

Fast Retailing Results for the Nine Months through May 2011 & Estimates for Fiscal 2011

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My name is Nobuo Domae and I am group executive vice president at Fast Retailing.

I would like to take you through our consolidated business performance for the nine months through May 2011, as well as our estimates for the business year through August 2011.

I .Results for March-May 2011	P3~P14
II .Forecast for year through Aug. 2011	P15~P18
III .Reference Materials	P19~P24

A note on the display of group operations in this documentation

Group operations are outlined below.

Starting from the business year ending August 2011

UNIQLO Japan: UNIQLO Co., Ltd. (including footwear)
UNIQLO International: All UNIQLO operations outside of Japan
Global Brands: Includes Theory, Comptoir des Cottonniers, Princesse tam.tam., g.u. and Cabin.

Through the business year ended August 2010

UNIQLO Japan: Figures for the UNIQLO operation in Japan are displayed
UNIQLO International: Figures for all UNIQLO operations outside of Japan are displayed
Japan Apparel: Includes g.u., footwear and Cabin operations
Global Brands: Includes Theory, Comptoir des Cottonniers, Princesse tam.tam operations

A note on business forecasts

When compiling business estimates, plans and target figures in this document, the figures that are not historical facts are forward looking statements based on management's judgment in light of currently available information.

These business forecasts, plans and target figures may vary materially from the actual business results depending on the economic environment, our response to market demand and price competition, and changes in exchange rates.

1Q~3Q **Net sales: ¥652.0bln (-1.1% y/y)**
Cumulative Operating income: ¥104.5bln(-15.3% y/y)

Billions of yen

	Nine months to May 2011 (Sep. 2010 - May 2011)			Three months to May 2011 (Mar. 2011 - May 2011)		
	Actual	Prev. yr	y/y	Actual	Prev. yr	y/y
Net sales (to net sales)	652.0 100.0%	659.0 100.0%	▲1.1%	194.6 100.0%	188.0 100.0%	+3.5%
Gross profit (to net sales)	339.1 52.0%	344.1 52.2%	▲1.5% (▲0.2p)	100.7 51.7%	97.8 52.0%	+2.9% (▲0.3p)
SG&A (to net sales)	234.5 36.0%	220.6 33.5%	+6.3% (+2.5p)	78.2 40.2%	74.2 39.5%	+5.3% (+0.7p)
Operating income (to net sales)	104.5 16.0%	123.4 18.7%	▲15.3% (▲2.7p)	22.5 11.6%	23.6 12.6%	▲4.6% (▲1.0p)
Ordinary income (to net sales)	99.6 15.3%	118.9 18.1%	▲16.2% (▲2.8p)	22.0 11.3%	22.4 11.9%	▲1.9% (▲0.6p)
Net income (to net sales)	53.4 8.2%	67.1 10.2%	▲20.5% (▲2.0p)	11.7 6.0%	11.8 6.3%	▲0.8% (▲0.3p)

※ Fiscal 2010 data have been included in new categories in this slide.

Let me first run through our consolidated business performance for the nine months from September 2010 to May 2011.

Fast Retailing experienced a fall in both sales and income during this period, with net sales decreasing 1.1% year on year to ¥652.0bln, operating income falling 15.3% year on year to ¥104.5bln, ordinary income contracting 16.2% to ¥96.6bln and net income falling 20.5% to ¥53.4bln.

Slide 4 lists the main reasons behind this dip in performance.



Group: 1Q-3Q Fall in Sales and Income

Net sales ¥652.0bln (-1.1% y/y)

- UNIQLO Japan - ¥23.7bln
- UNIQLO International +¥15.0bln
- Global Brands +¥0.6bln

Gross profit to net sales 52.0% (-0.2p y/y)

- Impact of accounting practice changes (- 2.1p on real-term basis)
- UNIQLO Japan (- 3.3p on real-term basis)

SG&A to net sales 36.0% (+2.5p y/y)

- Impact of accounting practice changes (+ 0.5p on real-term basis)
- UNIQLO Japan (+ 0.5p on real-term basis)

Operating income ¥104.5bln, Operating income margin 16.0%
(-2.7p y/y)

Ordinary income ¥99.6bln, Ordinary income margin 15.3%
(-2.8p y/y)

- Foreign exchange loss generated by yen strengthening ¥4.5bln.

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I am going to talk now about consolidated sales for the Fast Retailing Group which contracted ¥7.0bln to ¥652.0bln.

The main reason for this decrease in consolidated sales was a ¥23.7bln decline in sales at UNIQLO Japan. However, at the same time, UNIQLO International sales rose ¥15.0bln and sales from the Global Brands category increased by ¥0.6bln.

The gross profit margin declined 0.2 point to 52.0% over the nine months from September 2010 through May 2011. However, if you take into account the changes in accounting practice, the margin actually dipped 2.1 points year on year in real terms. This real decline of 2.1 points in the overall gross margin can be attributed primarily to a 3.3-point decline in the real gross margin at UNIQLO Japan.

SG&A expenses increased ¥13.8bln year on year in the nine months to May 2011, pushing the SG&A to net sales ratio up 2.5 points. However, if you strip out the impact of changes in accounting practice, the ratio rose a much more modest 0.5 point year on year in real terms. The SG&A ratio at UNIQLO Japan rose 0.5 point year on year in real terms.

As a result of the above, operating income totaled ¥104.5bln for the nine months to May 2011, and the operating income margin dipped 2.7 points year on year to 16.0%.

In addition, ordinary income totaled ¥99.6bln, and the ordinary income margin shrank 2.8 points to 15.3%.

In terms of non-operating income, we recorded a foreign exchange loss of ¥4.5bln resulting from a strengthening in the yen, and related mainly to losses evaluated on advances extended by UNIQLO Co., Ltd. to overseas UNIQLO operations.



1Q-3Q Breakdown by Group Operation

Billions of yen

		Nine months to May 2011 (Sep. 2010 – May 2011)			Three months to May 2011 (Mar. 2011 – May 2011)		
		Actual	Prev. yr	y/y	Actual	Prev. yr	y/y
UNIQLO Japan	Net sales	482.1	505.9	▲4.7%	140.0	139.0	+0.7%
	Operating income	91.0	115.7	▲21.3%	20.7	23.3	▲11.2%
	(to net sales)	18.9%	22.9%	▲4.0p	14.8%	16.8%	▲2.0p
UNIQLO International	Net sales	73.6	58.6	+25.7%	23.4	18.1	+29.4%
	Operating income	9.7	6.5	+49.6%	1.8	0.6	+202.8%
	(to net sales)	13.2%	11.1%	+2.1p	7.8%	3.3%	+4.5p
Global Brands	Net sales	94.4	93.7	+0.7%	30.6	30.7	▲0.3%
	Operating income	7.9	7.4	+6.3%	2.7	2.8	▲0.4%
	(to net sales)	8.4%	8.0%	+0.4p	9.1%	9.1%	+0.0p

※ Fiscal 2010 data have been included in new categories in this slide.

※ Group business categories are as follows:

UNIQLO Japan: UNIQLO Co., Ltd. (including footwear)

UNIQLO International: All UNIQLO operations outside of Japan

Global Brands: Theory, Comptoir des Cotonniers, Princesse tam.tam, g.u. and Cabin

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Slide number 5 displays the breakdown of net sales and operating income for the nine months from September 2010 to May 2011 by group operation.

1Q~3Q Fall in Sales & Income

3Q (March-May) net sales ¥3.0bln,
operating income ¥1.0bln below plan

Billions of yen

	Nine months to May 2011 (Sep. 2010 - May 2011)			Three months to May 2011 (Mar. 2011 - May 2011)		
	Actual	Prev. yr	y/y	Actual	Prev. yr	y/y
Net sales <small>(to net sales)</small>	482.1 100.0%	505.9 100.0%	▲4.7%	140.0 100.0%	139.0 100.0%	+0.7%
Gross profit <small>(to net sales)</small>	237.2 49.2%	252.6 49.9%	▲6.1% (▲0.7p)	67.7 48.3%	67.8 48.8%	▲0.2% (▲0.5p)
SG&A <small>(to net sales)</small>	146.1 30.3%	136.9 27.1%	+6.7% (+3.2p)	46.9 33.6%	44.5 32.1%	+5.4% (+1.5p)
Operating income <small>(to net sales)</small>	91.0 18.9%	115.7 22.9%	▲21.3% (▲4.0p)	20.7 14.8%	23.3 16.8%	▲11.2% (▲2.0p)

※ Fiscal 2010 data have been included in new categories in this slide.

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I would like to talk about the fall in sales and income at UNIQLO Japan in the nine months through May 2011, when sales contracted 4.7% to ¥482.1bln, and operating income fell 21.3% to ¥91.0bln.

Splitting this period down and looking first at UNIQLO Japan performance over the six months from September 2010 to February 2011, sales contracted 6.8% year on year and operating income fell 23.9% year on year. As we explained at the announcement of those results in April, the first half results were being compared to the extremely buoyant period from September 2009 to February 2010 with sales of HEATTECH items particularly strong. Sales of winter garments were also stifled by persistent warm weather in the month of December 2010.

Looking next at the third quarter, the three months from March to May 2011, while sales increased 0.7% year on year, operating income contracted 11.2%. Same-store sales were knocked lower by the earthquake in March and by cool weather in the months of April and May. In addition, more price adjustments on spring goods and the rising cost of cotton and other raw materials weighed on profit margins and dragged the operating income figure down.

As a result, sales fell approximately ¥3.0bln short of target in the third quarter from March through May 2011, and operating income came in approximately ¥1.0bln below plan.

I will explain the pertinent individual factors in the subsequent slides.



UNIQLO Japan: Overall Net Sales

3Q
(March-May) **Sales ¥140.0bln** (+0.7% y/y)

- UNIQLO directly run stores 821 (excluding 21 franchise stores) end May 2011 (net 32 store increase y/y)
- Same-store sales down 1.9% y/y (customer no. -6.0%, average customer spending +4.4%)
- **March:** Sales fell significantly in the wake of the March 11 earthquake.
- **April :** Warm temperatures early and later in the month boosted sales of summer goods. Effective new chino & cargo pants, UV-Cut campaigns.
- **May :** Cool weather dampened sales despite a buoyant Golden Week and a strong performance marking the UNIQLO anniversary.
- Average customer spending rose as strong sales of chino & cargo pants boosted the price of items purchased, and strong sales of functional Sarafine and Silky Dry innerwear boosted the number of items purchased.

y/y change	Yr to Aug. 2011					
	1H	Mar	Apr	May	3Q	Jun
Net sales	▲9.9%	▲10.5%	+4.6%	▲1.6%	▲1.9%	+3.9%
Customer nos.	▲5.0%	▲13.0%	▲1.2%	▲5.3%	▲6.0%	+0.4%
Avg. purchase	▲5.2%	+3.0%	+5.9%	+3.9%	+4.4%	+3.5%

※ Excluding 21 franchise stores

Looking first at sales for UNIQLO Japan over the three months from March to May 2011, same-store sales contracted 1.9% year on year, but overall sales actually expanded 0.7% with 32 more directly run stores operating in the third quarter compared to the previous year.

Sales fell off dramatically in March in the wake of the major earthquake and tsunami that hit Northeast Japan on March 11.

In the immediate aftermath of the earthquake, 160 UNIQLO stores were forced to close temporarily. However, the majority of stores were able to reopen for business the following day, leaving 14 UNIQLO still temporarily closed at the end of March. As of July 14, only 4 UNIQLO stores remain closed and two of those are scheduled to reopen for business soon.

Sales expanded in April as rising temperatures in the early and latter part of the month boosted sales of summer goods, and our first advertising campaigns for chino and cargo, and UV-Cut garments proved effective.

In May, we enjoyed a buoyant Golden Week holiday season, and our UNIQLO Anniversary celebration promotion at the end of the month also boosted sales. However, the persistent cool weather throughout the month dampened sales marginally for the month as a whole.

Over the three months from March to May, average customer spending increased by 4.4% year on year as strong sales of chino and cargo pants boosted the average price of items purchased, and strong sales of highly functional innerwear such as Sarafine and Silky Dry boosted the number of items purchased.

As already announced, same-store sales increased 3.9% year on year in June as warmer weather toward the end of the month boosted sales of summer garments, and Super Cool Biz-related items also sold well.



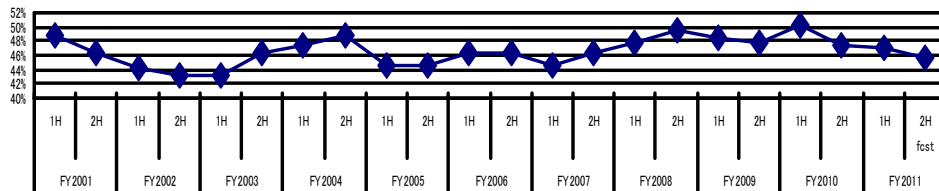
UNIQLO Japan: Gross Profit Margin

3Q
(March-May) **Gross profit margin 48.3%** (-0.5p y/y)
(Down 3.0p in real terms excl. impact of accounting practice change)

- Higher cotton and other raw material prices -1.7p
- More and greater price adjustments -1.3p

(including -0.7p from higher-than-expected liquidation of spring inventory following March 11 earthquake)

Gross Profit Margin (using former accounting method)



※ The portion of product storage and warehouse-to-store costs previously accounted under cost of sales has been standardized as an SG&A expense from fiscal 2011.

Let us move on now to the gross profit margin at UNIQLO Japan for the March to May 2011 quarter which fell 3.0 points year on year in real terms after extracting the impact of changes in accounting practice.

From the start, we had expected rising prices of cotton fiber and other raw materials to reduce the gross profit margin by 1.7 points.

In addition, an increase in price adjustments in the third quarter this year reduced the gross profit margin by a further 1.3 points. Of that 1.3 points, 0.7 point was due to the need to discount more heavily than planned on spring garments in the wake of the March 11 earthquake.

UNIQLO Japan: SG&A

3Q
(March-May) **SG&A ratio 33.6%** (+1.5p y/y)
(Down 1.2p in real terms excl. impact of accounting practice change)

- **SG&A total fell approximately ¥1.0bln below plan thanks to effective cost-cutting drive**
- **SG&A ratio down 1.2p in real terms**
 - Advertising & Promotion -0.7p**
 - Personnel -0.7p**
 - Store rents +0.2p (due to fall in same-store sales)**

※ The portion of product storage and warehouse-to-store costs previously accounted under cost of sales has been standardized as an SG&A expense from fiscal 2011.

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The SG&A to net sales ratio for the three months to May 2011 fell 1.2 points year on year in real terms, after extracting the impact of changes in accounting practice.

The cost-cutting measures which we have been implementing since the beginning of the business year continued to boost efficiency, and, once again, we were able to reduce total SG&A expenses by approximately ¥1.0bln more than initially planned in the third quarter.

The 1.5-points fall in the SG&A to net sales ratio breaks down into a 0.7-point fall in the advertising and promotion ratio and a 0.7-point fall in the personnel ratio. The store rent ratio increased 0.2 point as same-store sales contracted over the quarter.



UNIQLO Intl: Sep. 2010 to May 2011

3Q (March-May) **Stellar performance centered on Asia**

- **China & Hong Kong:** Double-digit same-store sales growth, large gains in sales & income
- **South Korea:** Double-digit same-store sales growth after chino & cargo TV commercial
- **Taiwan:** Strong sales from first store, operation set to post a profit in its first year
- **Singapore & Malaysia:** Strong performance as planned, 7 stores now operating
- **U.S.:** Double-digit sales growth at New York Soho global flagship
- **France:** Paris Opera global flagship performing well and to plan
- **U.K. & Russia:** Both operations fell short of plan

Billions of yen

		Nine months to May 2011 (Sep. 2010 – May 2011)			Three months to May 2011 (Mar. 2011 - May 2011)		
		Actual	Prev. yr	y/y	Actual	Prev. yr	y/y
UNIQLO International	Net sales	73.6	58.6	+25.7%	23.4	18.1	+29.4%
	Operating income	9.7	6.5	+49.6%	1.8	0.6	+202.8%
	(to net sales)	13.2%	11.1%	+2.1p	7.8%	3.3%	+4.5p

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Next, I would like to turn to our UNIQLO International operation which generated significant gains in both sales and profit in the nine months to May 2011. Over that period, sales increased 26.7% to ¥73.6bln and operating income increased 49.6% to ¥9.7bln. In the three months from March through May 2011, UNIQLO International sales increased by 29.4% year on year to ¥23.4bln and operating income increased considerably from ¥0.6bln in the March to May 2010 quarter to ¥1.8bln in the March to May 2011 quarter.

As expected, the UNIQLO operation in China and Hong Kong reported a significant gain in both sales and income in the three months to May on the back of double-digit growth in sales.

The UNIQLO operation in South Korea produced large rises in both sales and income. Sales there also maintained a double-digit pace of growth with the TV commercial for chino and cargo pants, aired in April, proving effective.

Sales at our first store in Taiwan have remained extremely strong since the store's opening in October. We now estimate the UNIQLO Taiwan operation could post a profit in its first financial year of operation.

The operation in Singapore and Malaysia continued to perform favorably with the network there now expanded to 7 stores.

Our operation in the United States performed favorably and to plan, with the New York Soho global flagship store maintaining its double-digit pace of sales growth. Preparations are proceeding smoothly for the opening this fall of another global flagship store, this time on New York's prominent Fifth Avenue, and a megastore on New York 34th Street, the city's most lucrative shopping district.

Our operation in France also performed favorably and to plan, with strong sales generated by the Paris Opera global flagship store.

Operations in the United Kingdom and Russia fell short of target.

3Q
(March-May)

Theory continues strong

- US Theory far exceeds target, Japan produces steady profit
- Comptoir des Cottonniers falls short of target, profit down
- Princesse tam.tam performs to plan
- Same-store sales turn up at g.u. as new flagship store boosts brand recognition.

Flagship store opening costs knock g.u. profit lower

Billions of yen

		Nine months to May 2011 (Sep. 2010 - May 2011)			Three months to May 2011 (Mar. 2011 - May 2011)		
		Actual	Prev. yr	y/y	Actual	Prev. yr	y/y
Global Brands	Net sales	94.4	93.7	+0.7%	30.6	30.7	▲0.3%
	Operating income (to net sales)	7.9 8.4%	7.4 8.0%	+6.3% +0.4p	2.7 9.1%	2.8 9.1%	▲0.4% +0.0p

※ Fiscal 2010 data have been included in new categories in this slide.

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Moving on now to the Global Brands segment, which generated a 0.7% increase in sales to ¥94.4bln in the nine months through May 2011, and a 6.3% increase in operating income to ¥7.9bln for the same period.

In the three months to May 2011, sales slipped 0.3% year on year. However, this was due to the decision to withdraw all women's fashion brands developed by Cabin by end February.

Following on from the extremely strong performance in the first half through February 2011, our Theory operation in the United States continued to outperform, generating considerable gains in both sales and income in the three months from March through May 2011. Our Theory operation in Japan managed to maintain sales and income at previous year levels despite the adverse impact from the March 11 earthquake.

Same-store sales for our French women's fashion label, Comptoir des Cottonniers, slipped marginally in the three months through May 2011. Operating income shrank and failed to meet our target.

Our French lingerie brand, Princesse tam.tam, performed broadly to plan in the third quarter.

Same-store sales at our low-priced g.u. casualwear operation began rising from April, with brand awareness boosted by the opening of two flagship stores: the g.u. Shinsaibashi Store in November 2010 and the g.u. Ikebukuro East Entrance Store in April 2011. However, operating income at g.u. is likely to contract over the full business year as costs associated with the opening of the two flagship stores are absorbed.

Group: Balance Sheet at end May 2011

Billions of yen

	End May. 2010	End Aug. 2010	End May. 2011	Change
Total assets	509.9	507.2	536.0	+26.1
Current assets	344.4	345.6	370.2	+25.8
Fixed assets	165.4	161.6	165.8	+3
Liabilities	194.9	219.3	206.5	+11.5
Net assets	314.9	287.9	329.4	+14.5

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Next, I would like to take you through our balance sheet as it stood at end May 2011.

Compared to end May 2010, current assets increased by ¥25.8bln and fixed assets increased by ¥0.3bln, generating an increase in total assets of ¥26.1bln to ¥536.0bln.

I will run through the main details on the balance sheet in the next slide.

Increase in cash, equivalents & marketable securities

+ ¥8.0bln (¥207.9bln ⇒ ¥216.0bln)

Due to increased cash flow at UNIQLO Japan

Increase in inventory **+ ¥4.0bln (¥71.6bln ⇒ ¥75.7bln)**

UNIQLO Japan - ¥2.0bln (¥50.8bln ⇒ ¥48.7bln)

Change in accounting practice - ¥2.3bln

Control of spring inventory, etc. - ¥2.7bln

Increase of 32 new stores + ¥1.5bln

Build up of summer inventory + ¥1.5bln

UNIQLO International & Global Brands

New store openings & expanding sales + ¥6.0bln

Cash and cash equivalents as well as marketable securities increased by ¥8.0bln year on year to ¥216.0bln due to an increase in operating cash flow at UNIQLO Japan.

Total inventory increased by ¥4.0bln to ¥75.7bln.

However, inventory at UNIQLO Japan contracted ¥2.0bln to ¥48.7bln at the end of May 2011 compared to end May 2010.

Of that total, changes in accounting practice reduced UNIQLO Japan inventory by ¥2.3bln and control of spring inventory reduced inventory by ¥2.7bln. Conversely, an increase of 32 new stores boosted UNIQLO Japan inventory by ¥1.5bln and an accumulation of summer inventory added approximately ¥1.5bln.

Inventory levels increased at both UNIQLO International and Global Brands as the number of UNIQLO International stores increased and the Theory and g.u. operations continued to expand performance.

