

Sales Comments

■ August 2016

Store Information:

Store Closures: UNIQLO: 6 stores

Sales Information:

August 2016 same-store sales decreased by 1.0% year on year while sales at our own stores decreased by 0.5%.

Total sales including online sales increased by 0.2%.

Same-store sales declined slightly year on year in August due to cooler temperatures in the first half of the month and heavy typhoons from mid-month onward.

Other Information:

■ July 2016

Store Information:

Store Closures: UNIQLO: 3 stores

Sales Information:

July 2016 same-store sales increased by 18.1% year on year while sales at our own stores increased by 18.6%.

Total sales including online sales increased by 19.0%.

Same-store sales rose significantly year on year in July, with hot weather in the first half of the month helping generate strong sales of core summer items.

Other Information:

■ June 2016

Store Information:

Sales Information:

June 2016 same-store sales increased by 4.5% year on year while sales at our own stores increased by 4.7%.

Total sales including online sales increased by 6.0%.

Same-store sales rose year on year in June thanks to the increase in temperature compared to the previous year, and consequent strong sales of summer items.

Other Information:

■ May 2016

Store Information:

Sales Information:

May 2016 same-store sales increased by 5.9% year on year while sales at our own stores increased by 5.8%.

Total sales including online sales increased by 7.6%.

Same-store sales increased in May thanks to favorable weather, and strong sales across the Golden Week holiday and UNIQLO anniversary events.

Other Information:

■ April 2016

Store Information:

New Stores: UNIQLO: 8 stores

Store Closures: UNIQLO: 5 stores

Sales Information:

April 2016 same-store sales increased by 1.3% year on year while sales at our own stores increased by 1.0%.

Total sales including online sales increased by 2.3%.

Same-store sales rose year on year in April with higher temperatures through mid-month boosting sales of items featured in our latest advertising campaigns.

Other Information:

Seven stores were forced to close temporarily due to damage following the April 14 Kumamoto earthquake. Two of those stores had managed to reopen for business by the end of April. Five existing stores suffered earthquake damage. Of those five, four stores, which had been unable to operate for over a week, were removed from the same-store total before the month's data were calculated.

However, the total number of 807 directly run UNIQLO Japan stores includes all five stores which are temporarily closed at this point in time.

■ March 2016

Store Information:

New Stores: UNIQLO: 2 stores

Store Closures: UNIQLO: 3 stores

Sales Information:

March 2016 same-store sales decreased by 0.3% year on year while sales at our own stores increased by 0.6%.

Total sales including online sales increased by 2.5%.

Warm weather early in March helped ensure a favourable launch of spring ranges such as bottoms, knitwear and staple cut and sew items.

Other Information:

On March 18, 2016, we opened our newly refurbished 311 Oxford Street global flagship store in London.

■ February 2016

Store Information:

Sales Information:

February 2016 same-store sales increased by 1.2% year on year while sales at our own stores increased by 1.6%.

Total sales including online sales increased by 2.4%.

Same-store sales rose year on year in February on the back of a favourable launch of new Spring ranges.

Other Information:

■ **January 2016**

Store Information:

Store Closures: UNIQLO: 2 stores

Sales Information:

January 2016 same-store sales increased by 14.6% year on year while sales at our own stores increased by 14.1%.

Total sales including online sales increased by 16.0%.

Same-store sales rose year on year in January thanks to strong New Year bargain sales and buoyant sales of winter items, which were supported by persistent

Other Information:

■ **December 2015**

Store Information:

New Stores: UNIQLO: 2 stores

Store Closures: UNIQLO: 1 stores

Sales Information:

December 2015 same-store sales decreased by 11.9% year on year while sales at our own stores decreased by 12.5%.

Total sales including online sales decreased by 10.7%.

Same-store sales declined year on year in December after the extremely mild weather stifled sales of winter clothing.

Other Information:

■ **November 2015**

Store Information:

New Stores: UNIQLO: 5 stores

Store Closures: UNIQLO: 2 stores

Sales Information:

November 2015 same-store sales decreased by 8.9% year on year while sales at our own stores decreased by 9.9%.

Total sales including online sales decreased by 8.1%.

Same-store sales dipped year on year in November after unusually hot weather in mid-month stifled sales of winter clothing necessities.

Other Information:

The number of UNIQLO stores in international markets outside of Japan surpassed the number of UNIQLO stores in Japan in November 2015.

UNIQLO International 864 stores

UNIQLO Japan (including franchise stores) 844 stores (November 30, 2015)

■ **October 2015**

Store Information:

New Stores: UNIQLO: 9 stores

Store Closures: UNIQLO: 8 stores

Sales Information:

October 2015 same-store sales increased by 5.5% year on year while sales at our own stores increased by 4.5%.

Total sales including online sales increased by 5.9%.

Same-store sales rose year on year in October, with the cold weather boosting sales of Fall Winter ranges.

Other Information:

■ **September 2015**

Store Information:

New Stores: UNIQLO: 1 stores

Store Closures: UNIQLO: 2 stores

Sales Information:

September 2015 same-store sales increased by 2.6% year on year while sales at our own stores increased by 3.1%.

Total sales including online sales increased by 3.4%.

Same-store sales rose year on year in September, with comparatively cool weather throughout the month helping new Fall Winter ranges off to a strong start.

Other Information: