

Monthly Sales Report for April 2019, FY 2020

■ Sales Results (YoY)

Company Total	99.5%
Existing Store Retail + Online	98.8%

・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

●Sales Data														(%)							
	2019										2020			Total by							
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	1Q	2Q	3Q	4Q	1H	2H	Full FY	
Sales																					
Company Total	99.5												99.5								
Business Units	99.4												99.4								
Retail + Online	100.1												100.1								
Retail	95.7												95.7								
Online	117.3												117.3								
Existing Store Retail + Online	98.8												98.8								
Existing Store Retail	93.8												93.8								
Existing Store Online	117.3												117.3								
Outlet, Other	100.2												100.2								
Purchasing Customers																					
Retail + Online	96.2												96.2								
Retail	92.9												92.9								
Online	106.4												106.4								
Existing Store Retail + Online	95.2												95.2								
Existing Store Retail	91.5												91.5								
Existing Store Online	106.4												106.4								
Ave. Spending per Customer																					
Retail + Online	102.9												102.9								
Retail	103.0												103.0								
Online	107.5												107.5								
Existing Store Retail + Online	102.5												102.5								
Existing Store Retail	102.6												102.6								
Existing Store Online	107.5												107.5								

● 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	100.9	96.8	-	-	-	-	
Retail + Online	102.0	96.8	-	-	-	-	
Retail	97.7	92.5	93.8	91.9	104.1	100.6	
Online	118.6	114.9	-	-	-	-	
Existing Store Retail + Online	101.0	94.7	-	-	-	-	
Existing Store Retail	96.3	89.4	93.1	89.6	103.5	99.7	
Existing Store Online	118.6	114.9	-	-	-	-	

● Sales Summary

Total company sales decreased 0.5% to a year ago. Existing store sales of retail and online stores also decreased 1.2% to a year earlier.
 Due to cold weather conditions and slow sales of business wear for men, existing store sales of retail and online were weak to a year earlier.
 Sales of outerwear, knitwear, shirts and shoes were popular for men. For women, outerwear, jackets, knitwear and accessories moved well.
 Business unit sales of CHROME HEARTS JP, GK decreased 11.5% to a year earlier, and total sales of COEN CO., LTD. improved 2.9% to a year ago.

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

[Men's] Outerwear, Knitwear, Shirts, Shoes etc.



[Women's] Outerwear, Jackets, Knitwear, Accessories etc.



- 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
- Business Unit II: green label relaxing, EMMEL REFINES, THE STATION STORE UNITED ARROWS LTD.

●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												
Retail	214												
Online	58												
Outlet	26												
Number of Existing Store at Month-end	249												
Retail	192												
Online	57												

●Store Opening and Closing

[Retail] Newly opened 3: DRAWER 1, green label relaxing 2

[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 Apr.	1Q	2Q	3Q	4Q	1H	2H	Full FY
Sales																					
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	99.7	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	105.3	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	105.8	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	97.2	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	101.6	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	103.3	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	114.9	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	123.6	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	117.3	122.0	118.6	120.4	125.2	120.3	122.8	121.7
Purchasing Customers																					
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	106.9	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	96.7	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	99.3	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	104.7	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	114.8	114.8	104.6	103.7	116.9	109.2	110.9	110.1
Ave. Spending per Customer																					
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	98.6	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	100.5	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	102.3	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	98.7	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	101.8	104.0	109.8	106.6	105.8	107.2	105.7	106.4