Group: Cash Flow (Sep. 2010-May 2011)

Billions of yen

	Yr. to Aug. 2010 1Q-3Q	Yr. to Aug. 2011 1Q-3Q	Comment
Net cash provided by operating activities	+819	+610	
Net income before taxes and other adjustments	+1,174	+877	UNIQLO Japan profit gain/loss
Depreciation allowance, goodwill amortization	+143	+198	
Working capital	▲71	▲92	Change in total accounts receivable, inventory assets & accounts payable
Payment/refund of corporation tax, etc	▲447	▲445	
Net cash used in investment activities	▲160	▲194	
Expenditure on acquisition of tangible assets	▲121	▲122	Related to new store openings
Expenditure on acquisition of intangible assets	▲23	▲62	System investment
Net cash used in financing activities	▲266	▲257	
Dividend payout	▲202	▲213	FY2010 year-end dividend of 115 yen per share, FY2011 interim dividend 95 yen per share
Increase in cash & equivalents	372	155	
Cash & equivalents period start	1,695	2,004	
Cash & equivalents period end	2,067	2,159	

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I would now like to explain our cash flow position for the nine months from September through May 2011.

We enjoyed a net cash inflow of ¥61.0bln from operating activities thanks to the profit contribution from UNIQLO Japan.

Outlays on investment activities totaled ¥19.4bln in the nine months through May 2011. Of this total, ¥12.2bln was spent on acquisition of tangible assets as the number of UNIQLO stores increased both inside and outside of Japan, and ¥6.2bln was spent on acquisition of intangible assets such as systems investment.

Consolidated capital expenditure totaled ¥25.1bln in the nine months through May 2011, with UNIQLO Japan accounting for ¥9.0bln of that total.

Spending on financing activities totaled ¥25.7bln in the nine months through May 2011, ¥21.3bln of which was used for dividend payments.

As a result of the above, the balance of cash and cash equivalents increased to ¥215.9bln at end May 2011.

Group: FY2011 Forecasts

Business estimates unchanged

Billions of yen

	Yr to Aug. 2010	Yr to Aug. 2011	
	Actual	Estimate	y/y
Net sales (to net sales)	814.8 100.0%	836.0 100.0%	+2.6%
Gross profit (to net sales)	420.8 51.7%	432.5 51.7%	+2.8% +0.0p
SG&A (to net sales)	288.5 35.4%	311.0 37.2%	+7.8% +1.8p
Operating income (to net sales)	132.3 16.2%	121.5 14.5%	▲8.2% ▲1.7p
Ordinary income (to net sales)	123.7 15.2%	116.5 13.9%	▲5.8% ▲1.3p
Extraordinary profit and loss	▲6.8	▲12.0	+74.2%
Net income (to net sales)	61.6 7.6%	60.0 7.2%	▲2.7% ▲0.4p

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From here, I would like to talk about our business estimates for the full year through end August 2011.

We have made no changes to our most recent full-year forecasts, announced on April 7, for consolidated sales of ¥836.0bln, operating income of ¥121.5bln and ordinary income of ¥116.5bln.

Profit forecast to rise in 2H

Billions of yen

	Yr to Aug. 2010		Yr to Aug. 2011			
	Total Actual	2H Actual	Total Estimate	y/y	2H Estimate	y/y
Net sales <small>(to net sales)</small>	615.1 100.0%	248.2 100.0%	608.0 100.0%	▲1.2%	265.8 100.0%	+7.1%
Gross profit <small>(to net sales)</small>	302.6 49.2%	117.8 47.5%	299.5 49.3%	▲1.0% (+0.1p)	129.9 48.9%	+10.3% (+1.4p)
SG&A <small>(to net sales)</small>	174.9 28.4%	82.5 33.3%	190.5 31.3%	+8.9% (+2.9p)	91.3 34.4%	+10.7% (+1.1p)
operating incom <small>(to net sales)</small>	127.7 20.8%	35.2 14.2%	109.0 17.9%	▲14.6% (▲2.9p)	38.6 14.5%	+9.5% (+0.3p)

※ Fiscal 2010 data have been included in new categories in this slide.

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Our full-year forecasts for UNIQLO Japan also remain unchanged from the April 7 announcement.

As I explained when going through the actual performance at UNIQLO Japan for the third quarter, net sales for the three months to May 2011 came in approximately ¥3.0bln below target, and operating income fell approximately ¥1.0bln short of target.

However, with sales of summer goods picking up strongly as the weather gets hotter, and Super Cool Biz-related items selling particularly well, we believe we can still achieve the predicted expansion in profits over the six months to August 2011. We estimate operating income will rise 9.5% year on year to ¥38.6bln over that six-month period.

