

Monthly Sales Report for October 2016, FY 2017

■ Sales Results (YoY)	
Total company sales	95.7%
Same store sales (retail & online)	103.2%

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

◇Sales Data and Number of Stores

(%)

		2016	2016	2016	2016	2016	2016	2016	2016	2017	2017	2017	Total by	1Q	2Q	3Q	4Q	1H	2H	End of FY
		Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Oct.						
Company Totals	Total company sales	102.0	101.9	105.0	110.4	92.2	93.3	95.7						100.3	103.0	99.2		101.1		
	Total company sales (reference) *	-	-	-	-	-	-	104.6						101.6	-	-		-		
	Total business units sales *	101.5	102.1	105.6	111.4	91.9	94.0	104.4						101.9	103.1	99.9		101.5		
	Retail sales of total company *	99.0	97.9	101.5	106.9	89.0	91.1	103.1						98.7	99.4	96.4		98.0		
	Online sales of total company *	116.0	134.7	128.8	137.6	106.1	116.8	117.9						122.9	126.4	121.4		123.8		
	Number of retail customers *	98.4	97.0	98.4	106.5	87.4	90.0	101.6						98.0	97.9	97.1		97.5		
	Ave. spending per retail customer *	100.6	101.0	103.2	100.4	101.8	101.3	101.5						100.7	101.6	99.3		100.5		
Outlet sales	105.1	100.9	100.7	102.1	94.1	88.1	105.4						99.7	102.3	94.6		98.6			
Existing Stores	Same store sales (retail & online)	99.7	99.6	103.1	109.1	91.9	93.1	103.2						100.4	100.8	98.9		99.9		
	Same store retail sales	97.2	95.3	98.7	104.7	88.8	89.4	100.5						96.8	97.0	95.2		96.2		
	Same store online sales	114.9	132.9	127.6	141.3	105.4	114.9	117.4						121.7	125.0	120.1		122.6		
	Number of retail customers	96.7	94.5	95.3	103.8	86.9	88.8	100.0						96.1	95.4	95.8		95.6		
	Ave. spending per retail customer	100.5	100.9	103.6	100.8	102.2	100.6	100.4						100.7	101.7	99.4		100.6		
Number of Stores	Number of stores at month-end	331	331	331	326	325	336	326						-	-	-	-	-	-	-
	Number of retail stores	234	234	234	228	227	231	221						-	-	-	-	-	-	-
	Number of online stores	73	73	73	73	73	80	80						-	-	-	-	-	-	-
	Number of outlet stores	24	24	24	25	25	25	25						-	-	-	-	-	-	-
	Number of comparable stores	264	279	278	262	252	265	268						-	-	-	-	-	-	-
	Comparable retail stores	200	215	213	209	187	200	201						-	-	-	-	-	-	-
Comparable online stores	64	64	65	53	65	65	67						-	-	-	-	-	-	-	

- 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 based on retail 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.
- 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	SBU
Business Unit Totals	Total business units sales	103.0	110.4	98.3
	Retail sales of total company	102.6	108.1	94.6
	Online sales of total company	116.6	124.7	112.3
	Number of retail customers	101.5	105.0	90.8
	Ave. spending per retail customer	101.1	102.9	104.2
Existing Stores	Same store sales (retail & online)	100.7	108.3	101.9
	Same store retail sales	97.8	105.7	99.6
	Same store online sales	117.2	123.7	109.6
	Number of retail customers	98.2	102.8	97.5
	Ave. spending per retail customer	99.6	102.8	102.2

- UA : UNITED ARROWS, GLR : UNITED ARROWS green label relaxing, SBU : Small Business Units
- UA includes UNITED ARROWS, BEAUTY&YOUTH UNITED ARROWS, THE SOVEREIGN HOUSE, District UNITED ARROWS, BOW & ARROWS, ASTRAET, monkey time BEAUTY&YOUTH UNITED ARROWS, STEVEN ALAN, ROKU BEAUTY&YOUTH and H BEAUTY&YOUTH.
- GLR includes green label relaxing and WORK TRIP OUTFITS GREEN LABEL RELAXING.
- SBU include Another Edition, Jewel Changes, Odette e Odile, Boisson Chocolat, Drawer, EN ROUTE, THE AIRPORT STORE UNITED ARROWS LTD., THE STATION STORE UNITED ARROWS LTD.
- ASTRAET's results of FY2016 is included in UA's results and excluded from SBU's results of FY2016 to calculate the YOY data due to our organizational change at April 2016.

\* Retroactive Companywide year-on-year monthly numerical data

UNITED ARROWS LTD. took steps to spin off the CHROME HEARTS business in October 2016. As a result, CHROME HEARTS business sales are not included in the Company's non-consolidated net sales effective from the month of spinoff. In order to present comparative data for existing businesses in an easier to understand manner, year-on-year monthly information relating to total company sales, the number of customers, and average spending per customer marked with an asterisk is provided after excluding CHROME HEARTS business results from the corresponding month of the previous year (October 2015).

CHROME HEARTS business results are also not included in same store sales, the number of customers, and average spending per customer from the corresponding month of the previous year because the CHROME HEARTS business has been excluded from the number of existing stores from October 2016.

◇ **Sales Summary**

Total company sales declined 4.3% to a year ago in October; the YOY sales excluding CHROME HEARTS business' sales in the same month a year ago climbed 4.6%.

Same store sales of retail and online stores grew 3.2% to a year earlier. In addition to moves of knitwear and outerwear following the temperature decline from middle of the month, stable sales of jackets, blouses, shirts, and pants led to the growth of the existing store sales of retail and online.

While number of customers at existing retail stores was flat to a year ago, number of customers at existing stores including retail, UNITED ARROWS LTD. Online Store and ZOZOTOWN was around 104.9% to a year earlier.

In CHROME HEARTS business which was split from UNITED ARROWS LTD. in October 2016, existing retail store sales declined 7.2% to a year ago.

For reference, the effect of one more holiday compared to a year ago would have been +2.0% to the same store sales of retail and online.

The following items were especially popular in this month:

[Men's] Jackets, Cut-and-sewn, Pants, Short Jakets, Shoes, and Suitcases, etc.

[Women's] Cut-and-sewn, Blouses, Knitwear, Pants, and Skirts, etc.



◇ **Store Openings and Closings**

[Retail] None

[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.	Total by Oct.	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	101.7	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	99.4	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	105.3	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	100.9	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	98.9	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	104.1	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	108.1	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	105.1	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	112.6	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	96.4	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	92.2	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	96.3	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	104.7	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	108.1	108.9	107.4	106.4	103.9	108.1	105.5	106.7	