

Sales Comments

■ September 2020

Store Information:

Openings: 3 UNIQLO stores

Closures: 4 UNIQLO stores

Sales Information:

September 2020 same-store sales including online sales increased by 10.0% year on year while total sales including online sales increased by 10.4%. September witnessed double-digit year-on-year growth in same-store sales as continued hot weather through the middle of the month resulted in strong sales of Summer ranges, and products designed to fulfill recent stay-at-home needs and AIRism masks also sold well.

Other Information:

At the end of September, a total of four stores remained temporarily closed and 90 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.

■ October 2020

Store Information:

Openings: 2 UNIQLO stores

Closures: 1 UNIQLO store

Sales Information:

October 2020 same-store sales including online sales increased by 16.2% year on year while total sales including online sales increased by 16.5%. Same-store sales rose considerably year on year in October thanks to buoyant sales of Fall Winter ranges during the consistently cool weather and a successful e-commerce advertising campaign.

Other Information:

At the end of October, a total of four stores remained temporarily closed and 87 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.

■ November 2020

Store Information:

Openings: 0 UNIQLO stores

Closures: 0 UNIQLO stores

Sales Information:

November 2020 same-store sales including online sales increased by 0.5% year on year while total sales including online sales increased by 0.8%. Same-store sales rose slightly year on year for the month of November overall after extremely strong sales in the early part of the month were later offset by warm weather over the UNIQLO anniversary sale, which dampened sales of core Fall Winter ranges.

Other Information:

At the end of November, a total of five stores remained temporarily closed and 81 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.

■ December 2020

Store Information:

Openings: 1 UNIQLO store

Closures: 0 UNIQLO stores

Sales Information:

December 2020 same-store sales including online sales increased by 6.2% year on year while total sales including online sales increased by 6.1%. Same-store sales rose year on year in December thanks to strong sales of warm clothing for wearing in the home after the weather turned sharply colder in the middle of the month and items that neatly matched our customers' stay-at-home needs.

Other Information:

At the end of December, a total of five stores remained temporarily closed and 84 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.

■ January 2021

Store Information:

Openings: 0 UNIQLO stores

Closures: 6 UNIQLO stores

Sales Information:

January 2021 same-store sales including online sales increased by 2.0% year on year while total sales including online sales increased by 1.8%. Same-store sales rose year on year in January thanks to consistently cold weather throughout the month as well as strong sales of products that satisfied the continued strong demand for stay-at-home clothing and other items.

Other Information:

At the end of January, a total of four stores remained temporarily closed and 159 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.

■ February 2021

Store Information:

Openings: 3 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

February 2021 same-store sales including online sales increased by 0.4% year on year while total sales including online sales increased by 1.3%. Same-store sales rose year on year in February on the back of strong sales of products designed to satisfy stay-at-home demand and buoyant sales of Spring outerwear and items manufactured using our Cut and Sew process.

Other Information:

At the end of February, a total of five stores remained temporarily closed and 172 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.

■ March 2021

Store Information:

Openings: 3 UNIQLO stores

Closures: 4 UNIQLO stores

Sales Information:

March 2021 same-store sales including online sales increased by 40.2% year on year while total sales including online sales increased by 41.5%.

Same-store sales rose by a considerable 40.2% year on year in March partly because the data were being compared to a low hurdle set in the previous year but also thanks to strong sales of Spring Summer ranges, products that satisfy stay-at-home demand, and collaborative collection items.

Other Information:

At the end of March, a total of five stores remained temporarily closed and 79 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.

■ April 2021

Store Information:

Openings: 13 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

April 2021 same-store sales including online sales increased by 84.5% year on year while total sales including online sales increased by 92.1%.

Same-store sales rose considerably year on year in April compared to a much weaker period in the previous year.

Other Information:

In April, a maximum of 71 stores operated shorter opening hours and 83 stores were temporarily closed 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.

■ May 2021

Store Information:

Openings: 4 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

May 2021 same-store sales including online sales decreased by 0.6% year on year while total sales including online sales increased by 3.6%.

Same-store sales dipped slightly year on year in May. While fewer stores were temporarily closed for business due to the COVID-19 pandemic compared to the previous year, the expansion of the area covered and the extended length of Japan's state of emergency encouraged people to stay indoors more. Sales also struggled somewhat due to insufficient product-related newsworthy elements and information sharing.

Other Information:

In May, a maximum of 190 stores operated shorter opening hours and 83 stores were temporarily closed due to COVID-19.

The number of temporarily closed stores declined to 32 at the end of May. 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 2021

Store Information:

Openings: 9 UNIQLO stores

Closures: 0 UNIQLO stores

Sales Information:

June 2021 same-store sales including online sales decreased by 19.2% year on year while total sales including online sales decreased by 17.3%.

Same-store sales declined significantly year on year in June compared to the unusual strong performance in June 2020. However, June same-store sales increased compared to June 2019 thanks to strong sales of our Ultra Stretch Active range, loungewear, and other items.

Other Information:

At the end of June, a total of five stores remained temporarily closed and 149 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 2021

Store Information:

Openings: 0 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

July 2021 same-store sales including online sales increased by 0.1% year on year while total sales including online sales increased by 2.0%.

Same-store sales rose slightly year on year in July thanks to favorable seasonal weather, with Summer ranges selling strongly as temperatures remained high throughout the month.

Other Information:

At the end of July, 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.

■ August 2021

Store Information:

Openings: 0 UNIQLO stores

Closures: 3 UNIQLO stores

Sales Information:

August 2021 same-store sales including online sales decreased by 38.9% year on year while total sales including online sales decreased by 37.3%.

Same-store sales declined sharply year on year in August due to low summer temperatures, persistently bad weather, including heavy rains, and an even stronger tendency for consumers to stay at home and avoid going out in the face of COVID-19.

Other Information:

At the end of August, a total of four stores remained temporarily closed and 196 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.