UNIQLO Intl: large rise in sales and profit Global Brands: further profit expansion

Billions of yen

		Yr to Aug. 2010	Yr to Aug. 2011	
		Actual	Estimate	y/y
UNIQLO Japan	Net sales	615.1	608.0	▲1.2%
	Operating income (to net sales)	127.7 20.8%	109.0 17.9%	▲14.6% ▲2.9p
UNIQLO International	Net sales	72.7	100.0	+37.4%
	Operating income (to net sales)	6.3 8.7%	10.0 10.0%	+57.1% +1.3p
Global Brands	Net sales	125.2	125.0	▲0.2%
	Operating income (to net sales)	7.8 6.3%	8.5 6.8%	+8.3% +0.5p

※ Fiscal 2010 data have been included in new categories in this slide.

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We have made no revisions to our full-year forecasts for UNIQLO International and Global Brands.

For the full business year through August 2011, we expect our UNIQLO International operation to generate further significant gains in both sales and profit, and we expect profits from our Global Brands segment to continue to expand.

We have maintained our annual dividend estimate for the year to August 2011. We predict an annual dividend of 180 yen per share, including the interim dividend of 95 yen per share already paid.

**Sep. 2011: First store opens in Thailand
Taipei global flagship store**
**Fall 2011: NY 5th Avenue global flagship
Seoul Myongdong global flagship
New York 34th Street megastore**



New York Fifth Avenue Store (Global Flagship store)



New York 34th Street Store (Megastore)

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Finally, I would like to tell you about our plans for expansion in the fall, namely the opening of new global flagship stores, and a new national operation.

Regarding new national operations, we plan to open our first store in Thailand in September 2011.

We are also planning to open a series of global flagship stores in major cities around the world.

In September, we will first open a global flagship store in Taipei.

Next, we are scheduled to open global flagship stores on New York's Fifth Avenue, and in Myongdong, Seoul this fall. To accompany the opening of the new global flagship store in New York, we will also open a megastore on New York 34th Street, the city's most lucrative shopping district.

In our aim to further expand operations worldwide, we plan to accelerate new store openings at UNIQLO International from fiscal 2012 onward.

That completes this presentation on the Fast Retailing Group's performance for the nine months to May 2011, and our business estimates for the year through August 2011. The subsequent slides are provided for your reference.

Thank you.

FY2011 Dividend Estimates

	Dividend per share		
	Mid-term	Yr-end	Annual
Year to Aug.2009	75yen	85yen	160yen
Year to Aug.2010	115yen	115yen	230yen
Yr to August(Estimate)	95yen	85yen	180yen

Dividend totals are subject to change in the case of large fluctuations in business performance or access to funds.

Store Plans by Group Company

[Units: Stores]	Yr 2010 Actual Yr-end	Yr to Aug. 2011							
		3Q (Sep. - May.) Actual				Forecast			
		Open	Close	Change	End May	Open	Close	Change	End Aug
UNIQLO Operations	944	96	27	+69	1,013	106	30	+76	1,020
UNIQLO Japan	808	57	23	+34	842	60	24	+36	844
Own stores	788	56	23	+33	821	59	24	+35	823
Large-scale	102	26	0	+26	128	27	0	+27	129
Standard and others	686	30	23	+7	693	32	24	+8	694
Franchise stores	20	1	0	+1	21	1	0	+1	21
UNIQLO International	136	39	4	+35	171	46	6	+40	176
China	54	18	1	+17	71	24	1	+23	77
Hong Kong	13	2	1	+1	14	3	1	+2	15
Taiwan	-	1	0	1	1	1	0	+1	1
Korea	48	11	0	+11	59	11	1	+10	58
Singapore	3	2	0	+2	5	2	0	+2	5
Malaysia	-	2	0	+2	2	2	0	+2	2
UK	14	1	1	0	14	1	2	▲1	13
USA	1	0	0	0	1	0	0	0	1
France	2	0	1	▲1	1	0	1	▲1	1
Russia	1	2	0	+2	3	2	0	+2	3
Footwear	90	0	16	▲16	74	0	90	▲90	0
g.u.	115	40	6	+34	149	40	7	+33	148
Cabin	197	0	197	▲197	0	0	197	▲197	0
Theory	326	59	11	+48	374	61	11	+50	376
Comptoir des Cotonniers	371	19	3	+16	387	19	3	+16	387
Princesse tam.tam	160	1	4	▲3	157	1	4	▲3	157
Total	2,203	215	264	▲49	2,154	227	342	▲115	2,088

