

Sales Comments

■ August 2015

Store Information:

Store Openings: 1 UNIQLO store

Sales Information:

August 2015 same-store sales increased by 2.5% year on year while sales at our directly-run stores increased by 3.0%.

Total sales including online sales increased by 3.9%.

Same-store sales rose year on year in August, with Summer ranges selling strongly in the first half of the month, and new Fall ranges getting off to a good start as the weather cooled later in the month.

Other Information:

■ July 2015

Store Information:

Store Openings: 1 UNIQLO store

Store Closures: 4 UNIQLO stores

Sales Information:

July 2015 same-store sales decreased by 1.5% year on year while sales at our directly-run stores decreased by 1.4%.

Total sales including online sales decreased by 1.2%.

Same-store sales fell year on year in July, with sales of summer items struggling across the board after the rainy season dampened temperatures in the first half of the month.

Other Information:

■ June 2015

Store Information:

Store Openings: 1 UNIQLO store

Store Closures: 2 UNIQLO stores

Sales Information:

June 2015 same-store sales decreased by 11.7% year on year while sales at our directly-run stores decreased by 11.5%.

Total sales including online sales decreased by 10.9%.

Same-store sales dipped year on year in June, with summer ranges struggling to attract as many buyers in the cooler weather.

Other Information:

■ May 2015

Store Information:

Store Closures: 2 UNIQLO stores

Sales Information:

May 2015 same-store sales increased by 12.3% year on year while sales at our directly-run stores increased by 12.2%.

Total sales including online sales increased by 12.8%.

Same-store sales increased year on year in May, thanks to unusually hot weather during the month, buoyant sales over Japan's Golden Week holiday and a strong Fast Retailing anniversary sale.

Other Information:

■ April 2015

Store Information:

Store Openings: 11 UNIQLO stores

Store Closures: 3 UNIQLO stores

Sales Information:

April 2015 same-store sales increased by 19.3% year on year while sales at our directly-run stores increased by 19.2%.

Total sales including online sales increased by 19.8%.

Same-store sales increased year on year in April, with warmer weather from the middle of the month boosting sales of summer ranges.

Other Information:

■ March 2015

Store Information:

Store Openings: 4 UNIQLO stores

Store Closures: 6 UNIQLO stores

Conversions from directly-run to employee franchise store: 2 UNIQLO stores

Sales Information:

March 2015 same-store sales decreased by 3.0% year on year while sales at our directly-run stores decreased by 2.3%.

Total sales including online sales decreased by 0.9%.

Same-store sales decreased slightly year on year in March.

While the weather was slightly warmer than the previous year and the overall sales trend held closely to the previous year's levels, the fact that consumers had two fewer public and weekend holidays to shop impacted on the final same-store sales figure.

Other Information:

On March 27, 2015, we opened our ultra-large UNIQLO Sapporo Esta Store which boasts over 3,300 square meters of sales floor space.

■ February 2015

Store Information:

Store Closures: 5 UNIQLO stores

Sales Information:

February 2015 same-store sales increased by 7.7% year on year while sales at our directly-run stores increased by 9.8%.

Total sales including online sales increased by 10.5%.

Same-store sales rose year on year in February. Just as in the previous year, the weather in February remained persistently cold throughout the month, boosting sales of winter items.

A favorable launch of spring ranges also contributed to the overall expansion in sales.

Other Information:

■ January 2015

Store Information:

Store Closures: 7 UNIQLO stores

Sales Information:

January 2015 same-store sales increased by 8.9% year on year while sales at our own stores increased by 10.8%.

Total sales including online sales increased by 12.0%.

Same-store sales rose year on year in January, thanks to strong sales at the start of the New Year and consistently favourable sales of core ranges.

Other Information:

■ December 2014

Store Information:

Store Openings: 2 UNIQLO stores

Store Closures: 1 UNIQLO store

Sales Information:

December 2014 same-store sales increased by 10.2% year on year while sales at our own stores increased by 11.7%.

Total sales including online sales increased by 12.1%.

Same-store sales rose in December with the onset of cold weather in the early part of the month boosting sales of core winter ranges.

Other Information:

■ November 2014

Store Information:

Store Openings: 1 UNIQLO store

Store Closures: 4 UNIQLO stores

Sales Information:

November 2014 same-store sales increased by 1.9% year on year while sales at our own stores increased by 4.1%.

Total sales including online sales increased by 4.7%.

UNIQLO's 30th anniversary celebrations and related promotions helped boost same-store sales in November, and offset the negative impact of slightly warmer than average temperatures during the month.

Other Information:

■ October 2014

Store Information:

Store Openings: 12 UNIQLO stores

Store Closures: 7 UNIQLO stores

Conversions from directly-run to employee franchise store: 1 UNIQLO store

Sales Information:

October 2014 same-store sales increased by 10.5% year on year while sales at our own stores increased by 13.3%.

Total sales including online sales increased by 13.9%.

Same-store sales rose year on year in October as cooler temperatures boosted sales of seasonal fall winter clothing.

Other Information:

Our global flagship store, UNIQLO OSAKA Store, opened in Osaka, on October 31.

■ September 2014

Store Information:

Store Openings: 5 UNIQLO stores

Store Closures: 7 UNIQLO stores

Conversions from directly-run to employee franchise store: 5 UNIQLO stores

Sales Information:

September 2014 same-store sales increased by 19.7% year on year while sales at our own stores increased by 20.5%.

Total sales including online sales increased by 22.0%.

Same-store sales rose year on year in September as cooler temperatures from the early part of the month boosted sales of seasonal fall clothing.

Other Information: