

**Monthly Sales Bulletin : UNIQLO JAPAN Operations for the Year to August 2021
(September 1, 2020 - August 31, 2021)**

2021/9/2
FAST RETAILING CO., LTD.

		% Change Over Previous Year														
		Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Six months to Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Six months to Aug '21	Year to Aug '21
Same Stores + Online Sales (Same Stores 707)	Net Sales	110.0	116.2	100.5	106.2	102.0	100.4	105.6	140.2	184.5	99.4	80.8	100.1	61.1	100.9	103.6
	Customer Numbers	108.5	100.9	95.8	100.3	99.7	100.1	100.3	146.7	217.3	119.2	91.8	102.8	64.8	108.8	104.0
	Average Purchase	101.4	115.1	104.9	105.9	102.4	100.3	105.3	95.6	84.9	83.4	88.1	97.4	94.3	92.7	99.6
Own Stores + Online Sales (Own Stores 780)	Net Sales	110.4	116.5	100.8	106.1	101.8	101.3	105.8	141.5	192.1	103.6	82.7	102.0	62.7	103.2	104.7
	Customer Numbers	109.0	101.4	95.9	100.3	99.7	101.2	100.6	147.9	226.0	124.6	94.1	105.1	66.9	111.4	105.4
	Average Purchase	101.3	114.9	105.0	105.8	102.1	100.1	105.2	95.6	85.0	83.1	87.8	97.1	93.7	92.6	99.3

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 2021

Store Openings and Closures

Openings: 0 UNIQLO stores
Closures: 3 UNIQLO stores

Sales Comment

August 2021 same-store sales including online sales decreased by 38.9% year on year while total sales including online sales decreased by 37.3%. Same-store sales declined sharply year on year in August due to low summer temperatures, persistently bad weather, including heavy rains, and an even stronger tendency for consumers to stay at home and avoid going out in the face of COVID-19.

Other Information

At the end of August, a total of four stores remained temporarily closed and 196 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.