



Monthly Sales Report for June 2013, FY 2014

|                                    |        |
|------------------------------------|--------|
| Sales Results (YoY)                |        |
| Total company sales                | 120.7% |
| Same store sales (retail & online) | 110.1% |

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

\* Final figures will be disclosed around the fifteenth of each month.

Sales Data and Number of Stores

(%)

|                          |                                    | 2013  | 2013  | 2013  | 2013 | 2013 | 2013 | 2013 | 2013 | 2013 | 2014 | 2014 | 2014 | Total by | 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. | June     |       |     |     |     |    |    |           |
| Company Totals           | Total company sales                | 106.9 | 111.8 | 120.7 |      |      |      |      |      |      |      |      |      | 113.0    | 113.0 |     |     |     |    |    |           |
|                          | Total business units sales         | 107.1 | 111.6 | 120.0 |      |      |      |      |      |      |      |      |      | 112.8    | 112.8 |     |     |     |    |    |           |
|                          | Retail sales of total company      | 108.8 | 113.2 | 120.0 |      |      |      |      |      |      |      |      |      | 113.9    | 113.9 |     |     |     |    |    |           |
|                          | Online sales of total company      | 101.8 | 103.8 | 117.9 |      |      |      |      |      |      |      |      |      | 107.9    | 107.9 |     |     |     |    |    |           |
|                          | Number of retail customers         | 101.2 | 107.8 | 117.8 |      |      |      |      |      |      |      |      |      | 109.3    | 109.3 |     |     |     |    |    |           |
|                          | Ave. spending per retail customer  | 107.5 | 105.0 | 101.9 |      |      |      |      |      |      |      |      |      | 104.2    | 104.2 |     |     |     |    |    |           |
|                          | Outlet sales                       | 105.5 | 112.9 | 125.1 |      |      |      |      |      |      |      |      |      | 114.0    | 114.0 |     |     |     |    |    |           |
| Existing Stores          | Same store sales (retail & online) | 100.4 | 102.3 | 110.1 |      |      |      |      |      |      |      |      |      | 104.3    | 104.3 |     |     |     |    |    |           |
|                          | Same store retail sales            | 100.2 | 102.5 | 109.4 |      |      |      |      |      |      |      |      |      | 104.0    | 104.0 |     |     |     |    |    |           |
|                          | Same store online sales            | 102.3 | 100.6 | 115.4 |      |      |      |      |      |      |      |      |      | 106.1    | 106.1 |     |     |     |    |    |           |
|                          | Number of retail customers         | 92.7  | 97.2  | 106.9 |      |      |      |      |      |      |      |      |      | 99.3     | 99.3  |     |     |     |    |    |           |
|                          | Ave. spending per retail customer  | 108.0 | 105.4 | 102.4 |      |      |      |      |      |      |      |      |      | 104.7    | 104.7 |     |     |     |    |    |           |
| Number of Stores         | Number of stores at month end      | 268   | 270   | 271   |      |      |      |      |      |      |      |      |      | -        | -     | -   | -   | -   | -  | -  | -         |
|                          | Number of retail stores            | 200   | 201   | 202   |      |      |      |      |      |      |      |      |      | -        | -     | -   | -   | -   | -  | -  | -         |
|                          | Number of online stores            | 49    | 50    | 50    |      |      |      |      |      |      |      |      |      | -        | -     | -   | -   | -   | -  | -  | -         |
|                          | Number of outlet stores            | 19    | 19    | 19    |      |      |      |      |      |      |      |      |      | -        | -     | -   | -   | -   | -  | -  | -         |
|                          | Number of comparable stores        | 192   | 203   | 207   |      |      |      |      |      |      |      |      |      | -        | -     | -   | -   | -   | -  | -  | -         |
|                          | Comparable retail stores           | 162   | 170   | 172   |      |      |      |      |      |      |      |      |      | -        | -     | -   | -   | -   | -  | -  | -         |
| Comparable online stores | 30                                 | 33    | 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.

\* An "existing store" is defined as a retail store that has been open for more than 13 months and has been operating since the same month in the previous year.

\* 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

Sales Data by Business

(%)

|                      |                                    | UA    | GLR   | CH    | SBU   |
|----------------------|------------------------------------|-------|-------|-------|-------|
| Business Unit Totals | Total business units sales         | 118.5 | 123.6 | 122.1 | 118.0 |
|                      | Retail sales of total company      | 119.4 | 124.8 | 122.1 | 111.8 |
|                      | Online sales of total company      | 114.6 | 116.4 | -     | 126.9 |
|                      | Number of retail customers         | 115.2 | 123.6 | 108.8 | 112.3 |
|                      | Ave. spending per retail customer  | 103.7 | 101.0 | 112.2 | 99.6  |
| Existing Stores      | Same store sales (retail & online) | 110.9 | 111.8 | -     | 107.4 |
|                      | Same store retail sales            | 110.7 | 111.5 | 104.8 | 104.2 |
|                      | Same store online sales            | 112.4 | 113.7 | -     | 128.6 |
|                      | Number of retail customers         | 106.3 | 109.8 | 90.0  | 102.3 |
|                      | Ave. spending per retail customer  | 104.1 | 101.6 | 116.5 | 101.9 |

\* UA : UNITED ARROWS, GLR : UNITED ARROWS green rabel relaxing, CH : CHROME HEARTS, SBU : Small Business Units

\* UA includes "UNITED ARROWS", "BEAUTY&YOUTH UNITED ARROWS", "THE SOVEREIGN HOUSE", "District UNITED ARROWS", "monkey time BEAUTY&YOUTH UNITED ARROWS" and "STEVEN ALAN."

