

Sales Comments

■ August 2019

Store Information:

Openings: 0 UNIQLO store
Closures: 2 UNIQLO stores

Sales Information:

August 2019 same-store sales including online sales increased by 9.9% year on year while total sales including online sales increased by 9.5%. Same-store sales rose year on year in August on the back of strong sales of core summer ranges and other items.

Other Information:

■ July 2019

Store Information:

Openings: 1 UNIQLO store
Closures: 2 UNIQLO store

Sales Information:

July 2019 same-store sales including online sales decreased by 10.0% year on year while total sales including online sales decreased by 10.3%. Same-store sales declined year on year in July as markedly unseasonal cool weather throughout the month resulted in weaker demand for Summer clothing.

Other Information:

■ June 2019

Store Information:

Openings: 2 UNIQLO store
Closures: 4 UNIQLO store

Sales Information:

June 2019 same-store sales including online sales increased by 27.3% year on year while total sales including online sales increased by 26.9%. Same-store sales rose considerably in June on the back of strong sales of Summer ranges, and the moving of our hallmark UNIQLO anniversary sale from May to June.

Other Information:

■ May 2019

Store Information:

Openings: 1 UNIQLO store
Closures: 4 UNIQLO store

Sales Information:

May 2019 same-store sales including online sales decreased by 1.8% year on year while total sales including online sales decreased by 1.7%. Same-store sales contracted year on year in May after we postponed our anniversary sale, but sales of Summer ranges were strong on the back of consistently high temperatures.

Other Information:

■ April 2019

Store Information:

Openings: 10 UNIQLO store
Closures: 8 UNIQLO store

Sales Information:

April 2019 same-store sales including online sales decreased by 1.7% year on year while total sales including online sales decreased by 1.6%. Same-store sales dipped slightly year on year in April as consistently cool weather weakened demand for Summer clothing.

Other Information:

On April 5, we opened our first UNIQLO store in Denmark, the UNIQLO Strøget Street Store, in Copenhagen.

■ March 2019

Store Information:

Openings: 4 UNIQLO store
Closures: 6 UNIQLO store

Sales Information:

March 2019 same-store sales including online sales increased by 4.5% year on year while total sales including online sales increased by 4.2%. Same-store sales rose year on year in March thanks to a strong launch of Spring Summer ranges such as UT T-shirts, sweat wear, and spring outerwear.

Other Information:

■ February 2019

Store Information:

Openings: 0 UNIQLO store
Closures: 1 UNIQLO store

Sales Information:

February 2019 same-store sales including online sales increased by 3.0% year on year while total sales including online sales increased by 3.0%. February same-stores sales rose year on year thanks to a favorable launch of Spring ranges.

Other Information:

■ January 2019

Store Information:

Openings: 0 UNIQLO store
Closures: 5 UNIQLO store

Sales Information:

January 2019 same-store sales including online sales decreased by 1.0% year on year while total sales including online sales decreased by 0.9%. Same-store sales held steady year on year in January thanks to buoyant sales of Winter items.

Other Information:

■ **December 2018**

Store Information:

Openings: 0 UNIQLO store

Closures: 0 UNIQLO store

Sales Information:

December 2018 same-store sales including online sales increased by 5.2% year on year while total sales including online sales increased by 5.2%. Same-store sales rose year on year in December as cold weather strengthened demand for winter clothing and our year-end bargain sale attracted many customers into our stores.

Other Information:

■ **November 2018**

Store Information:

Openings: 1 UNIQLO store

Closures: 0 UNIQLO store

Sales Information:

November 2018 same-store sales including online sales decreased by 4.3% year on year while total sales including online sales decreased by 4.4%. Same-store sales dipped in November as persistently warm weather weakened demand for winter clothing.

Other Information:

■ **October 2018**

Store Information:

Openings: 7 UNIQLO stores

Closures: 4 UNIQLO stores

Sales Information:

October 2018 same-store sales including online sales decreased by 10.0% year on year while total sales including online sales decreased by 10.0%. Same-store sales dipped in October as consistently warm weather throughout the month weakened immediate demand for Fall Winter items.

Other Information:

■ **September 2018**

Store Information:

Openings: 3 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

August 2018 same-store sales including online sales increased by 6.0% year on year while total sales including online sales increased by 5.4%.

Same-store sales increased year on year in September thanks to a strong launch of Fall ranges after the weather turned cooler from mid-month onwards.

Other Information:

We opened our first store in the Netherland, the UNIQLO Kalverstraat Store in Amsterdam, on September 28, 2018.

Sixteen stores were damaged in the powerful Hokkaido Eastern Iburi earthquake that struck on September 6, and had to temporarily close for business.

One of those stores was closed for a period of over one week and was therefore excluded from the directly-run store total used in the month's retail sales data calculation.