

Sales Comments

■ September 2023

Store Information:

Openings: 9 UNIQLO stores

Closures: 8 UNIQLO stores

Sales Information:

September 2023 same-store sales including online sales decreased by 4.6% year on year while total sales including online sales decreased by 3.1%. Same-store sales declined year on year in September. While strong sales of Summer ranges boosted same-store sales in the first half of the month, sales of Fall Winter products struggled in the second half of the month in the face of persistently warm weather, resulting in a decline in same-store sales for the month as a whole.

Other Information:

■ October 2023

Store Information:

Openings: 9 UNIQLO stores

Closures: 6 UNIQLO stores

Sales Information:

October 2023 same-store sales including online sales decreased by 8.5% year on year while total sales including online sales decreased by 7.4%. October same-store sales declined year on year as persistently warm weather throughout the month stifled sales of Winter items.

Other Information:

We opened our first store in Luxembourg, the UNIQLO Grand-Rue Store in the center of Luxembourg City, on October 26th, 2023.

■ November 2023

Store Information:

Openings: 7 UNIQLO stores

Closures: 0 UNIQLO stores

Sales Information:

November 2023 same-store sales including online sales increased by 10.0% year on year while total sales including online sales increased by 11.7%. Same-store sales increased year on year in November as colder weather from the latter part of the month boosted sales of Winter ranges. A successful UNIQLO anniversary sale and strong sales of collaborative items also underpinned performance.

Other Information:

■ December 2023

Store Information:

Openings: 0 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

December 2023 same-store sales including online sales decreased by 15.4% year on year while total sales including online sales decreased by 14.1%. Same-store sales declined year on year in December as persistently warm weather throughout the month stifled sales of Winter ranges.

Other Information:

■ January 2024

Store Information:

Openings: 0 UNIQLO stores

Closures: 8 UNIQLO stores

Sales Information:

January 2024 same-store sales including online sales increased by 0.4% year on year while total sales including online sales increased by 2.3%. Owing to higher-than-usual temperatures throughout the month, same-store sales expanded slightly year on year in January on the back of favorable sales of Winter clothing that can be worn through the start of spring and favorable sales of new Spring products.

Other Information:

■ February 2024

Store Information:

Openings: 0 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

February 2024 same-store sales including online sales increased by 7.2% year on year while total sales including online sales increased by 9.3%. Same-store sales increased year on year in February as rising temperatures from the middle of the month boosted demand for Spring Summer ranges, and sales of new products proved strong.

Other Information:

■ March 2024

Store Information:

Openings: 5 UNIQLO stores

Closures: 8 UNIQLO stores

Sales Information:

March 2024 same-store sales including online sales decreased by 1.5% year on year while total sales including online sales increased by 1.0%.

Same-store sales contracted year on year in March as sales of Spring items struggled to gain momentum in the face of persistently cold weather throughout the month.

Other Information:

■ April 2024

Store Information:

Openings: 5 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

April 2024 same-store sales including online sales increased by 18.9% year on year while total sales including online sales increased by 20.3%.

Same-store sales rose year on year in April on the back of strong sales of Summer ranges and other items which were supported by consistently warm weather and buoyant sales of advertised products that perfectly matched actual demand.

Other Information:

■ May 2024

Store Information:

Openings: 0 UNIQLO stores

Closures: 2 UNIQLO stores

Sales Information:

May 2024 same-store sales including online sales increased by 8.4% year on year while total sales including online sales increased by 9.3%.

Same-store sales rose year on year in May thanks to buoyant business over the Golden Week holiday and the 40th UNIQLO Thank You Festival, which resulted in strong sales of Summer items.

Other Information:

In terms of new store openings, in May, we opened our first flagship store in the central region of Mainland China in Wuhan, and our second store in Milan, Italy. That follows the opening in April of our first flagship store in Rome, Italy, and the building of a presence in the new areas of Edinburgh, UK and Nice, France as we continue to expand our global store network.

■ June 2024

Store Information:

Openings: 1 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

June 2024 same-store sales including online sales increased by 14.9% year on year while total sales including online sales increased by 16.0%.

Same-store sales rose sharply year on year in June as our seasonal campaign items dovetailed perfectly with prevailing weather conditions resulting in strong sales of Summer ranges, and new products that captured the latest trends also sold well.

Other Information:

■ July 2024

Store Information:

Openings: 1 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

July 2024 same-store sales including online sales increased by 8.1% year on year while total sales including online sales increased by 9.6%.

Same-store sales increased year on year in July as persistently hot weather boosted sales of Summer items, and new products also sold well.

Other Information:

■ August 2024

Store Information:

Openings: 0 UNIQLO stores

Closures: 1 UNIQLO stores

Sales Information:

August 2024 same-store sales including online sales increased by 25.3% year on year while total sales including online sales increased by 26.9%.

Same-store sales rose significantly year on year in August as sales of Summer ranges proved strong during persistently hot weather, and newsworthy new products also sold well.

Other Information: