FAST RETAILING

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Fast Retailing Results for the Six Months to February 2012 & Estimates for Fiscal 2012

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My name is Takeshi Okazaki and I am group senior vice president and CEO at Fast Retailing.

I would like to run through the Fast Retailing Group's business performance over the first half of fiscal 2012, or the six months from September 2011 through February 2012, and our estimates for the full business year to end August 2012.

Contents

A note on the display of group operations in this documentation
Group operations are outlined below

Starting from the business year ending August 2012
UNIQLO Japan: UNIQLO Co., Ltd.
UNIQLO International: All UNIQLO operations outside of Japan
Global Brands: Includes Theory, Comptoir des Cotonniers, Princesse tam.tam., and g.u.

Through 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 Cotonniers, Princesse tam.tam., g.u. and Cabin

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.

Group: Six Months Through Feb. 2012

Net sales: ¥525.5bln (+14.9% y/y)
Operating income: ¥91.7bln (+11.8% y/y)
Ordinary income: ¥93.5bln (+20.5% y/y)

Billions of Yen

	Yr to Aug. 2011 (6 mths to Feb. 2011)	Yr to Aug. 2012 (6 mths to Feb. 2012)			
	Actual	Latest est. (Jan.12)	Actual	y/y	v.latest est.
Net sales	457.3	521.0	**525.5**	+14.9%	+0.9%
(to net sales)	100.0%	100.0%	100.0%		
Gross profit	238.4	262.0	**268.4**	+12.6%	+2.5%
(to net sales)	52.1%	50.3%	51.1%	-1.0p	+0.8p
SG&A	156.3	179.5	**176.7**	+13.0%	-1.5%
(to net sales)	34.2%	34.5%	33.6%	-0.6p	-0.9p
Operating income	82.0	82.5	**91.7**	+11.8%	+11.2%
(to net sales)	17.9%	15.8%	17.5%	-0.4p	+1.7p
Ordinary income	77.6	80.0	**93.5**	+20.5%	+16.9%
(to net sales)	17.0%	15.4%	17.8%	+0.8p	+2.4p
Net income	41.6	45.5	**57.7**	+38.7%	+27.0%
(to net sales)	9.1%	8.7%	11.0%	+1.9p	+2.3p

Breaking down the consolidated performance of the Fast Retailing Group over the six months through February 2012, consolidated sales increased 14.9% year on year to ¥525.5bln, operating income rose 11.8% year to ¥91.7bln, ordinary income expanded 20.5% to ¥93.5bln and net income increased 38.7% to ¥57.7bln.

The next slide runs through the main factors underlying this performance.

Group: 1H Rise in Sales and Income

Net sales ¥525.5bln (+14.9% y/y, or ¥68.1bln)
- UNIQLO International + ¥34.5bln
- UNIQLO Japan + ¥22.4bln
- Global Brands + ¥11.0bln

Gross profit to net sales ratio 51.1% (-1.0p y/y)
- UNIQLO Japan -1.3p

SG&A to net sales 33.6% (-0.6p y/y)
- Cost-cutting measures at UNIQLO Japan and Fast Retailing

Operating income ¥91.7bln, operating income margin 17.5% (-0.4p y/y)

Ordinary income ¥93.5bln, ordinary income margin 17.8% (+0.8% y/y)
- ¥6.1bln year-on-year reduction in non-operating income and expenditure

Net income ¥57.7bln, up 38.7% y/y
- v. 2011 when extraordinary loss of ¥9.6bln was reported in relation to changes in accounting practice

I would like to talk first about consolidated sales which increased by 14.9% or ¥68.1bln to ¥525.5bln in the first half of fiscal 2012. This figure breaks down into a ¥34.5bln increase in sales from UNIQLO International, a ¥22.4bln increase from UNIQLO Japan and a ¥11.0bln increase from our Global Brands segment.

The gross profit to net sales ratio fell1.0 point to 51.1%, mainly due a 1.3-point contraction in the gross margin at UNIQLO Japan.

The SG&A to net sales ratio fell 0.6 point to 33.6% in the first half thanks to the implementation of further cost cutting measures at the UNIQLO Japan operation and the Fast Retailing holding company.

As a result of the above factors, consolidated operating income in the first half totaled ¥91.7bln, and the operating income margin contracted 0.4 point year on year to 17.5%.

Consolidated ordinary income in the first half totaled ¥93.5bln and the ordinary income margin increased 0.8 point year on year to 17.8%.
This improvement in the ordinary income margin was due to a ¥6.1bln reduction in non-operating income and expenditure as foreign exchange valuations changed from a ¥3.8bln loss in the first half of fiscal 2011 to a ¥1.6bln gain in the first half of fiscal 2012.

Net income increased by 38.7% year on year to ¥57.7bln. This considerable increase in net income was due mainly to the comparison of data against the previous year when an extraordinary loss of ¥9.6bln was reported in relation to changes in accounting practice.

1H Breakdown by Group Operation

Billions of Yen

		Yr to Aug. 2011 (6 mths to Feb. 2011) Actual	Yr to Aug. 2012 (6 mths to Feb. 2012) Actual	y/y
UNIQLO Japan ※1	Net sales	342.1	**364.5**	+6.6%
	Operating income	70.3	**72.2**	+2.7%
	(to net sales)	20.6%	19.8%	-0.8p
UNIQLO International	Net sales	50.2	**84.8**	+68.8%
	Operating income	7.8	**11.4**	+45.1%
	(to net sales)	15.7%	13.5%	-2.2p
Global Brands	Net sales	63.7	**74.8**	+17.4%
	Operating income	5.1	**7.9**	+53.0%
	(to net sales)	8.1%	10.6%	+2.5p

※1 In addition to the categories listed above, consolidated sales also includes sales generated by the holding company, Fast Retailing Co., Ltd. and consolidated operating income also includes operating income and goodwill amortization generated by Fast Retailing Co., Ltd.

※2 UNIQLO Japan: Sales of ¥2.7bln and an operating loss of ¥0.8bln from the footwear operation are included in the first half figures for fiscal 2011 from Sep. 2010 through Feb. 2011.
However, all specialty footwear stores were closed by end August 2011, so they are not included in the fiscal 2012 figures.

Slide number 5 displays the breakdown of net sales and operating income for the six months to February 2012 by group operation.

UNIQLO Japan sales totaled ¥364.5bln, and operating income ¥72.2bln. UNIQLO International reported sales of ¥84.8bln and operating income of ¥11.4bln. Global Brands generated sales of ¥74.8bln and operating income of ¥7.9bln.

As you can see, the contribution to consolidated performance from UNIQLO International continues to increase.

Compared to our recent estimates announced on January 12, 2012, operating income exceeded our forecasts across the board, coming in ¥4.2bln above target at UNIQLO Japan, ¥1.5bln above target at UNIQLO International and ¥0.5bln above target at Global Brands.

In addition, operating income also exceeded our target at the Fast Retailing holding company by ¥3.0bln in the first half. This was due mainly to increased royalties from subsidiary firms experiencing buoyant sales growth, and also some internal cost cutting measures.

UNIQLO Japan: Sep. 2011 to Feb. 2012

1H rise in sales and income

Sales ¥4.5bln, OP ¥4.2 above latest forecast

Billions of Yen

	Yr to Aug. 2011 (6 mths to Feb. 2011)	Yr to Aug. 2012 (6 mths to Feb. 2012)			
	Actual	Latest est (Jan. 14)	Actual	y/y	v.latest est.
Net sales	342.1	**360.0**	**364.5**	+6.6%	+1.3%
(to net sales)	100.0%	100.0%	100.0%		
Gross profit	169.5	**172.5**	**175.8**	+3.7%	+1.9%
(to net sales)	49.5%	47.9%	48.2%	-1.3p	+0.3p
SG&A	99.1	**104.5**	**103.5**	+4.5%	-0.9%
(to net sales)	29.0%	29.0%	28.4%	-0.6p	-0.6p
Operating profit	70.3	**68.0**	**72.2**	+2.7%	+6.2%
(to net sales)	20.6%	18.9%	19.8%	-0.8p	+0.9p

From among our group operations, let's first look at UNIQLO Japan.

The UNIQLO Japan operation reported a rise in both sales and income in the first half of fiscal 2012. Sales expanded 6.6% year on year to ¥364.5bln and operating income expanded 2.7% year on year to ¥72.2bln.

Compared to our January 12 business estimates, UNIQLO Japan outperformed in a number of areas with sales exceeding target by ¥4.5bln, SG&A expenses ¥1.0bln lower than planned and operating income ¥4.2bln above target.

I will explain these individual factors in more detail in the subsequent slides.

