

Monthly Sales Report for November 2019, FY 2020

■ Sales Results (YoY)	
Company Total	98.0%
Existing Store Retail + Online	101.6%

• 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 Nov.							Full FY
	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		1Q	2Q	3Q	4Q	1H	2H	
Sales																				
Company Total	100.2	104.8	104.9	99.2	112.5	105.1	86.0	98.0					100.7	103.3	104.9			104.0		
Business Units	100.1	105.6	105.0	99.3	114.3	106.6	87.0	97.4					101.1	103.6	105.8			104.7		
Retail + Online	100.2	105.5	105.1	99.2	114.2	106.5	86.8	97.8					101.1	103.6	105.7			104.6		
Retail	95.8	102.2	103.6	95.9	108.0	102.3	85.4	95.9					98.0	100.5	101.4			100.9		
Online	117.4	116.7	110.0	109.4	134.8	122.5	91.8	104.3					112.1	114.5	120.4			117.4		
Existing Store Retail + Online	98.9	104.3	103.7	97.1	112.3	109.2	92.0	101.6					101.6	102.2	104.9			103.5		
Existing Store Retail	94.0	100.4	101.2	92.9	104.2	97.9	85.3	94.7					95.6	98.3	97.5			97.9		
Existing Store Online	117.4	116.8	110.1	109.5	134.9	152.0	124.7	132.1					122.7	114.5	127.8			120.7		
Outlet, Other	100.4	100.4	104.1	98.5	103.2	95.3	79.9	101.9					97.8	101.5	99.0			100.3		
Purchasing Customers																				
Retail + Online	96.2	103.2	103.9	94.7	114.8	98.9	85.3	95.6					99.0	101.3	101.6			101.4		
Retail	92.9	100.6	102.6	90.8	107.6	92.4	83.4	94.2					95.5	99.0	96.0			97.4		
Online	106.4	110.7	107.5	106.9	134.0	118.1	91.8	100.0					109.8	108.2	118.2			113.4		
Existing Store Retail + Online	95.2	102.3	102.5	93.0	113.2	103.6	91.8	100.5					99.7	100.2	101.2			100.7		
Existing Store Retail	91.5	99.3	100.4	88.0	104.0	89.6	83.1	92.9					93.3	97.1	92.8			94.9		
Existing Store Online	106.4	110.7	107.5	106.9	134.0	147.5	130.4	133.9					118.8	108.2	124.1			116.2		
Ave. Spending per Customer																				
Retail + Online	102.9	101.4	100.8	103.6	99.0	106.1	99.9	100.4					100.9	101.5	103.0			102.2		
Retail	103.1	101.6	100.9	105.6	100.3	110.7	102.5	101.8					102.6	101.6	105.6			103.6		
Online	107.5	104.0	101.6	99.7	101.6	99.2	91.6	95.6					99.0	104.1	100.0			101.8		
Existing Store Retail + Online	102.5	100.9	100.5	103.2	98.5	103.3	98.7	99.3					100.6	101.1	102.3			101.6		
Existing Store Retail	102.7	101.1	100.8	105.5	100.2	109.3	102.6	101.9					102.4	101.3	105.0			103.2		
Existing Store Online	107.5	104.0	101.6	99.7	101.6	106.4	98.8	102.1					102.9	104.1	102.6			102.9		

● 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	98.1	96.2	-	-	-	-	-	-	-	-	-	-
Retail + Online	98.7	96.3	-	-	-	-	-	-	-	-	-	
Retail	96.5	94.9	91.5	96.9	105.5	98.0						
Online	106.7	100.8	-	-	-	-						
Existing Store Retail + Online	102.8	99.8	-	-	-	-						
Existing Store Retail	95.8	92.9	90.7	95.2	105.6	97.6						
Existing Store Online	134.2	128.9	-	-	-	-						

- 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.

● Sales Summary

Total company sales decreased 2.0% to a year ago. Existing store sales of retail and online stores increased 1.6% to a year earlier. While sales of outerwear and business items for men were slightly negative, autumn items including shirts, cut-and-sewn, knitwear and pants sold well for both men and women to push YoY sales of existing retail and online stores. For reference, the effect of one more holiday compared to a year ago would have been around +1.7% to the existing store sales of retail and online. Business unit sales of CHROME HEARTS JP, GK increased 9.1% to a year earlier, and total sales of COEN CO., LTD. decreased 1.6% to a year ago.

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

[Men's] Cut-and-sewn, Knitwear, Pants, and Sneakers, etc.



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



●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				
Retail	214	214	214	212	212	213	215	216				
Online	58	58	58	58	58	58	58	58				
Outlet	26	26	26	26	26	26	26	27				
Number of Existing Store at Month-end	249	250	224	245	224	197	237	244				
Retail	192	193	167	188	167	153	193	199				
Online	57	57	57	57	57	44	44	45				

●Store Opening and Closing

[Retail] Newly opened 1: UNITED ARROWS 1

[Online] None

[Outlet] Newly opened 1

• 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 Nov.	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	101.3	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	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	97.4	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	100.8	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	102.0	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	123.9	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	119.5	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	119.3	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	103.7	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	96.2	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	98.2	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	102.0	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	108.1	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	100.8	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	101.2	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	102.6	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	100.0	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	106.1	104.0	109.8	106.6	105.8	107.2	105.7	106.4