※ Including
franchise
stores

**Reference****Forex, Capex, Depreciation, Goodwill Amortization****Applicable exchange rates**

	Yen				
	1USD	1EUR	1GBP	1RMB	100KRW
Yr to Aug. 2011 9 mths average to May. 2011	82.8	112.8	131.4	12.5	7.3
Yr to Aug. 2010 9 mths average to May. 2010	90.9	126.3	142.5	13.4	7.8
Yr to Aug. 2011 Exchange rate full year to Aug. 2011 (Estimate)	85.0	110.0	130.0	13.0	8.0
Yr to Aug. 2010 Exchange rate full year to Aug. 2010 (Actual)	89.8	122.1	140.2	13.2	7.7

Capex, depreciation and goodwill amortization

	Billions of yen		
	Capital spending	Depreciation	Goodwill amortization
Yr to Aug. 2011 9 mths to May. 2011 (Actual)	25.1	14.8	4.9
Yr to Aug. 2010 9 mths to May. 2010 (Actual)	19.9	8.7	5.6
Yr to Aug. 2011 Full year (Estimate)	28.0	19.0	6.5
Yr to Aug. 2010 Full year (Actual)	28.0	12.2	7.5

※ A one-time depreciation of ¥4.0bln for fixed assets is included in the estimated and actual depreciation allowance for the year to August 2011. As a result, depreciation costs totaled ¥7.5bln in the first quarter (Sep.-Nov. 2010) and ¥11.0bln in the second quarter (Dec. 2010-Feb. 2011).

FR Operations by Business Category

Group business categories through FY2010

Segment	Operation
UNIQLO Japan	UNIQLO operation in Japan
UNIQLO International	UNIQLO operations outside Japan
Japan Apparel	G.U.
	Footwear
	CABIN
Global Brands	Theory
	COMPTOIR DES COTONNIERS
	PRINCESSE TAM.TAM

Group business categories from FY2011

Segment	Operation
UNIQLO Japan	UNIQLO operation in Japan
	Footwear★
UNIQLO International	UNIQLO operations outside Japan
Global Brands	Theory
	COMPTOIR DES COTONNIERS
	PRINCESSE TAM.TAM
	G.U. ★

※ Cabin Co., Ltd. merged with Link Theory Japan Co., Ltd. effective September 1, 2010. Cabin operations from fiscal 2011 will be included in the Global Brands category.

※ Our footwear operation merged with UNIQLO Co., Ltd. on April 1, 2010.

★ Indicates operations that have changed category. 22



Reference

UNIQLO Japan: Forecast Assumptions

	Yr to Aug. 2010 Actual (Former standard)	Yr to Aug. 2011 (Former standard)		Yr to Aug. 2011 (New standard)	
		Estimate	y/y	Estimate	y/y
Net sales	615.1 ¥b ln			618.0 ¥b ln	▲1.2%
Same-store growth (Full year, Only UNIQLO)	+4.7%			-4.7%	▲9.7p
1H	+13.1%			-9.8%	▲23.0p ...
2H	-6.4%			+3.0%	+9.4p ...
Gross margin (Full year)	49.2%	46.0%	-3.6p	49.0%	+0.1p ...
1H	50.4%	46.2%	-4.3p	49.0%	▲0.9p ...
2H	47.5%	45.8%	-2.4p	48.9%	+1.4p ...
SG&A ratio (Full year)	28.4%	29.2%	+0.2p	32.2%	+2.9p ...
1H	25.2%	27.5%	+1.7p	30.4%	+3.8p ...
2H	33.3%	31.4%	-2.6p	34.5%	1.1p ...

※ The portion of product storage and warehouse-to-store costs previously accounted under cost of sales has been standardized as an SG&A expense from fiscal 2011. 23

Group: 3Q Extraordinary Losses

Extraordinary losses ¥12.0bln
¥9.6bln in lump-sum losses due to changes in accounting procedure including:

Logistic costs	¥2.6bln
Amount equivalent to distribution and product storage cost accounted as inventory expenses as of end August 2010. (To unify accounting procedure for distribution and product storage costs)	
Fixed asset depreciation allowance	¥4.0bln
The total to date. (To unify accounting procedure at group level)	
Asset retirement obligations	¥2.9bln
The total to date. (In accordance with accounting standards introduced)	
<u>¥2.4bln other extraordinary losses</u>	
Business closure loss provisioning	¥0.8bln
Related to closure of footwear specialty stores	
Disaster-related loss	¥0.7bln
Related to March 11 earthquake in Northeast Japan	