

Sales Comments

■ September 2021

Store Information:

Openings: 7 UNIQLO stores

Closures: 8 UNIQLO stores

Sales Information:

September 2021 same-store sales including online sales decreased by 19.1% year on year while total sales including online sales decreased by 19.8%. Same-store sales decreased year on year in September. While sales primarily of Fall items proved strong in the early part of the month as the weather turned cooler, sales subsequently struggled after temperatures rose again from the middle of the month onward.

Other Information:

At the end of September, a total of six stores remained temporarily closed and 56 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 2021

Store Information:

Openings: 5 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

October 2021 same-store sales including online sales decreased by 4.8% year on year while total sales including online sales decreased by 5.2%. Same-store sales declined slightly in October. Overall sales were stifled by warm weather in the first half of the month, but winter outerwear and our innerwear ranges sold well in the second half of the month when the temperature dropped.

Other Information:

At the end of October, a total of four stores remained temporarily closed and 34 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 2021

Store Information:

Openings: 0 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

November 2021 same-store sales including online sales decreased by 4.6% year on year while total sales including online sales decreased by 5.1%. While our annual UNIQLO anniversary sale and sales of collaborative products proved strong, same-store sales declined year on year in November after warmer-than-usual temperatures in the first half of the month stifled sales of cold-weather clothing.

Other Information:

At the end of November, a total of four stores remained temporarily closed and 30 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 2021

Store Information:

Openings: 0 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

December 2021 same-store sales including online sales decreased by 11.1% year on year while total sales including online sales decreased by 8.2%. Sales of cold-weather clothing struggled in December after temperatures remained stubbornly high through the fourth week of the month. While revenue increased in the final week of December thanks to a drop in temperature and a strong year-end sale, revenue for the month as a whole declined year on year.

Other Information:

At the end of December, a total of four stores remained temporarily closed due to COVID-19. Stores that were temporarily closed have not been excluded from the total number of same stores or own stores in the monthly sales data calculations.

■ January 2022

Store Information:

Openings: 0 UNIQLO stores

Closures: 6 UNIQLO stores

Sales Information:

January 2022 same-store sales including online sales decreased by 7.1% year on year while total sales including online sales decreased by 6.3%. Same-store sales declined year on year in January due to a lack of inventory of thermal clothing, insufficient promotion of sales during sales periods, and a delay in the launch of our Spring ranges caused by the late entry of stock.

Other Information:

At the end of January, a total of four stores remained temporarily closed due to COVID-19. Stores that were temporarily closed have not been excluded from the total number of same stores or own stores in the monthly sales data calculations.

■ February 2022

Store Information:

Openings: 0 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

February 2022 same-store sales including online sales decreased by 14.0% year on year while total sales including online sales decreased by 11.4%. Same-store sales declined year on year in February as sales of newly launched Spring ranges struggled in the face of persistently cold weather throughout the month.

Other Information:

■ **March 2022**

Store Information:

Openings: 6 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

March 2022 same-store sales including online sales decreased by 10.7% year on year while total sales including online sales decreased by 7.7%.

Same-store sales declined year on year in March on subdued sales of Spring ranges in the face of cold weather during the month and a lack of newsworthy items.

Other Information:

■ **April 2022**

Store Information:

Openings: 14 UNIQLO stores

Closures: 4 UNIQLO stores

Sales Information:

April 2022 same-store sales including online sales increased by 15.8% year on year while total sales including online sales increased by 18.7%.

Same-store sales rose considerably year on year in April as the sharp rise in temperatures in the first half of the month resulted in strong sales primarily of Summer ranges.

Other Information:

■ **May 2022**

Store Information:

Openings: 0 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

May 2022 same-store sales including online sales increased by 17.5% year on year while total sales including online sales increased by 19.8%.

Same-store sales increased sharply year on year in May thanks to buoyant Golden Week and UNIQLO anniversary sales as well as strong sales primarily of core Summer ranges.

Other Information:

■ **June 2022**

Store Information:

Openings: 5 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

Same-store sales declined sharply year on year in June as our decision to bring the start of the UNIQLO anniversary sale forward from June to May reduced the length of the anniversary sale period in June by eight days compared to the previous year.

However, if we strip out the effect of the anniversary sale, same-store sales were also strong in June.

Furthermore, if we look at a combined sales total for May and June, same-store sales rose year on year and trended favorably.

Other Information:

■ **July 2022**

Store Information:

Openings: 6 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

July 2022 same-store sales including online sales increased by 6.4% year on year while total sales including online sales increased by 8.1%.

Same store sales increased year on year in July as consistently hot weather throughout the month fueled strong sales primarily of Summer ranges.

Other Information:

■ **August 2022**

Store Information:

Openings: 6 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

August 2022 same-store sales including online sales increased by 14.9% year on year while total sales including online sales increased by 18.4%.

Same-store sales increased year on year in August as persistently high temperatures supported strong sales of Summer ranges and sales of new on-trend products also proved strong.

Other Information: