

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: