

**Monthly Sales Bulletin : UNIQLO JAPAN Operations for the Year to August 2017  
(September 1, 2016 - August 31, 2017)**

Sep. 4, 2017  
FAST RETAILING CO., LTD.

		% Change Over Previous Year														
		Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Six months to Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Six months to Aug '17	Year to Aug '17
Same Stores (Same Stores 734)	Net Sales	96.6	99.4	107.3	95.0	97.5	105.2	100.1	98.9	106.2	102.4	104.1	103.7	96.6	102.4	101.1
	Customer Numbers	102.1	104.2	104.1	96.0	94.6	103.9	100.2	106.6	111.4	107.5	108.2	105.6	95.9	106.1	102.9
	Average Purchase	94.6	95.4	103.0	99.0	103.0	101.2	99.9	92.8	95.3	95.3	96.2	98.1	100.7	96.5	98.2
Directly run Stores excluding Online Sales (Directly run Stores 790)	Net Sales	96.1	100.2	107.7	94.1	96.4	102.5	99.6	98.3	105.2	101.3	102.7	101.9	96.1	101.3	100.4
	Customer Numbers	102.8	105.9	105.0	95.8	94.3	103.6	100.6	107.1	112.1	107.9	108.6	105.2	96.2	106.4	103.3
	Average Purchase	93.4	94.6	102.6	98.3	102.3	98.9	99.1	91.7	93.9	93.9	94.6	96.8	99.9	95.2	97.2
Directly run Stores (Directly run Stores 790)	Net Sales	97.5	100.2	107.8	95.0	97.2	104.7	100.4	98.8	106.3	102.2	103.8	103.3	96.5	102.3	101.2
	Customer Numbers	103.0	105.1	104.6	95.9	94.4	103.5	100.4	106.5	111.7	107.5	108.1	105.3	96.0	106.1	103.1
	Average Purchase	94.7	95.4	103.1	99.1	103.1	101.2	100.0	92.8	95.2	95.1	96.0	98.0	100.6	96.4	98.2

**Sales Comment for the month of August 2017**

**Store Openings and Closures**

Openings: 0 UNIQLO stores

Closures: 2 UNIQLO stores

**Sales Comment**

August 2017 same-store sales decreased by 3.4% year on year while sales at our directly run stores excluding online sales decreased by 3.9%. Total sales including online sales decreased by 3.5%. Same-store sales dipped year on year in August as unseasonal weather weakened demand for summer items.

**Other Information**