UNIQLO Japan: Overall Sales

1H sales ¥364.5bln (+6.6% y/y)

828 UNIQLO directly run stores (excluding 21 franchise stores) at end February 2012 (up 24 v. end Feb. 2011)

Same-store sales +2.3% y/y
(customer numbers -4.9%, average customer spending +7.6%)

- **Cold weather from December boosted sales of HEATTECH and other winter items.**
- **Average customer spending up on strong sales of comparatively expensive Ultra Light Down, warm pants and micro fleece items**

Same-store sales	1Q	Dec.	Jan.	Feb.	2Q	1H Cum.	Mar.
Net sales	-4.0%	+14.2%	+7.9%	+1.2%	+10.1%	+2.3%	+5.1%
Customer nos.	-9.6%	+2.4%	-1.5%	-2.2%	+0.3%	-4.9%	+2.4%
Avg. purchase	+6.2%	+11.6%	+9.5%	+3.5%	+9.8%	+7.6%	+2.7%

Looking at UNIQLO Japan's sales performance, sales expanded 6.6% year on year in the first half as the total number of stores expanded by 24 to 828 stores and same-store sales also increased 2.3% year on year.

The 2.3% increase in same-store sales breaks down into a fall of 4.9% in customer numbers offset by a 7.6% increase in average customer spending.

Sales of HEATTECH and other winter items picked up strongly from December onwards when the weather turned cold and that led to a significant gain in same-store sales of 10.1% in the second quarter from December 2011 through February 2012.

The increase in average customer spending was due mainly to rising sales of comparatively expensive core winter items such as Ultra Light Down, warm pants and micro fleece loungewear. In addition, we attained our HEATTECH sales target of 100 million units worldwide.

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UNIQLO Japan: Gross Profit Margin

1H gross profit margin 48.2% (-1.3p y/y)

Exceeds latest estimate by 0.3p

Gross profit margin falls year on year

- Higher cotton and raw materials costs, factory processing fees
- Sought to draw customers with more HEATTECH limited-period sales

Gross profit margin exceeds recent estimate

- Cold weather from December onwards boosted sales of core winter items, facilitating a firmer than expected control over price discounting.

The gross profit margin at UNIQLO Japan contracted 1.3 points year on year to 48.2% in the first half. However, this margin actually exceeded our January 12 estimate by 0.3 point.

Higher cotton and raw materials costs and higher factory processing fees contributed to the fall in the first half gross margin. Our decision to attract customers with more frequent HEATTECH limited-period sales also dampened the gross profit margin.

On the other hand, the first-half gross profit margin exceeded our recent estimate as the cold weather from December boosted sales of core winter items and enabled us to keep price discounts in check.

UNIQLO Japan: SG&A

1H SG&A ratio 28.4% (-0.6p y/y)
SG&A costs ¥1.0bln below recent estimate

Billions of Yen

	Yr to Aug. 2011 (6 mths to Feb. 2011)		Yr to Aug. 2012 (6 mths to Feb. 2012)			
	Actual	(%sales)	Actual	(%sales)	y/y	(%sales)
SG&A Total	99.1	29.0%	103.5	28.4%	+43	-0.6p
Personal	29.8	8.7%	29.0	8.0%	-7	-0.7p
A&P	14.6	4.3%	15.1	4.2%	+4	-0.1p
Store rents	21.3	6.2%	23.3	6.4%	+19	+0.2p
Depreciation	2.9	0.9%	3.3	0.9%	+3	+0.0p
Other	30.2	8.9%	32.5	8.9%	+22	+0.0p

The UNIQLO Japan SG&A ratio improved 0.6 point in the first half to 28.4%. This represents a ¥1.0bln cut in SG&A expenses compared to the January 12 business estimate.

Our decision to transfer some personnel from the Production Department to China from this business year reduced total personnel costs for UNIQLO Japan and the personnel ratio by 0.7 point. However, a similar amount was transferred to the other costs column as outsourcing expenses.

Within the other costs category, we were able to reduce transportation and warehousing costs, and outsourcing costs.

