

Sales Comments

August 2008

Store Information:

New Stores:

None

Store Closures:

UNIQLO: 3 stores

Sales Information:

August 2008 existing-store sales increased by 4.2% year on year while sales at direct-run stores increased by 8.0%.

Total sales including direct sales increased by 7.9%.

August sales rose year on year thanks to the smooth introduction of autumn garments towards the end of the month.

We expect to achieve our sales target for the domestic UNIQLO operation in the year to August 31,2008.

July 2008

Store Information:

New Stores:

UNIQLO: 1 store

Store Closures:

UNIQLO: 1 store

Sales Information:

July 2008 existing-store sales increased by 11.9% year on year while sales at direct-run stores increased by 15.5%.

Total sales including direct sales increased by 15.3%.

July sales of summer wear such as our unique perspiration-absorbing DRY garments and camisole tops were strong as the month proved hotter and dryer than last year.

June 2008

Store Information:

New Stores:

UNIQLO: 6 stores

Store Closures:

UNIQLO: 4 stores

Sales Information:

June 2008 existing-store sales increased by 0.7% year on year while sales at direct-run stores increased by 5.4%.

Total sales including direct sales increased by 5.7%.

June existing store sales held flat year on year as the earlier onset of the rainy season dampened customer numbers.

May 2008

Store Information:

New Stores:

UNIQLO: 3 stores

Store Closures:

UNIQLO: 3 stores

Sales Information:

May 2008 existing-store sales increased by 7.9% year on year while sales at direct-run stores increased by 11.4%.

Total sales including direct sales increased by 11.4%.

Existing store sales in May rose year on year thanks to our aggressive sales promotion activities and a favorable performance over the Golden Week holiday.

April 2008

Store Information:

New Stores:

UNIQLO: 8 stores

Store Closures:

UNIQLO: 5 stores

Sales Information:

April 2008 existing-store sales decreased by 2.8% year on year while sales at direct-run stores increased by 1.3%.

Total sales including direct sales increased by 1.6%.

Existing store sales fell year on year in April with poor weather in the early part of the month dampening customer numbers.

March 2008

Store Information:

New Stores:

UNIQLO: 5 stores

Store Closures:

UNIQLO: 5 stores

Sales Information:

March 2008 existing-store sales increased by 8.1% year on year while sales at direct-run stores increased by 13.7%.

Total sales including direct sales increased by 13.8%.

Existing store sales increased year on year in March thanks to a strong performance by our spring garments and a successful bottoms campaign.

Other information:

On March 29, UNIQLO marked its return to Beijing with the opening of its Beijing Xidan store.

February 2008

Store Information:

New Stores:

UNIQLO: 1 store

Store Closures:

UNIQLO: 1 store

Sales Information:

February 2008 existing-store sales increased by 1.4% year on year while sales at direct-run stores increased by 9.1%.

Total sales including direct sales increased by 9.6%.

February sales rose year on year thanks to favorable sales of spring garments, particularly jeans and other pants.

UNIQLO JAPAN is now expected to achieve its sales target of ¥ 243.0bln for the six months to February 2008.

January 2008

Store Information:

New Stores:

None

Store Closures:

UNIQLO: 3 stores

Sales Information:

January 2008 existing-store sales decreased by 0.9% year on year while sales at direct-run stores increased by 5.7%.

Total sales including direct sales increased by 6.2%.

January sales remained the same level year on year as the continued cold weather helped smooth the sell off of winter inventory, and spring garments got off to a favorable start.

December 2007

Store Information:

New Stores:

UNIQLO: 3 stores

Store Closures:

UNIQLO: 1 store

Sales Information:

December 2007 existing-store sales increased by 6.4% year on year while sales at direct-run stores increased by 11.5%.

Total sales including direct sales increased by 11.9%.

Existing store sales rose year on year in December thanks to a successful sales push and a strong performance by winter garments such as down jackets, cashmere sweaters and "Heat-tech" innerwear after the winter cold spell set in.

Other information:

We opened our first French UNIQLO store in the Parisian suburb of La Defense on December 14, 2007.

November 2007

Store Information:

New Stores:

UNIQLO: 12 stores

Store Closures:

UNIQLO: 6 stores

Sales Information:

November 2007 existing-store sales increased by 3.2% year on year while sales at direct-run stores increased by 9.3%.

Total sales including direct sales increased by 9.7%.

November sales rose year on year thanks to our successful "Heat-tech" innerwear promotion and cold weather mid month.

Other information:

On the November 23 national holiday, UNIQLO overall sales (758 direct-run stores and franchise stores plus direct sales) surpassed 5 billion yen for the first time.

On November 7, UNIQLO's first European global flagship store opened in London's Oxford Street.

October 2007

Store Information:

New Stores:

UNIQLO: 12 stores

Store Closures:

UNIQLO: 13 stores

Sales Information:

October 2007 existing-store sales increased by 4.2% year on year while sales at direct-run stores increased by 10.2%.

Total sales including direct sales increased by 10.7%.

Existing store sales rose year on year in October as successful promotional activities such as our cashmere campaign boosted customer numbers.

September 2007

Store Information:

New Stores:

UNIQLO: 3 stores, BODY by UNIQLO: 2 stores

Store Closures:

UNIQLO: 1 store

Sales Information:

September 2007 existing-store sales decreased by 12.9% year on year while sales at direct-run stores decreased by 6.5%.

Total sales including direct sales decreased by 7.5%.

September existing store sales dipped year on year as the lingering summer heat capped sales of autumn clothing.