

Sales Comments

■ August 2020

Store Information:

Openings: 1 UNIQLO store

Closures: 2 UNIQLO stores

Sales Information:

August 2020 same-store sales including online sales increased by 29.8% year on year while total sales including online sales increased by 29.9%.

Same-store sales increased sharply year on year in August as the record-setting summer heatwave generated strong sales of AIRism products, UT T-shirts, and other core Summer ranges and our products designed to satisfy stay-at-home demand and our AIRism masks proved popular.

Other Information:

At the end of August, a total of six stores remained temporarily closed and 91 stores were operating shorter working hours due to COVID-19. Stores that were either open for fewer hours or temporarily closed have not been excluded from the total number of same stores or own stores in the monthly sales data calculations.

■ July 2020

Store Information:

Openings: 0 UNIQLO store

Closures: 1 UNIQLO stores

Sales Information:

July 2020 same-store sales including online sales increased by 4.4% year on year while total sales including online sales increased by 4.7%.

Despite the long spell of rain and low temperatures experienced during the month, same-store sales rose year on year in July on the back of strong sales of items that perfectly suited the recent demand for stay-at-home clothing.

Other Information:

At the end of July, a total of seven stores remained temporarily closed and 93 stores were operating shorter working hours due to COVID-19. Stores that were either open for fewer hours or temporarily closed have not been excluded from the total number of same stores or own stores in the monthly sales data calculations.

■ June 2020

Store Information:

Openings: 5 UNIQLO stores

Closures: 3 UNIQLO stores

Sales Information:

June 2020 same-store sales including online sales increased by 26.2% year on year while total sales including online sales increased by 26.2%.

Same-store sales increased year on year in June thanks to higher demand for Summer ranges as the temperature rose above the previous year's level from the beginning of the month and a strong result generated by our UNIQLO anniversary sale.

Other Information:

•At the end of June, a total of six stores remained temporarily closed and 143 stores were operating shorter working hours due to COVID-19. Stores that were either open for fewer hours or temporarily closed have not been excluded from the total number of same stores or own stores in the monthly sales data calculations.

•We opened UNIQLO Harajuku on June 5 and our largest global flagship store in Japan, UNIQLO TOKYO, on June 19. Both these new stores were designed specifically to enable customers to experience our LifeWear clothing concept and products.

■ May 2020

Store Information:

Openings: 1 UNIQLO store

Closures: 3 UNIQLO stores

Sales Information:

May 2020 same-store sales including online sales decreased by 18.1% year on year while total sales including online sales decreased by 19.7%.

Same-store sales declined by a considerable 18.1% year on year in May as approximately 20% of our stores were closed temporarily on average across the month and we were unable to conduct our regular sales promotions for Japan's annual Golden Week holiday and UNIQLO anniversaries. However, sales of Summer ranges proved strong and our stores that were open for business experienced many days when sales exceeded the previous year's levels.

In addition, e-commerce sales continued strong in May, rising considerably year on year.

Other Information:

A maximum of 311 stores were temporarily closed in May due to the impact of COVID-19 and 354 stores operated reduced opening hours.

Following the lifting of the state of emergency in Japan, the number of temporarily closed stores declined to 46 at the end of May.

The monthly data were calculated without excluding stores that were either open for fewer hours or temporarily closed from the total number of same stores or own stores.

■ April 2020

Store Information:

Openings: 3 UNIQLO store

Closures: 2 UNIQLO stores

Sales Information:

April 2020 same-store sales including online sales decreased by 56.5% year on year while total sales including online sales decreased by 57.7%.

Same-store sales declined significantly year on year in April and customer visits dropped sharply. Both measures were adversely impacted by the temporarily closure or reduction in operating hours at more of our stores, and consumers deciding to stay at home to combat COVID-19.

Other Information:

In April, a maximum of 299 stores operated shorter opening hours and 311 stores were temporarily closed due to COVID-19.

The monthly data were calculated without excluding stores that were either open for fewer hours or closed temporarily from the total number of same stores or own stores.

■ March 2020

Store Information:

Openings: 6 UNIQLO store

Closures: 3 UNIQLO stores

Sales Information:

March 2020 same-store sales including online sales decreased by 27.8% year on year while total sales including online sales decreased by 28.1%.

Same-store sales declined year on year in March with customer visits falling sharply due to the impact of COVID-19.

Other Information:

In the wake of COVID-19, we reduced operating hours at a maximum of approximately 260 stores in March, and temporarily closed 63 stores on the weekend of March 28 – 29, 2020. The monthly data were calculated without excluding stores that were either open for fewer hours or closed temporarily from the total number of same stores or own stores.

■ February 2020

Store Information:

Openings: 0 UNIQLO store

Closures: 2 UNIQLO stores

Sales Information:

February 2020 same-store sales including online sales increased by 0.8% year on year while total sales including online sales increased by 0.3%.

Same store sales rose year on year in February following a favorable launch of Spring ranges.

Other Information:

■ January 2020

Store Information:

Openings: 0 UNIQLO store

Closures: 4 UNIQLO stores

Sales Information:

January 2020 same-store sales including online sales decreased by 7.9% year on year while total sales including online sales decreased by 8.1%.

Same-store sales dipped in January as warm weather throughout the month dampened sales of thermal clothing.

Other Information:

One store that was unable to operate for a period of one week or more after Typhoon Hagibis made landfall on October 12, 2019 was removed from the same-store total.

■ December 2019

Store Information:

Openings: 0 UNIQLO store

Closures: 0 UNIQLO store

Sales Information:

December 2019 same-store sales including online sales decreased by 5.3% year on year while total sales including online sales decreased by 5.5%.

Same-store sales declined year on year in December after persistently high temperatures from the middle of the month onwards resulted in sluggish sales of cold-weather clothing.

Other Information:

•We opened our first store in Vietnam, the UNIQLO Dong Khoi Store, in Ho Chi Minh City on December 6, 2019.

•We temporarily closed 352 stores when Typhoon Hagibis hit land in Japan on October 12, 2019.

Of that total, one store was forced to cease business for over a week, and was removed from the same-store calculation as a result.

■ November 2019

Store Information:

Openings: 4 UNIQLO stores

Closures: 5 UNIQLO stores

Sales Information:

November 2019 same-store sales including online sales decreased by 5.5% year on year while total sales including online sales decreased by 5.8%.

Same-store sales declined year on year in November. While sales rose in the early part of the month, warmer weather then stifled sales of thermal clothing around the time of our anniversary sale when sales are typically the strongest.

Other Information:

We temporarily closed 352 stores when Typhoon Hagibis hit land in Japan on October 12, 2019.

Of that total, one store was forced to cease business for over a week, and was removed from the same-store calculation as a result.

■ October 2019

Store Information:

Openings: 8 UNIQLO stores

Closures: 5 UNIQLO stores

Sales Information:

October 2019 same-store sales including online sales decreased by 1.9% year on year while total sales including online sales decreased by 2.6%.

Same-store sales dipped year on year in October due to persistently warm weather throughout the month, the impact of Typhoon Hagibis and heavy rainfall on weekends.

Other Information:

We opened our first store in India, the UNIQLO Ambience Mall Vasant Kunj Store in New Delhi on October 4, 2019.

We temporarily closed 352 stores when Typhoon Hagibis hit land in Japan on October 12, 2019.

Of that total, one store was forced to cease business for over a week, and was removed from the same-store calculation as a result.

■ September 2019

Store Information:

Openings: 4 UNIQLO stores

Closures: 6 UNIQLO stores

Sales Information:

September 2019 same-store sales including online sales decreased by 4.2% year on year while total sales including online sales decreased by 4.3%.

Same-store sales dipped year on year in September due to persistently warm weather throughout the month.

Other Information:

We opened the first UNIQLO store in Italy, the UNIQLO Piazza Cordusio store, in Milan on September 13.