

Sales Comments

■ August 2013

Store Information:

Openings: 1 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

August 2013 same-store sales increased by 28.9% year on year while sales at our own stores increased by 34.5%.

Total sales including online sales increased by 34.2%.

Same-store sales generated another strong performance in August, with the hot weather continuing throughout the month, and our advertised product ranges and other summer items selling well.

Other Information:

■ July 2013

Store Information:

Closures: 1 UNIQLO stores

Sales Information:

July 2013 same-store sales increased by 5.5% year on year while sales at our own stores increased by 10.1%.

Total sales including online sales increased by 10.0%.

Same-store sales proved strong in July thanks to favourable seasonal weather and buoyant sales of summer garments.

Other Information:

■ June 2013

Store Information:

Openings: 5 UNIQLO stores

Closures: 3 UNIQLO stores

Sales Information:

June 2013 same-store sales increased by 20.5% year on year while sales at our own stores increased by 24.7%.

Total sales including online sales increased by 24.6%.

Same-store sales rose year on year in June thanks to the favorable weather and strong sales of summer items, especially those summer garments featured in our latest advertising campaign.

Other Information:

■ May 2013

Store Information:

Closures: 2 UNIQLO stores

Sales Information:

May 2013 same-store sales increased by 10.9% year on year while sales at our own stores increased by 14.2%.

Total sales including online sales increased by 14.3%.

Same-store sales rose year on year in May thanks to the positive impact of the hotter weather from mid-month and strong sales of garment ranges featured in our advertising campaigns.

Other Information:

■ April 2013

Store Information:

Openings: 15 UNIQLO stores

Closures: 6 UNIQLO stores

Sales Information:

April 2013 same-store sales decreased by 3.0% year on year while sales at our own stores decreased by 0.4%.

Total sales including online sales decreased by 0.5%.

Same-store sales fell year on year in April, as the negative impact of unseasonal cool weather late in the month outweighed overall favourable sales of ranges of clothing featured in our advertising campaigns.

Other Information:

■ March 2013

Store Information:

Openings: 4 UNIQLO stores

Closures: 6 UNIQLO stores

Sales Information:

March 2013 same-store sales increased by 23.1% year on year while sales at our own stores increased by 24.4%.

Total sales including online sales increased by 22.9%.

Same-store sales increased sharply year on year in March thanks to the consistently warm weather and strong sales of spring garments including bottoms and AIRism brand spring/summer innerwear.

Other Information:

■ February 2013

Store Information:

Closures: 2 UNIQLO stores

Sales Information:

February 2013 same-store sales increased by 9.6% year on year while sales at our own stores increased by 12.6%.

Total sales including online sales increased by 13.3%.

Same-store sales rose year on year in February as we managed to sell our inventory of winter garments, and bottoms products featured in our spring advertising campaign also performed strongly.

Other Information:

■ January 2013

Store Information:

Closures: 4 UNIQLO stores

Sales Information:

January 2013 same-store sales decreased by 5.5% year on year while sales at our own stores decreased by 3.4%.

Total sales including online sales decreased by 2.8%.

Same-store sales fell year on year in January as the comparative impact of one fewer shopping days on the weekend outweighed the favorable sales of Ultra Light Down, HEATTECH and other winter garments.

Other Information:

■ **December 2012**

Store Information:

Openings: 2 UNIQLO stores

Closures: 1 UNIQLO store

Sales Information:

December 2012 same-store sales increased by 4.5% year on year while sales at our own stores increased by 6.8%.

Total sales including online sales increased by 6.9%.

Same-store sales increased year on year in December as sales of winter garments continued to be strong, led by product ranges featured in our advertising campaigns such as Ultra Light Down, warm pants and HEATTECH functional innerwear.

Other Information:

■ **November 2012**

Store Information:

New Stores: UNIQLO: 8 stores

Store Closures: UNIQLO: 2 stores

Sales Information:

November 2012 same-store sales increased by 13.7% year on year while sales at our own stores increased by 16.9%.

Total sales including online sales increased by 17.7%.

Same-store sales increased year on year in November thanks to a successful Fast Retailing anniversary sale and strong sales of winter clothing, including the effect of advertising HEATTECH and Ultra Light Down products.

Other Information:

■ **October 2012**

Store Information:

New Stores: UNIQLO: 6 stores

Store Closures: UNIQLO: 6 stores

Sales Information:

October 2012 same-store sales decreased by 2.2% year on year while sales at our own stores decreased by 0.2%.

Total sales including online sales increased by 0.7%.

Same-store sales held flat year on year in October as persistently warm weather throughout the month stifled sales of fall/winter garments.

Other Information:

■ **September 2012**

Store Information:

New Stores: UNIQLO: 5 stores

Store Closures: UNIQLO: 5 stores

Sales Information:

September 2012 same-store sales decreased by 2.4% year on year while sales at our own stores increased by 0.4%.

Total sales including online sales increased by 0.7%.

Same-store sales held flat year on year in September as lingering summer heat through the latter part of the month stifled sales of fall/winter clothing.

Other Information:

BICQLO UNIQLO Shinjuku East Exit Store, a store with global appeal and born out of a collaboration between UNIQLO and Japanese leading home appliances retailer BIC CAMERA, opened in Shinjuku, Tokyo, on September 27.