	100.8	98.9	103.7	104.4	99.9	104.0	102.0
FY2018	105.3		101.7	101.9	100.0	111.4	107.9	102.3	106.7	105.0	97.0	104.8	111.5	104.2	102.9	105.4	104.8	103.6	104.1	104.3	104.2
Retail Sales	FY2016	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
	FY2017	97.2	95.3	98.7	104.7	88.8	89.4	100.6	101.3	97.9	102.2	96.9	96.2	97.8	97.0	95.2	99.8	98.9	96.2	99.4	97.8
	FY2018	101.6	95.7	99.4	96.6	108.8	104.1	98.7	104.9	101.5	94.1	105.5	110.4	101.2	98.8	102.0	101.8	102.2	100.2	102.0	101.2
Online Sales	FY2016	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
	FY2017	114.9	132.9	127.6	141.3	105.4	114.9	117.5	135.6	119.7	119.1	125.8	130.4	123.6	125.0	120.1	124.3	124.2	122.6	124.3	123.6
	FY2018	123.6	133.5	112.0	115.7	120.6	122.8	119.4	113.7	121.8	106.3	103.0	115.9	116.4	122.3	119.5	118.2	108.4	120.9	113.2	116.4
Purchasing Customers	FY2016	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
	FY2017	96.7	94.5	95.3	103.8	86.9	88.8	100.0	97.1	95.4	96.5	94.2	95.3	96.0	95.4	95.8	97.3	95.7	95.6	96.5	96.0
	FY2018	99.3	94.4	94.1	92.8	115.5	102.5	94.9	103.0	100.0	94.5	103.0	109.2	99.0	95.7	100.3	99.4	100.7	98.0	100.0	99.0
Ave. spending per customer	FY2016	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
	FY2017	100.5	100.9	103.6	100.8	102.2	100.6	100.6	104.3	102.6	105.9	102.9	100.9	101.9	101.7	99.4	102.6	103.4	100.6	103.0	101.9
	FY2018	102.3	101.4	105.6	104.1	94.2	101.5	104.0	101.9	101.5	99.6	102.4	101.0	102.2	103.2	101.6	102.4	101.5	102.3	102.0	102.2