

**Monthly Sales Bulletin : UNIQLO JAPAN Operations for the Year to August 2022
(September 1, 2021 - August 31, 2022)**

2022/7/4
FAST RETAILING CO., LTD.

		% Change Over Previous Year														
		Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Six months to Feb '22	Mar '22	Apr '22	May '22	Jun '22	Jul '22	Aug '22	Six months to Aug '22	Year to Aug '22
Same Stores + Online Sales (Same Stores 708)	Net Sales	80.9	95.2	95.4	88.9	92.9	86.0	91.0	89.3	115.8	117.5	89.8			102.8	95.0
	Customer Numbers	81.0	95.5	100.9	94.8	96.3	87.4	93.9	84.2	103.9	109.6	84.2			95.0	94.3
	Average Purchase	99.9	99.7	94.5	93.7	96.4	98.4	96.9	106.1	111.5	107.3	106.6			108.2	100.7
Own Stores + Online Sales (Own Stores 789)	Net Sales	80.2	94.8	94.9	91.8	93.7	88.6	91.8	92.3	118.7	119.8	91.1			105.1	96.4
	Customer Numbers	80.0	94.8	100.1	97.6	96.6	89.8	94.4	86.7	106.5	111.7	85.4			97.0	95.4
	Average Purchase	100.3	100.1	94.8	94.1	97.0	98.6	97.2	106.4	111.4	107.3	106.7			108.3	101.0

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 June 2022

Store Openings and Closures

Openings: 5 UNIQLO stores
Closures: 1 UNIQLO stores

Sales Comment

Same-store sales declined sharply year on year in June as our decision to bring the start of the UNIQLO anniversary sale forward from June to May reduced the length of the anniversary sale period in June by eight days compared to the previous year.

However, if we strip out the effect of the anniversary sale, same-store sales were also strong in June.

Furthermore, if we look at a combined sales total for May and June, same-store sales rose year on year and trended favorably.

Other Information