|  |  | \% Change Over Previous Year |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sep '11 | Oct '11 | Nov '11 | Dec '11 | Jan '12 | Feb '12 | Six months to Feb '12 | Mar '12 | Apr '12 | May '12 | Jun '12 | Jul '12 | Aug '12 | Six months to Aug '12 | Year to Aug '12 |
|  | Net Sales | 89.3 | 96.0 | 99.0 | 114.2 | 107.9 | 101.2 | 102.3 | 105.1 | 93.2 | 89.7 | 93.0 | 98.0 | 102.0 | 95.7 | 99.5 |
| Same Stores | Customer <br> Numbers | 87.3 | 91.6 | 91.0 | 102.4 | 98.5 | 97.8 | 95.1 | 102.4 | 91.0 | 88.1 | 91.9 | 95.4 | 102.5 | 94.2 | 94.7 |
| 672(stores) | Average Purchase | 102.3 | 104.7 | 108.8 | 111.6 | 109.5 | 103.5 | 107.6 | 102.7 | 102.4 | 101.8 | 101.3 | 102.7 | 99.4 | 101.6 | 105.1 |
|  | Net Sales | 94.6 | 100.9 | 104.0 | 120.3 | 113.3 | 105.9 | 107.6 | 114.9 | 97.1 | 92.7 | 95.7 | 100.5 | 105.4 | 99.5 | 104.1 |
| Own Stores | Customer <br> Numbers | 92.2 | 96.5 | 95.5 | 107.9 | 103.7 | 102.6 | 100.1 | 111.0 | 94.8 | 91.0 | 94.4 | 97.9 | 105.6 | 97.7 | 99.0 |
| 824(stores) | Average Purchase | 102.6 | 104.6 | 108.8 | 111.5 | 109.3 | 103.2 | 107.6 | 103.5 | 102.5 | 101.9 | 101.3 | 102.6 | 99.8 | 101.8 | 105.2 |
|  | Net Sales | 95.0 | 100.8 | 103.5 | 119.9 | 112.9 | 105.2 | 107.3 | 116.4 | 97.2 | 93.1 | 95.4 | 100.8 | 105.7 | 99.8 | 104.1 |
| Own Stores + Online Sales | Customer Numbers | 92.4 | 96.6 | 95.5 | 107.9 | 104.1 | 103.1 | 100.2 | 112.2 | 95.2 | 91.4 | 94.5 | 98.4 | 105.7 | 98.1 | 99.3 |
|  | Average Purchase | 102.8 | 104.4 | 108.3 | 111.1 | 108.4 | 102.1 | 107.1 | 103.8 | 102.1 | 101.9 | 100.9 | 102.5 | 100.0 | 101.7 | 104.9 |

## Sales Comment for the month of August 2012

## Store Openings and Closures

Closures: 2 UNIQLO stores

## Sales Comment

August 2012 same-store sales increased by $2.0 \%$ year on year while sales at our own stores increased by $5.4 \%$
Total sales including online sales increased by 5.7\%
Same-store sales rose year on year in August as persistent hot weather kept sales of summer garments firm throughout the month.

