

# Latest Monthly Sales Figures

## Year to August 2003 (September 1, 2002-August 31, 2003)

FAST RETAILING CO.,LTD.

|  |                               | % Change Over Previous Year |         |         |         |         |         |                       |         |         |         |         |         |         |                       |                 |
|--|-------------------------------|-----------------------------|---------|---------|---------|---------|---------|-----------------------|---------|---------|---------|---------|---------|---------|-----------------------|-----------------|
|  |                               | Sep '02                     | Oct '02 | Nov '02 | Dec '02 | Jan '03 | Feb '03 | Six months to Feb '03 | Mar '03 | Apr '03 | May '03 | Jun '03 | Jul '03 | Aug '03 | Six months to Aug '03 | Year to Aug '03 |
| Existing Stores                        | Net Sales                     | 75.7                        | 69.3    | 79.8    | 70.0    | 71.5    | 74.2    | 73.2                  | 80.7    | 92.4    | 91.3    | 93.7    | 91.3    | 106.7   | 91.3                  | 80.3            |
|  | Customer Numbers              | 84.3                        | 79.2    | 90.9    | 82.2    | 82.7    | 82.6    | 83.8                  | 90.7    | 101.6   | 101.0   | 101.8   | 96.9    | 109.6   | 99.8                  | 90.7            |
|  | Average Purchase per Customer | 89.9                        | 87.5    | 87.8    | 85.1    | 86.5    | 89.7    | 87.4                  | 89.0    | 90.9    | 90.4    | 92.0    | 94.2    | 97.3    | 91.5                  | 88.5            |
| Directly-managed Stores                | Net Sales                     | 84.6                        | 76.4    | 86.8    | 77.3    | 78.7    | 81.8    | 80.7                  | 87.7    | 99.6    | 99.0    | 102.0   | 98.0    | 114.4   | 98.9                  | 88.2            |
|  | Customer Numbers              | 94.4                        | 87.4    | 99.1    | 91.0    | 91.3    | 91.5    | 92.5                  | 98.7    | 109.7   | 109.6   | 111.1   | 104.1   | 117.6   | 108.1                 | 99.6            |
|  | Average Purchase per Customer | 89.6                        | 87.4    | 87.6    | 85.0    | 86.2    | 89.4    | 87.2                  | 88.9    | 90.8    | 90.4    | 91.8    | 94.1    | 97.3    | 91.5                  | 88.5            |
| Directly-managed Stores + Direct Sales | Net Sales                     | 83.5                        | 75.6    | 84.9    | 76.5    | 77.6    | 81.5    | 79.6                  | 87.3    | 99.3    | 98.5    | 101.4   | 97.9    | 114.6   | 98.6                  | 87.3            |
|  | Customer Numbers              | 93.7                        | 86.9    | 97.8    | 90.4    | 90.5    | 91.1    | 91.8                  | 98.3    | 109.3   | 109.2   | 110.7   | 104.1   | 117.6   | 107.8                 | 99.1            |
|  | Average Purchase per Customer | 89.1                        | 87.0    | 86.8    | 84.5    | 85.8    | 89.5    | 86.7                  | 88.7    | 90.9    | 90.3    | 91.6    | 94.1    | 97.5    | 91.5                  | 88.1            |

**Notes:**

**Comparable Stores:**

Stores in operation over the entire previous business year from September 1, 2001 - August 31, 2002 . ( 420 Stores as of August 31,2003 )

**Total Direct-Run Stores:**

Existing stores + stores operated for less than one year as of the end of the previous business year to August 31, 2002+ newly opened stores during the business year to August 31 2003, excluding franchises. (581 stores as of August 31, 2003)

**Direct Sales:**

Combined catalogue and Internet sales

(This data refers purely to UNIQLO stores within Japan and does not include any UNIQLO stores outside of Japan or non-UNIQLO businesses.)