

Monthly Sales Report for March 2020, FY 2020

<b>■ Sales Results (YoY)</b>	
Company Total	75.8%
Existing Store Retail + Online	75.9%

• 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

	2019									2020			Total by Mar.							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		1Q	2Q	3Q	4Q	1H	2H	Full FY
( % )																				
<b>Sales</b>																				
Company Total	100.2	104.8	104.9	99.2	112.5	105.1	86.0	98.5	99.9	99.8	103.6	75.8	98.4	103.3	104.9	95.5	92.1	104.0	93.9	98.4
Business Units	100.1	105.6	105.0	99.3	114.3	106.6	87.0	97.7	98.9	98.4	104.0	76.7	98.6	103.6	105.8	95.2	92.0	104.7	93.7	98.6
Retail + Online	100.2	105.5	105.1	99.2	114.2	106.5	86.8	97.8	98.7	98.3	103.6	76.0	98.4	103.6	105.7	95.1	91.7	104.6	93.5	98.4
Retail	95.8	102.2	103.6	95.9	108.0	102.3	85.4	96.0	97.0	98.3	97.6	61.3	94.6	100.5	101.4	93.4	84.5	100.9	89.4	94.6
Online	117.4	116.7	110.0	109.4	134.8	122.5	91.8	104.4	104.4	98.3	118.9	124.4	110.9	114.5	120.4	101.1	111.1	117.4	106.2	110.9
Existing Store Retail + Online	98.9	104.3	103.7	97.1	112.3	109.2	92.0	101.7	98.0	97.2	101.9	75.9	98.3	102.2	104.9	97.6	90.7	103.5	94.4	98.3
Existing Store Retail	94.0	100.4	101.2	92.9	104.2	97.9	85.3	94.8	96.1	96.7	94.5	59.8	92.4	98.3	97.5	92.6	82.5	97.9	88.2	92.4
Existing Store Online	117.4	116.8	110.1	109.5	134.9	152.0	124.7	132.1	104.4	98.3	118.7	123.9	116.8	114.5	127.8	117.3	111.0	120.7	113.8	116.8
Outlet, Other	100.4	100.4	104.1	98.5	103.2	95.3	79.9	102.9	106.2	108.8	101.0	70.6	97.6	101.5	99.0	97.4	92.6	100.3	95.3	97.6
<b>Purchasing Customers</b>																				
Retail + Online	96.2	103.2	103.9	94.7	114.8	98.9	85.3	95.6	94.7	95.4	109.0	86.2	97.8	101.3	101.6	92.2	95.6	101.4	93.9	97.8
Retail	92.9	100.6	102.6	90.8	107.6	92.4	83.4	94.2	92.3	93.5	96.8	64.0	92.6	99.0	96.0	90.3	84.5	97.4	87.5	92.6
Online	106.4	110.7	107.5	106.9	134.0	118.1	91.8	100.0	103.0	99.9	133.1	148.0	112.8	108.2	118.2	98.8	122.1	113.4	112.2	112.8
Existing Store Retail + Online	95.2	102.3	102.5	93.0	113.2	103.6	91.8	100.5	94.1	94.3	108.2	87.2	98.0	100.2	101.2	95.4	95.2	100.7	95.3	98.0
Existing Store Retail	91.5	99.3	100.4	88.0	104.0	89.6	83.1	92.9	91.4	91.8	94.0	63.2	90.6	97.1	92.8	89.5	82.9	94.9	86.3	90.6
Existing Store Online	106.4	110.7	107.5	106.9	134.0	147.5	130.4	133.9	103.0	99.9	133.1	148.0	118.4	108.2	124.1	118.5	122.1	116.2	120.7	118.4
<b>Ave. Spending per Customer</b>																				
Retail + Online	102.9	101.4	100.8	103.6	99.0	106.1	99.9	100.4	104.2	102.1	93.4	86.5	99.6	101.5	103.0	101.9	94.7	102.2	98.3	99.6
Retail	103.1	101.6	100.9	105.6	100.3	110.7	102.5	101.9	105.1	105.2	100.9	95.8	102.2	101.6	105.6	103.4	99.9	103.6	102.2	102.2
Online	107.5	104.0	101.6	99.7	101.6	99.2	91.6	95.6	103.6	94.6	88.3	89.7	96.9	104.1	100.0	98.1	91.1	101.8	112.2	96.9
Existing Store Retail + Online	102.5	100.9	100.5	103.2	98.5	103.3	98.7	99.3	104.2	101.9	92.9	85.4	99.2	101.1	102.3	101.2	94.0	101.6	97.9	99.2
Existing Store Retail	102.7	101.1	100.8	105.5	100.2	109.3	102.6	102.0	105.1	105.3	100.5	94.7	102.0	101.3	105.0	103.5	99.5	103.2	102.2	102.0
Existing Store Online	107.5	104.0	101.6	99.7	101.6	106.4	98.8	102.1	103.6	94.6	88.3	89.7	98.7	104.1	102.6	101.1	91.1	102.9	95.0	98.7