UNIQLO Intl: Sep. 2011–Feb. 2012 (1)

Large gains in sales and income

Operating income outperforms by ¥1.5bln

53 new stores in 1H, total 234 stores at end Feb. 2012

Operating income margin down 2.2p due to greater cost burden when opening global flagship stores

1Q: -5.2p due to opening costs for 3 global flagship stores
2Q: +1.1p

Billions of Yen

		Yr to Aug. 2011 (6 mths to Feb. 2011) Actual	Yr to Aug. 2012 (6 mths to Feb. 2012) Actual	y/y
UNIQLO International	Net sales	50.2	84.8	+68.8%
	Operating income	7.8	11.4	+45.1%
	(to net sales)	15.7%	13.5%	−2.2p

Let me move on now to our UNIQLO International operation which generated considerable gains in both sales and income in the six months from September 2011 through February 2012. UNIQLO International sales expanded by a significant 68.8% year on year to ¥84.8bln and operating income rose 45.1% to ¥11.4bln. In fact, that operating income figure exceeded our latest business estimate by ¥1.5bln.

In the first half of fiscal 2012, UNIQLO International opened 55 new stores and closed two stores. Including this net addition of 53 new stores, the total number of stores increased to 234 at end February.

UNIQLO International's operating income contracted 2.2 points year on year to 13.5% in the first half. This was due to a fall of 5.2 points in the operating margin in the first quarter from September to November 2011 as the segment absorbed heavier costs relating to the opening of three global flagship stores. Operating income actually increased 1.1 points in the second quarter from December 2011 through February 2012 when the burden of new store opening costs eased.

UNIQLO Intl: Sep. 2011–Feb. 2012 (2)

China & Hong Kong: Exceeds estimates with large gains in both sales and income. 34 new stores open, double-digit same-store sales growth continues

Taiwan: Positive impact from global flagship store and TV ads boost sales beyond forecast

South Korea: Outperforms with global flagship and TV ads fuelling double-digit growth in same-store sales

Singapore & Malaysia: Performing favorably and to plan

Thailand: Generating strong sales with three new stores

U.S.: Reports 1H loss as opening costs for the new global flagship stores are absorbed and sales fall slightly below target at the 34th Street megastore

France: Performs to plan with sales at Paris Opera global flagship store continuing to rise

U.K.: Income drops as both sales and profit come in below target

Russia: Reports a 1H gain on improved profitability

Within the UNIQLO International segment, our China and Hong Kong operations generated impressive gains in both sales and income in the first half. In accordance with our plan, 34 new stores were opened in the region in the first half and same-store sales continued to generate double-digit growth.

Performance from the UNIQLO Taiwan operation exceeded our forecast as the positive impact from the global flagship store and TV advertising helped generate strong sales.

A similar positive impact from the prominent new global flagship store and TV commercials also helped boost sales in South Korea. Same-store sales there continued to post double-digit growth and overall performance came in above target.

Our Singapore and Malaysian operation performed favorably and to plan.

Having opened its first store in Thailand in September 2011, the UNIQLO operation there had expanded to three stores by the end of February 2012, all generating strong sales.

The UNIQLO operation in the United States posted a loss in the first half as costs associated with the opening of new global flagship stores weighed on performance, and sales at the 34th Street megastore fell short of target.

UNIQLO France performed to plan as sales at the Paris Opera global flagship store continued to rise.

In the United Kingdom, profit contracted in the first half as both sales and income fell short of target.

UNIQLO Russia reported a gain in the first half thanks to improved profitability.

Global Brands: Sep. 2011 to Feb. 2012

Sales and income rise

Operating income exceeds ¥0.5bln

Theory: Operating income exceeds target as same-stores sales continue to grow in the U.S. and Japan

g.u.: Operating income far exceeds target as same-store sales expand more than 20%

Comptoir des Cotonniers, Princesse tam.tam: Profit down as operating income falls below target

Billions of yen

		Yr to Aug. 2011 (6 mths to Feb. 2011)	Yr to Aug. 2012 (6 mths to Feb. 2012)	
		Actual	Actual	y/y
Global Brands	Net sales	63.7	74.8	+17.4%
	Operating income	5.1	7.9	+53.0%
	(to net sales)	8.1%	10.6%	+2.5p

Our Global Brands segment generated gains in both sales and income in the first half, with sales rising 17.4% year on year to ¥74.8bln, and operating income rising an impressive 53.0% to ¥7.9bln, exceeding latest estimate by ¥0.5bln.

Our Theory operation generated a higher-than-expected level of operating income in the first half with same-store sales continuing to rise in both Japan and the United States.

Operating income also far exceeded target at our low-priced g.u. casualwear operation with same-store sales expanding by more than 20% year on year.

