

Sales Comments

August 2010

Store Information:

New Stores:
UNIQLO: 1 store
Store Closures:
UNIQLO: 2 stores

Sales Information:

August 2010 same-store sales decreased by 9.3% year on year while sales at our own stores decreased by 1.5%.
Total sales including online sales decreased by 2.2%.
Due to high summer temperatures, fall item sales were sluggish, contributing to a year-on-year decline in same-store sales in August.

July 2010

Store Information:

Store Closures:
UNIQLO: 1 store

Sales Information:

July 2010 same-store sales increased by 0.4% year on year while sales at our own stores increased by 8.2%.
Total sales including online sales increased by 7.4%.
Due to the rise in temperature, sales of summer items progressed according to expectations, resulting in an approximate year on year similarity in same-store sales.

June 2010

Store Information:

New Stores:
UNIQLO: 1 store

Sales Information:

June 2010 same-store sales decreased by 5.8% year on year while sales at our own stores increased by 1.9%.
Total sales including online sales increased by 1.5%.
June same-store sales fell year on year due to the slow sales of summer items and low customer traffic.

May 2010

Store Information:

New Stores:
UNIQLO: 1 store
Store Closures:
UNIQLO: 4 stores

Sales Information:

May 2010 same-store sales increased by 3.1% year on year while sales at our own stores increased by 11.1%.
Total sales including online sales increased by 11.2%.
May same-store sales increased year on year, thanks to aggressive sales promotions including the campaign to celebrate the 26th anniversary of UNIQLO.

April 2010

Store Information:

New Stores:
UNIQLO: 22 stores
Store Closures:
UNIQLO: 9 stores

Sales Information:

April 2010 same-store sales decreased by 12.4% year on year while sales at our own stores decreased by 3.7%.
Total sales including online sales decreased by 3.5%.
April sales fell below previous year levels due to slow sales of spring and summer items amidst low temperatures.

March 2010

Store Information:

New Stores:
UNIQLO: 15 stores
Store Closures:
UNIQLO: 7 stores

Sales Information:

March 2010 same-store sales decreased by 16.4% year on year while sales at our own stores decreased by 8.4%.
Total sales including online sales decreased by 7.9%.
March sales fell below previous year levels due to slow sales of spring items amidst low temperatures.

Other information

Our first UNIQLO store in Russia, the UNIQLO Atrium Store, will open on April 2.

February 2010

Store Information:

New Stores:
UNIQLO: 1 store
Store Closures:
UNIQLO: 3 stores

Sales Information:

February 2010 same-store sales increased by 1.8% year on year while sales at our own stores increased by 9.9%.
Total sales including online sales increased by 10.2%.
February sales increased year on year buoyed by the successful launch of spring items.

January 2010

Store Information:

Store Closures:
UNIQLO: 2 stores

Sales Information:

January 2010 same-store sales decreased by 7.2% year on year while sales at our own stores decreased by 0.5%.
Total sales including online sales increased by 0.8%.
January sales fell year on year as the positive sales up to December caused decrease of winter inventory.

December 2009

Store Information:

New Stores:
UNIQLO: 3 stores

Sales Information:

December 2009 same store sales increased by 11.5% year on year while sales at our own stores increased by 18.5%.
Total sales including online sales increased by 18.8%.
December sales rose year on year thanks to a strong performance of winter garments such as HEATTECH and down jackets.

November 2009

Store Information:

New Stores:
UNIQLO: 3 stores
Store Closures:
UNIQLO: 1 store

Sales Information:

November 2009 same store sales increased by 7.9% year on year while sales at our own stores increased by 15.6%.
Total sales including online sales increased by 16.4%.
November sales rose year on year on the back of overall strength in winter goods, and aggressive promotion activities including the campaign to celebrate FAST RETAILING's 60th year in business.

Campaign

We conducted four campaigns during the month of November: FLEECE, HEATTECH, Down and Celebrating FAST RETAILING's 60th year in business.

October 2009

Store Information:

New Stores:
UNIQLO: 19 stores
Store Closures:
UNIQLO: 6 stores

Sales Information:

October 2009 same store sales increased by 35.7% year on year while sales at our own stores increased by 46.3%.
Total sales including online sales increased by 47.7%.
October sales increased significantly year on year as cool temperature throughout the month kept sales of winter items strong, together with aggressive marketing activities.

Campaign

We conducted three campaigns during the month of October: UNIQLO COLLECTION TOKYO 2009, FLEECE and HEATTECH.

Other information

On October 1st, we opened a global flagship store, the Paris Opera Store.

September 2009

Store Information:

New Stores:
UNIQLO: 11 stores
Store Closures:
UNIQLO: 4 stores

Sales Information:

September 2009 same store sales increased by 31.6% year on year while sales at directly-managed stores increased by 40.8%.
Total sales including direct sales increased by 41.5%.
September sales increased considerably year on year as cool temperatures throughout the month kept sales of autumn and winter goods buoyant, and Japan's new Silver Week grouping of several national holidays meant customers had more days off to shop.

Campaign

We conducted two campaigns during the month of September:
UNIQLO COLLECTION TOKYO 2009, and FROM TOKYO TO THE WORLD.