

Monthly Sales Bulletin : UNIQLO JAPAN Operations for the Year to August 2023 (September 1, 2022 - August 31, 2023)

2023/7/4
FAST RETAILING CO., LTD.

		% Change Over Previous Year														
		Sep '22	Oct '22	Nov '22	Dec '22	Jan '23	Feb '23	Six months to Feb '23	Mar '23	Apr '23	May '23	Jun '23	Jul '23	Aug '23	Six months to Aug '23	Year to Aug '23
Same Stores + Online Sales (Same Stores 703)	Net Sales	111.0	112.8	96.2	116.9	110.9	121.3	110.0	111.9	101.7	104.4	96.6			103.3	107.6
	Customer Numbers	97.1	101.4	90.3	101.8	98.5	103.9	98.4	100.8	94.6	96.3	85.5			93.9	96.7
	Average Purchase	114.4	111.3	106.5	114.8	112.6	116.8	111.8	111.0	107.5	108.4	112.9			110.0	111.3
Own Stores + Online Sales (Own Stores 795)	Net Sales	114.1	117.0	99.2	120.7	114.9	125.5	113.7	115.4	105.9	109.0	100.1			107.3	111.3
	Customer Numbers	99.6	105.0	93.3	105.3	102.2	107.7	101.7	104.0	98.5	100.7	88.6			97.5	100.1
	Average Purchase	114.5	111.4	106.4	114.7	112.4	116.6	111.8	110.9	107.5	108.3	113.0			110.0	111.2

Data target: UNIQLO Japan directly-run stores (excluding franchise stores)
Same stores: Directly-run stores that have been in operation for the full business term

Comment

Store Openings and Closures

Openings: 1 UNIQLO stores
Closures: 3 UNIQLO stores

Sales Comment

June 2023 same-store sales including online sales decreased by 3.4% year on year while total sales including online sales increased by 0.1%.

Same-store sales declined year on year in June. While sales did increase in the first half of the month, sales of Summer items subsequently struggled following the drop in temperature in the second half of the month.

Other Information