

Sales Comments

■ August 2011

Store Information:

New Stores:-

Store Closures:

UNIQLO: 1 store

Sales Information:

August 2011 same-store sales decreased by 9.4% year on year while sales at our own stores decreased by 4.4%.

Total sales including online sales decreased by 4.4%.

Same-store sales dipped year on year in August as cooler weather in the first part of the month slowed sales of summer garments.

■ July 2011

Store Information:

New Stores:-

Store Closures:-

Sales Information:

July 2011 same-store sales increased by 11.2% year on year while sales at our own stores increased by 17.3%.

Total sales including online sales increased by 17.4%.

Same-store sales expanded year on year in July as the hot weather, particularly at the beginning of the month, boosted sales of Super Cool Biz-related clothing and other summer items.

■ June 2011

Store Information:

New Stores:

UNIQLO: 3 stores

Store Closures:

UNIQLO: 1 store

Sales Information:

June 2011 same-store sales increased by 3.9% year on year while sales at our own stores increased by 9.3%.

Total sales including online sales increased by 9.4%.

Same-store sales increased year on year in June as rising temperatures towards the end of the month boosted sales of summer garments and Super Cool Biz-related

■ May 2011

Store Information:

Store Closures:

UNIQLO: 1 store

Sales Information:

May 2011 same-store sales decreased by 1.6% year on year while sales at our own stores increased by 3.1%.

Total sales including online sales increased by 2.8%.

Despite lower than average temperatures for the month, May same-store sales were almost unchanged from last year, helped by steady results during the Golden Week holiday in early May and the UNIQLO Anniversary Sale held at the end of the month.

■ April 2011

Store Information:

New Stores:

UNIQLO: 20 stores

Store Closures:

UNIQLO: 6 stores

Sales Information:

April 2011 same-store sales increased by 4.6% year on year while sales at our own stores increased by 8.8%.

Total sales including online sales increased by 8.2%.

April same-store sales increased year on year due to the steady sales of summer items, bolstered by higher temperatures in the latter half of the month. Items offered as part of this season's campaigns performed especially well.

■ March 2011

Store Information:

New Stores:

UNIQLO: 10 stores

Store Closures:

UNIQLO: 5 stores

Sales Information:

March 2011 same-store sales decreased by 10.5% year on year while sales at our own stores decreased by 9.2%.

Total sales including online sales decreased by 10.1%.

Same-store sales declined year on year for March due to damage and disruptions resulting from the March 11 Tohoku-Kanto Earthquake.

The earthquake damaged 160 Group stores, however, 146 of these stores were operating as of March 31.

Some 37 stores, which were unable to operate for one week or more, were excluded from the store count, with 23 of them back online as of March 31.

■ **February 2011**

Store Information:

Store Closures:

UNIQLO: 1 store

Sales Information:

February 2011 same-store sales decreased by 5.0% year on year while sales at our own stores increased by 0.9%.

Total sales including online sales increased by 0.2%.

Despite the favorable sales of spring promotional items, February same-store sales decreased year on year due to a drop in temperatures late in the month.

■ **January 2011**

Store Information:

Store Closures:

UNIQLO: 1 store

Sales Information:

January 2011 same-store sales increased by 10.7% year on year while sales at our own stores increased by 16.9%.

Total sales including online sales increased by 15.7%.

Same-store sales in January rose year on year due to strong sales of winter items amid colder weather and the smooth launch of spring items.

■ **December 2010**

Store Information:

New Stores:

UNIQLO: 3 stores

Sales Information:

December 2010 same-store sales decreased by 15.5% year on year while sales at our own stores decreased by 11.4%.

Total sales including online sales decreased by 11.6%.

Sales of winter items were sluggish due to relatively high temperatures, contributing to lower same-store sales in December on a year-on-year basis.

■ **November 2010**

Store Information:

New Stores:

UNIQLO: 8 stores

Store Closures:

UNIQLO: 3 stores

Sales Information:

November 2010 same-store sales decreased by 14.5% year on year while sales at our own stores decreased by 10.2%.

Total sales including online sales decreased by 10.4%.

In November, our same-store sales fell 14.5% year on year due to the high benchmark set by the previous year's sales.

However, due to the success of our sales promotion activities, including the FR Anniversary Sale that ran from November 20, our overall sales were largely in line with our November sales target.

■ **October 2010**

Store Information:

New Stores:

UNIQLO: 10 stores

Store Closures:

UNIQLO: 2 stores

Sales Information:

October 2010 same-store sales decreased by 1.1% year on year while sales at our own stores increased by 4.0%.

Total sales including online sales increased by 2.7%.

In October, temperatures were high until the middle of the month, but fell in the latter half, helping drive sales of winter items.

As a result, same-store sales were almost unchanged from last year.

■ **September 2010**

Store Information:

New Stores:

UNIQLO: 5 stores

Store Closures:

UNIQLO: 3 stores

Sales Information:

September 2010 same-store sales decreased by 24.7% year on year while sales at our own stores decreased by 20.4%.

Total sales including online sales decreased by 20.9%.

Due to high summer temperatures continued into September, fall item sales were sluggish, contributing to year-on-year decline in same-store sales in September.