● 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 II
Business Units	81.6	68.9	-	-	-	-
Retail + Online	80.6	68.7	-	-	-	-
Retail	64.4	56.5	66.1	61.8	97.3	91.5
Online	132.5	110.7	-	-	-	-
Existing Store Retail + Online	79.8	69.6	-	-	-	-
Existing Store Retail	61.9	56.6	64.5	61.9	96.0	91.5
Existing Store Online	131.8	110.7	-	-	-	-

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

● Sales Summary

Total company sales decreased 24.2% to a year ago. Existing store sales of retail and online stores also decreased 24.1% to a year earlier. Owing to the spread of the new coronavirus, we shortened operation hours nationwide and temporary closed stores in Tokyo area during the final weekend in March. This led to a large decline of retail sales. Despite several promotions made at online stores, online sales could not offset the loss to result in the sales decline to a year ago. For reference, the effect of one more holiday compared to a year ago would have been around -1.2% to the existing store sales of retail and online. Business unit sales of CHROME HEARTS JP, GK decreased 35.9% to a year earlier, and total sales of COEN CO., LTD. decreased 26.1% to a year ago.

\*Following the Tokyo government's statement to stay at home over the weekend, almost all stores in Tokyo area temporarily closed on March 28<sup>th</sup> and 29<sup>th</sup>. Although we have a rule to exclude stores which were closed more than one day within a specific month from existing store count, we counted those closed stores in March for an exceptional case.

●Number of Stores

(Stores)

	2019									2020		
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Number of Stores at Month-end	298	298	298	296	296	297	299	301	301	296	299	299
Retail	214	214	214	212	212	213	215	216	216	212	214	214
Online	58	58	58	58	58	58	58	58	58	57	58	58
Outlet	26	26	26	26	26	26	26	27	27	27	27	27
Number of Existing Store at Month-end	249	250	224	245	224	197	237	244	258	246	237	243
Retail	192	193	167	188	167	153	193	199	200	189	180	186
Online	57	57	57	57	57	44	44	45	58	57	57	57

●Store Opening and Closing

[Retail] Newly opened 3: UNITED ARROWS 1, BLAMINK 1, green label relaxing 1, Closed 3: :UNITED ARROWS 1, BEAUTY&YOUTH UNITED ARROWS 1, BLAMINK 1

[Online] None

[Outlet] None

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

●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
		<b>Sales</b>																			
Retail + Online	16/4~17/3	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
	17/4~18/3	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
	18/4~19/3	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
Retail	16/4~17/3	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
	17/4~18/3	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
	18/4~19/3	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
Online	16/4~17/3	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
	17/4~18/3	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
	18/4~19/3	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
<b>Purchasing Customers</b>																					
Retail + Online	16/4~17/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	17/4~18/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	18/4~19/3	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
Retail	16/4~17/3	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
	17/4~18/3	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
	18/4~19/3	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
Online	16/4~17/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	17/4~18/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	18/4~19/3	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
<b>Ave. Spending per Customer</b>																					
Retail + Online	16/4~17/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	17/4~18/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	18/4~19/3	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
Retail	16/4~17/3	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
	17/4~18/3	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
	18/4~19/3	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
Online	16/4~17/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	17/4~18/3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	18/4~19/3	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