

**Monthly Sales Bulletin : UNIQLO JAPAN Operations for the Year to August 2020
(September 1, 2019 - August 31, 2020)**

September 2, 2020
FAST RETAILING CO., LTD.

		% Change Over Previous Year														
		Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Six months to Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Six months to Aug '20	Year to Aug '20
Same Stores + Online Sales (Same Stores 705)	Net Sales	95.8	98.1	94.5	94.7	92.1	100.8	95.4	72.2	43.5	81.9	126.2	104.4	129.8	90.4	93.2
	Customer Numbers	100.4	105.6	96.7	97.8	94.9	99.9	98.8	67.6	39.4	68.7	113.9	102.5	126.0	85.6	92.4
	Average Purchase	95.4	92.9	97.7	96.9	97.1	100.8	96.5	106.9	110.4	119.1	110.8	101.9	103.0	105.6	100.8
Own Stores + Online Sales (Own Stores 764)	Net Sales	95.7	97.4	94.2	94.5	91.9	100.3	95.1	71.9	42.3	80.3	126.2	104.7	129.9	89.9	92.8
	Customer Numbers	100.5	105.0	96.7	97.8	94.9	99.6	98.7	67.5	38.5	67.6	114.2	102.7	126.1	85.4	92.2
	Average Purchase	95.3	92.7	97.5	96.6	96.9	100.6	96.3	106.6	109.8	118.9	110.5	101.9	103.0	105.3	100.6

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

Sales Comment for the month of August 2020

Store Openings and Closures

Openings: 0 UNIQLO store
Closures: 2 UNIQLO stores

Sales Comment

August 2020 same-store sales including online sales increased by 29.8% year on year while total sales including online sales increased by 29.9%. Same-store sales increased sharply year on year in August as the record-setting summer heatwave generated strong sales of AIRism products, UT T-shirts, and other core Summer ranges and our products designed to satisfy stay-at-home demand and our AIRism masks proved popular.

Other Information

At the end of August, a total of six stores remained temporarily closed and 91 stores were operating shorter working hours due to COVID-19. Stores that were either open for fewer hours or temporarily closed have not been excluded from the total number of same stores or own stores in the monthly sales data calculations.