\* SBU includes "Another Edition", "Jewel Changes", "Odette e Odile UNITED ARROWS", "ARCHIPERAGO UNITED ARROWS LTD.", "THE AIRPORT STORE UNITED ARROWS LTD.", "THE STATION STORE UNITED ARROWS LTD.", and "THE HIGHWAY STORE UNITED ARROWS LTD."

**Sales Summary**

Total company sales showed year-on-year positive growth (+20.7%) in June. Same store sales of retail and online stores showed positive growth (+10.1%) compared to the same period in the previous year.

In June higher temperature throughout the month resulted in stable growth of several summer items: CoolBiz items including shirts and pants, linen shirts, short-sleeved cut and sewn, pants, and shorts for Men, and short-sleeved cut and sewn, short-sleeved shirts, pants, shorts, and skirts for Women.

In addition to the favorable sales of summer items, clearance sales events from the end of the month led to year-to-year growth of both per customer sales and purchasing customers.

For reference, the effect of one more Sunday compared to a year ago would have been +2.7% to the same store sales of retail and online.

The following items were especially popular in this month:

[Men's] Shirts, Short-sleeved cut and sewn, Pants, Shorts, Jackets, Shoes, etc.

[Women's] Shirts, Short-sleeved cut and sewn, Knitwear, Pants, Jackets, Skirts, and Skirts, etc.



**Store Openings and Closings**

[Retail] New Stores 1: BEAUTY&YOUTH UNITED ARROWS 1

[Online] None

[Outlet] None

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

(%)

|                            |                 | Apr.          | May.  | Jun.  | Jul.  | Aug.  | Sep.  | Oct.  | Nov.  | Dec.  | Jan.  | Feb.  | Mar.  | June  | 1 Q   | 2 Q   | 3 Q   | 4 Q   | 1H    | 2H    | End of FY |       |
|----------------------------|-----------------|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|-------|
| Sales                      | retail & online | 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  | 103.3 | 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 | 113.6 | 113.6 | 104.5 | 108.7 | 109.9 | 109.2 | 109.2     | 109.2 |
|                            |                 | 12/04 - 13/03 | 100.5 | 101.7 | 95.0  | 111.0 | 103.8 | 97.7  | 99.3  | 108.9 | 102.6 | 104.2 | 99.9  | 112.9 | 99.0  | 99.0  | 104.6 | 103.7 | 106.1 | 101.6 | 104.8     | 103.4 |
|                            | retail          | 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  | 102.3 | 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 | 100.2 | 108.8 | 99.4  | 97.2  | 128.2 | 110.4 | 110.4 | 101.7 | 105.2 | 106.9 | 106.2 | 106.0     | 106.1 |
|                            |                 | 12/04 - 13/03 | 99.3  | 99.6  | 95.9  | 107.7 | 102.2 | 97.0  | 98.4  | 107.4 | 101.7 | 104.1 | 101.6 | 112.7 | 98.3  | 98.3  | 102.7 | 102.6 | 106.5 | 100.3 | 104.4     | 102.6 |
|                            | online          | 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  | 112.7 | 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 | 141.1 | 141.1 | 125.5 | 134.1 | 129.1 | 133.1 | 131.6     | 132.2 |
|                            |                 | 12/04 - 13/03 | 109.1 | 118.7 | 89.6  | 133.6 | 113.9 | 101.8 | 104.8 | 117.9 | 108.5 | 104.3 | 91.3  | 113.6 | 104.2 | 104.2 | 116.9 | 110.6 | 103.6 | 110.3 | 107.2     | 108.5 |
| No. of customers           | 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  | 104.0 | 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 | 106.0 | 106.0 | 95.5  | 101.6 | 100.2 | 100.7 | 100.9 | 100.8     |       |
|                            | 12/04 - 13/03   | 95.6          | 98.9  | 89.6  | 111.2 | 106.1 | 95.3  | 96.9  | 102.7 | 100.6 | 108.0 | 103.4 | 108.0 | 94.4  | 94.4  | 105.7 | 100.2 | 107.1 | 99.8  | 103.6 | 101.8     |       |
| Ave. spending per customer | 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 | 98.3  | 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 | 104.2 | 104.2 | 106.5 | 103.6 | 106.6 | 105.5 | 105.0 | 105.2     |       |
|                            | 12/04 - 13/03   | 103.9         | 100.7 | 107.1 | 96.9  | 96.3  | 101.8 | 101.6 | 104.6 | 101.1 | 96.4  | 98.2  | 104.4 | 104.1 | 104.1 | 97.1  | 102.4 | 99.4  | 100.5 | 100.7 | 100.8     |       |

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