

## Sales Comments

### ■ August 2012

**Store Information:**

Closures: 2 UNIQLO stores

**Sales Information:**

August 2012 same-store sales increased by 2.0% year on year while sales at our own stores increased by 5.4%.

Total sales including online sales increased by 5.7%.

Same-store sales rose year on year in August as persistent hot weather kept sales of summer garments firm throughout the month.

**Other Information:**

The 37 stores that were unable to operate for one week or more following the March 2011 disaster have been removed from the same-store total from March 2011.

### ■ July 2012

**Store Information:**

Store Closures: UNIQLO: 1 store

**Sales Information:**

July 2012 same-store sales decreased by 2.0% year on year while sales at our own stores increased by 0.5%.

Total sales including online sales increased by 0.8%

Same-store sales held firm year on year in July after the mid-month rise in temperature offset earlier sluggish sales and boosted sales of summer items.

**Other Information:**

The 37 stores that were unable to operate for one week or more following the March 2011 disaster have been removed from the same-store total from March 2011.

### ■ June 2012

**Store Information:**

Store Closures: UNIQLO: 1 store

**Sales Information:**

June 2012 same-store sales decreased by 7.0% year on year while sales at our own stores decreased by 4.3%.

Total sales including online sales decreased by 4.6%.

Same-store sales dipped year on year in June when the powerful Typhoon Guchol swept across Japan and cooler weather in the latter part of the month dampened sales of summer garments.

**Other Information:**

The 37 stores that were unable to operate for one week or more following the March 2011 disaster have been removed from the same-store total from March 2011.

### ■ May 2012

**Store Information:**

Store Closures: UNIQLO:2 stores

**Sales Information:**

May 2012 same-store sales decreased by 10.3% year on year while sales at our own stores decreased by 7.3%.

Total sales including online sales decreased by 6.9%.

Despite strong sales during the Golden Week holiday in early May and our campaign to celebrate UNIQLO's 28th anniversary in late May, same-store sales for the whole of May dipped year on year with two fewer Saturday, Sunday and public holidays for shopping compared to the previous year, and cool weather in the middle of month dampening sales of summer garments.

**Other Information:**

The 37 stores that were unable to operate for one week or more following the March 2011 disaster have been removed from the same-store total from March 2011.

### ■ April 2012

**Store Information:**

New Stores: UNIQLO: 6 stores

Store Closures: UNIQLO: 1 store

**Sales Information:**

April 2012 same-store sales decreased by 6.8% year on year while sales at our own stores decreased by 2.9%.

Total sales including online sales decreased by 2.8%.

Same-store sales dipped year on year in April as cool weather throughout the month kept sales of summer items sluggish.

**Other Information:**

The 37 stores that were unable to operate for one week or more following the March 2011 disaster have been removed from the same-store total from March 2011.

### ■ March 2012

**Store Information:**

New Stores: UNIQLO: 2 stores

Store Closures: UNIQLO: 5 stores

**Sales Information:**

March 2012 same-store sales increased by 5.1% year on year while sales at our own stores increased by 14.9%.

Total sales including online sales increased by 16.4%.

Same-store sales rebounded in March compared to the previous year when the earthquake and tsunami hit northeast Japan, and specific advertising campaigns for Color Ankle Skinny Pants, BRA TOP and UT Print T-shirts also had a positive impact on sales.

**Other Information:**

Our global flagship store, UNIQLO GINZA Store, opened in Tokyo, on March 16.

The 37 stores that were unable to operate for one week or more following the March 2011 disaster have been removed from the same-store total from March 2011. The widening discrepancy in sales growth in March between the "own-store sales + online sales" and "same-store sales" categories is due to the fact that the 37 stores mentioned above have generated a strong sales recovery which is included in the "own-store sales" category.

### ■ February 2012

**Store Information:**

Store Openings and Closures -

**Sales Information:**

February 2012 same-store sales increased by 1.2% year on year while sales at our own stores increased by 5.9%.

Total sales including online sales increased by 5.2%.

Same-store sales increased year on year in February thanks to strong sales of HEATTECH items, knitwear and other winter garments.

■ **January 2012**

**Store Information:**

Store Closures: UNIQLO:1 store

**Sales Information:**

January 2012 same-store sales increased by 7.9% year on year while sales at our own stores increased by 13.3%.

Total sales including online sales increased by 12.9%.

Same-store sales rose year on year in January as cold weather throughout the month boosted sales of HEATTECH and other winter garments.

■ **December 2011**

**Store Information:**

Store Closures: UNIQLO:1 store

**Sales Information:**

December 2011 same-store sales increased by 14.2% year on year while sales at our own stores increased by 20.3%.

Total sales including online sales increased by 19.9%.

Same-store sales increased greatly year on year in December as the weather was cold and campaign promotion items and other winter garments sold well.

■ **November 2011**

**Store Information:**

New Stores: UNIQLO: 2 stores

Store Closures: UNIQLO: 1 store

**Sales Information:**

Although persistent warm temperatures through mid-month dampened sales of winter items, same-store sales held flat year on year in November thanks to the positive impact from our three-day anniversary sale starting November 19 and a subsequent cooling in the weather.

**Other Information:**

Our global flagship store, UNIQLO Myeongdong Central Store, opened in Seoul, South Korea on November 11.

■ **October 2011**

**Store Information:**

New Stores: UNIQLO: 7 stores

Store Closures: UNIQLO: 2 stores

**Sales Information:**

October 2011 same-store sales decreased by 4.0% year on year while sales at our own stores increased by 0.9%.

Total sales including online sales increased by 0.8%.

Despite strong sales of individual advertising campaign items such as Ultra Light Down garments, merino sweaters and fleece, same-store sales dipped year on year in October as rising temperatures towards the end of the month stifled sales of winter clothing.

**Other Information:**

Our global flagship store, UNIQLO New York Fifth Avenue Store, opened in New York, on October 14.

■ **September 2011**

**Store Information:**

New Stores: UNIQLO: 6 stores

Store Closures: UNIQLO: 4 stores

**Sales Information:**

September 2011 same-store sales decreased by 10.7% year on year while sales at our own stores decreased by 5.4%.

Total sales including online sales decreased by 5.0%.

Same-store sales dipped year on year in September as persistently hot weather stifled sales of fall/winter clothing.

**Other Information:**

Our global flagship store, UNIQLO Mingyao Department Store, opened in Taipei, on September 23.