

## Sales Comments

### ■ August 2014

#### Store Information:

#### Sales Information:

August 2014 same-store sales increased by 3.8% year on year while sales at our own stores increased by 6.1%.

Total sales including online sales increased by 6.2%.

Same-store sales increased in August, with cooler weather towards the end of the month helping to boost sales of fall garments.

#### Other Information:

### ■ July 2014

#### Store Information:

#### Sales Information:

July 2014 same-store sales decreased by 4.8% year on year while sales at our own stores decreased by 2.9%.

Total sales including online sales decreased by 2.5%.

Same-store sales contracted year on year in July as typhoons, heavy rain and generally unstable weather knocked the number of customer visits below the previous year's level.

#### Other Information:

### ■ June 2014

#### Store Information:

Store Closures: UNIQLO: 2 stores

#### Sales Information:

June 2014 same-store sales increased by 2.6% year on year while sales at our own stores increased by 5.4%.

Total sales including online sales increased by 6.0%.

Same-store sales increased year on year in June, thanks to favorable sales of our AIRism innerwear range and other core summer items throughout the month.

#### Other Information:

### ■ May 2014

#### Store Information:

Store Closures: UNIQLO: 3 stores

#### Sales Information:

May 2014 same-store sales increased by 4.1% year on year while sales at our own stores increased by 7.7%.

Total sales including online sales increased by 7.4%.

Same-store sales rose year on year in May as rising seasonal temperatures buoyed sales of summer garments throughout the month.

#### Other Information:

### ■ April 2014

#### Store Information:

New Stores: UNIQLO: 14 stores

Store Closures: UNIQLO: 5 stores

#### Sales Information:

April 2014 same-store sales increased by 3.3% year on year while sales at our own stores increased by 6.7%.

Total sales including online sales increased by 7.0%.

Same-store sales rose year on year in April, as the warmer weather boosted sales of spring items.

#### Other Information:

Our global hotspot store, UNIQLO Okachimachi Store, opened in Okachimachi, Tokyo, on April 25.

### ■ March 2014

#### Store Information:

New Stores: UNIQLO: 12 stores

Store Closures: UNIQLO: 6 stores

#### Sales Information:

March 2014 same-store sales increased by 0.6% year on year while sales at our own stores increased by 4.4%.

Total sales including online sales increased by 4.2%.

Same-store sales rose year on year in February, with the large number of cold days during the month helping to boost sales of winter items.

#### Other Information:

Our global hotspot store, UNIQLO Ikebukuro Sunshine 60 Dori Store, opened in Ikebukuro, Tokyo, on March 14.

■ **February 2014**

**Store Information:**

New Stores: UNIQLO: 1 stores

Store Closures: UNIQLO: 2 stores

**Sales Information:**

February 2014 same-store sales increased by 0.8% year on year while sales at our own stores increased by 3.6%.

Total sales including online sales increased by 3.5%.

Same-store sales rose year on year in February, with the large number of cold days during the month helping to boost sales of winter items.

**Other Information:**

■ **January 2014**

**Store Information:**

Store Closures: UNIQLO: 7 stores

**Sales Information:**

January 2014 same-store sales increased by 15.0% year on year while sales at our own stores increased by 18.4%.

Total sales including online sales increased by 18.0%.

Same-store sales increased year on year in January, with the ranges featured in our advertising campaigns, and other winter items selling especially well.

**Other Information:**

■ **December 2013**

**Store Information:**

New Stores: UNIQLO: 2 stores

**Sales Information:**

December 2013 same-store sales increased by 1.1% year on year while sales at our own stores increased by 3.7%.

Total sales including online sales increased by 4.1%.

Same-store sales rose year on year in December as the cold weather boosted sales of the winter ranges featured in our advertising campaigns and other winter items.

**Other Information:**

■ **November 2013**

**Store Information:**

New Stores: UNIQLO: 10 stores

Store Closures: UNIQLO: 8 stores

**Sales Information:**

November 2013 same-store sales increased by 7.7% year on year while sales at our own stores increased by 10.0%.

Total sales including online sales increased by 9.7%.

Same-store sales rose year on year in November with the colder weather from mid-month boosting sales of our featured winter ranges.

**Other Information:**

■ **October 2013**

**Store Information:**

New Stores: UNIQLO: 4 stores

Store Closures: UNIQLO: 4 stores

**Sales Information:**

October 2013 same-store sales decreased by 13.8% year on year while sales at our own stores decreased by 11.5%.

Total sales including online sales decreased by 11.4%.

Same-store sales fell year on year in October, due in part to the high temperatures which persisted through to the middle of the month and also to the adverse impact of several typhoons towards the end of the month.

**Other Information:**

■ **September 2013**

**Store Information:**

New Stores: UNIQLO: 8 stores

Store Closures: UNIQLO: 7 stores

**Sales Information:**

September 2013 same-store sales increased by 4.4% year on year while sales at our own stores increased by 8.1%.

Total sales including online sales increased by 7.5%.

Same-store sales rose year on year in September with the cooler weather from mid-month boosting sales of our silk, cashmere and other fall/winter ranges.

**Other Information:**

Our global flagship store, UNIQLO Shanghai Store, opened in Shanghai, on September 30.