Profit contracted at our French-based labels, Comptoir des Cotonniers and Princesse tam.tam, as operating income fell short of target.

Group: Balance Sheet at end Feb. 2012

Billions of Yen

	End Feb.2011	End Aug.2011	End Feb.2012	Change
Total Assets	550.3	533.7	608.0	+57.6
Current Assets	388.4	369.9	433.6	+45.1
Fixed Assets	161.8	163.8	174.3	+12.4
Liabilities	227.0	213.8	206.9	−20.1
Net Assets	323.2	319.9	401.0	+77.8

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Next, I would like to take you through our balance sheet as it stood at end February 2012.

Compared to end February 2011, current assets increased by ¥45.1bln and fixed assets increased by ¥12.4bln, generating an increase in total assets of ¥57.6bln to ¥608.0bln.

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

Group: B/S Main Points v. end Feb. 2011

Increase in cash, equivalents & marketable securities +¥47.0bln (¥251.4bln⇒ ¥298.4bln)

Increase in inventory assets +¥12.7bln (¥74.9bln⇒ ¥87.7bln)

UNIQLO Japan - ¥1.2bln

Increase of 24 new stores: + ¥1.0bln
Build up of winter inventory: + ¥0.7bln
Reduction in spring inventory: - ¥2.9bln

UNIQLO International + ¥12.5bln

Store total up 84 over previous year plus new global flagship stores opened

Global Brands + ¥1.5bln

Expansion of g.u. and Theory operations

Increase in tangible assets + ¥16.6bln (¥50.4bln⇒ ¥67.0bln)

UNIQLO Intl: Store total expands by 84, 3 global flagship stores open

Fall in forward exchange contract liability - ¥37.4bln (¥52.1bln⇒¥14.7bln)

UNIQLO Japan Due to decrease in average forward exchange contract rate. Hedge accounting so does not impact P&L

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Cash, cash equivalents and marketable securities rose by ¥47.0bln on the year to ¥298.4bln at the end of February 2012, due to an increase in operating cash flows at UNIQLO Japan and other businesses.

Total inventory rose by ¥12.7bln to ¥87.7bln at the end of February 2012.
Inventory at UNIQLO Japan fell by ¥1.2bln to ¥47.8bln on the year at the end of February 2012. UNIQLO Japan's inventory rose by ¥1.0bln, as 24 new stores opened, while an early build-up of winter items added about ¥0.7bln to our total inventory.
Spring inventory, meanwhile, fell by ¥2.9bln, in line with the company's strategy for the first half, under which it sold winter items to the end of the season.
Inventory levels rose at UNIQLO International by ¥12.5bln, due to a net addition of 84 new stores and the opening of three new global flagships.
Inventory levels also rose in our Global Brands segment by ¥1.5bln, as the expansion of g.u. and Theory drove up inventory levels.

Tangible assets rose by ¥16.6bln on the year at the end of February 2012, in line with a net increase of 84 stores and the opening of three global flagship stores at UNIQLO International.

The weak yen reduced the liability on forward exchange contracts by ¥37.4bln to ¥14.7bln.
We continued to execute the same value and duration of forward exchange contracts as a long-term hedging measure to minimize foreign exchange risks at UNIQLO Japan. However, compared to the rapid rise of the yen over the past few years, recent currency movements have been more settled.
This has considerably narrowed the gap between the foreign exchange spot rate and the average contract rate of our forward contract holdings. This is the reason for the sharp reduction in our forward exchange contract account. Note: This item is subject to hedge accounting and therefore has no impact on the profit and loss position.

Group: Cash Flow at end Feb. 2012

Billions of Yen

		Yr. to Aug 2011 1H cumulative	Yr. to Aug 2012 1H cumulative	Comment
Net cash provided by operating activities		+78.5	+123.7	
	Net income before taxes and other adjustments	+66.7	+92.6	Profit gain/loss by Uniqlo Japan and other operations
	Depreciation allowance, goodwill amortization	+14.3	+11.7	
	Working capital	+9.9	+24.6	Change in total accounts receivable, inventory assets & accounts payable
	Payment/refund of corporation tax, etc	-17.8	-2.7	
Net cash used in investment activities		-12.3	-20.5	
	Expenditure on acquisition of tangible assets	-6.7	-13.6	Related to new store openings
	Expenditure on acquisition of intangible assets	-5.9	-5.3	System investment
Net cash used in financing activities		-15.1	-10.0	
	Dividend payment	-11.7	-8.9	FY2011 year-end dividend of 85 yen per share
Increase in cash & equivalents		+50.9	+96.3	
Cash & equivalents period start		+200.4	+202.1	
Cash & equivalents period end		+251.4	+298.4	

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I would now like to explain our cash flow position for the six months from September 2011 through February 2012.

