

Sales Comments

■ August 2009

Store Information:

New Stores:

2 UNIQLO stores

Store Closures:

4 UNIQLO stores

Sales Information:

August 2009 same store sales increased by 5.6% year on year while sales at directly-managed stores increased by 10.2%.

Total sales including direct sales increased by 11.2%.

August sales rose year on year thanks in particular to a successful early launch of our Autumn ranges.

Campaigns

We conducted our UNIQLO COLLECTION TOKYO 2009 campaign in August.

■ July 2009

Store Information:

New Stores:

2 UNIQLO stores

Store Closures:

7 UNIQLO stores

Sales Information:

July 2009 same store sales decreased by 4.2% year on year while sales at directly-managed stores increased by 0.3%.

Total sales including direct sales increased by 1.0%.

July overall net sales fell year on year as the prolonged cool rainy season dampened sales of summer goods.

June 2009

Store Information:

New Stores:

UNIQLO: 1 stores

Store Closures:

UNIQLO: 1 stores

Sales Information:

June 2009 same store sales increased by 6.4% year on year while sales at directly-managed stores increased by 11.5%.

Total sales including direct sales increased by 11.8%.

June sales increased year on year with our aggressive sales and marketing activities helping to boost customer numbers.

Campaigns

We conducted UT, BRATOP, and Sports campaigns in the month of June.

May 2009

Store Information:

New Stores:

UNIQLO: 4 stores

Store Closures:

UNIQLO: 2 stores

Sales Information:

May 2009 same store sales increased by 18.3% year on year while sales at directly-managed stores increased by 25.5%.

Total sales including direct sales increased by 25.7%.

May sales exceeded the previous year's level thanks to our aggressive sales activities and the persistent warm weather during the month.

Campaigns

During the month of May, UNIQLO Japan conducted Polo Shirt, UT(Print T-Shirt), BRATOP and Sports campaigns.

April 2009

Store Information:

New Stores:

UNIQLO: 13 stores

Store Closures:

UNIQLO: 9 stores

Sales Information:

April 2009 existing-store sales increased by 19.2% year on year while sales at direct-run stores increased by 26.0%.

Total sales including direct sales increased by 27.0%.

April sales rose year on year as our aggressive marketing and consistent warm weather during the month helped boost sales of summer garments.

Other information:

Our first UNIQLO store in Singapore, the UNIQLO Tampines 1 Store, opened on April 9.

<http://www.fastretailing.com/eng/group/news/0904061800.html>

March 2009

Store Information:

New Stores:
UNIQLO: 8 stores

Store Closures:
UNIQLO: 3 stores

Sales Information:

March 2009 existing-store sales increased by 7.9% year on year while sales at direct-run stores increased by 13.2%.
Total sales including direct sales increased by 14.4%.
Existing store sales rose on a year-by-year basis in March as successful promotional activities for new spring/summer items boosted customer numbers.

February 2009

Store Information:

New Stores:
UNIQLO: 1 store

Sales Information:

February 2009 existing-store sales increased by 4.2% year on year while sales at direct-run stores increased by 8.1%.
Total sales including direct sales increased by 9.0%.
February sales rose year on year thanks to a strong performance by our spring garments, including campaign items.

January 2009

Store Information:

Store Closures:
UNIQLO: 1 store

Sales Information:

January 2009 existing-store sales increased by 5.7% year on year while sales at direct-run stores increased by 9.1%.
Total sales including direct sales increased by 9.4%.
January overall sales increased year on year as new spring garments sales got off to a firm start.

December 2008

Store Information:

New Stores:
UNIQLO: 2 stores

Store Closures:
UNIQLO: 3 stores

Sales Information:

December 2008 existing-store sales increased by 10.3% year on year while sales at direct-run stores increased by 13.5%.
Total sales including direct sales increased by 13.7%.

November 2008

Store Information:

New Stores:
UNIQLO: 8 stores

Store Closures:
UNIQLO: 3 stores

Sales Information:

November 2008 existing-store sales increased by 32.2% year on year while sales at direct-run stores increased by 35.8%.
Total sales including direct sales increased by 35.4%.
November sales soared year on year as the persistent cold weather encouraged purchases of winter garments such as HEATTECH, down jackets and fleeces.
In the month of November, the record for the highest monthly sales was achieved.

October 2008

Store Information:

New Stores:
UNIQLO: 10 stores

Store Closures:
UNIQLO: 3 stores

Sales Information:

October 2008 existing-store sales decreased by 2.5% year on year while sales at direct-run stores increased by 0.8%.
Total sales including direct sales increased by 0.8%.
October sales fell year on year as persistent warm weather in the second half of the month kept customer numbers down.

September 2008

Store Information:

New Stores:

UNIQLO: 4 stores

Store Closures:

UNIQLO: 8 stores

Sales Information:

September 2008 existing-store sales increased by 20.8% year on year while sales at direct-run stores increased by 25.1%.

Total sales including direct sales increased by 27.0%.

September sales of fall and winter garments were strong thanks to our aggressive promotion activities and cold weather towards the end of the month.