We enjoyed a net cash inflow of ¥123.7bln from operating activities thanks to the profit contribution from UNIQLO Japan and other operations.

Outlays on investment activities totalled ¥20.5bln in the first half. Of this total, ¥13.6bln was spent on the acquisition of tangible assets and ¥5.3bln was spent on the acquisition of intangible assets such as systems investment.

Consolidated capital expenditure totaled ¥22.4bln in the first half. Capital expenditure for UNIQLO accounted for ¥6.4bln of that total, UNIQLO International ¥9.0bln, Global Brands ¥1.3bln and the Fast Retailing holding company ¥5.5bln.

Spending on financing activities totaled ¥10.0bln in the first half, ¥8.9bln of which was used for dividend payments.

As a result of the above, the balance of cash and cash equivalents stood at ¥298.4bln at end February 2012.

Group: FY2012 Forecasts

Net Sales: ¥941.5bln (+14.8% y/y)
Operating Income: ¥138.0bln (+18.6% y/y)
Ordinary Income: ¥137.5bln (+28.4% y/y)

Billions of Yen

	Yr to Aug. 2011 Actual	Yr to Aug. 2012 Latest est. (Jan.12)	y/y	Yr to Aug. 2012 Revised est. (Apr. 12)	y/y
Net sales	820.3	937.0	+14.2%	**941.5**	+14.8%
(to net sales)	100.0%	100.0%		100.0%	
Gross profit	425.7	478.5	+12.4%	**483.5**	+13.6%
(to net sales)	51.9%	51.1%	▲0.8p	51.4%	▲0.5p
SG&A	309.4	348.0	+12.5%	**345.5**	+11.7%
(to net sales)	37.7%	37.1%	▲0.6p	36.7%	▲1.0p
Operating income	116.3	130.5	+12.1%	**138.0**	+18.6%
(to net sales)	14.2%	13.9%	▲0.3p	14.7%	+0.5p
Ordinary income	107.0	125.5	+17.2%	**137.5**	+28.4%
(to net sales)	13.1%	13.4%	+0.3p	14.6%	+1.5p
Extraordinary gain or loss	−13.2	▲ 4.0	−	▲ 3.0	−
Net income	54.3	70.0	+28.8%	**81.5**	+49.9%
(to net sales)	6.6%	7.5%	+0.9p	8.7%	+2.1p

I would now like to move onto our consolidated estimates for group performance in fiscal 2012, or the full year to the end of August 2012.

To reflect the strong performance in the first half, we have revised up our fiscal 2012 forecast for consolidated sales by ¥4.5bln from ¥937.0bln to ¥941.5bln.

We have revised up our fiscal 2012 estimate for consolidated operating income by ¥7.5bln from ¥130.5bln to ¥138.0bln.

We have revised up our fiscal 2012 estimate for consolidated ordinary income by ¥12.0bln from ¥125.5bln to ¥137.5bln.

We have revised up our fiscal 2012 estimate for consolidated net income by ¥11.5bln from ¥70.0bln to ¥81.5bln.

We now expect income to hit record levels in fiscal 2012 for the first time in two years.

FY2012 Forecast by Group Operation

UNIQLO Japan: revised upward
UNIQLO Intl : unchanged
Global Brands : unchanged

Billions of Yen

		Yr to Aug. 2011 Actual	Yr to Aug. 2012 Revised est. (Jan. 12)	y/y	Yr to Aug. 2012 Revised est. (Apr. 12)	y/y
UNIQLO Japan ※1	Net sales	600.1	629.0	+4.8%	633.5	+5.6%
	Operating income	106.2	106.5	+0.3%	111.0	+4.5%
	(to net sales)	17.7%	16.9%	▲0.8p	17.5%	▲0.2p
UNIQLO International	Net sales	93.7	160.0	+70.7%	160.0	+70.7%
	Operating income	8.9	17.0	+89.9%	17.0	+89.9%
	(to net sales)	9.6%	10.6%	+1.0p	10.6%	+1.0p
Global Brands	Net sales	124.0	145.0	+16.9%	145.0	+16.9%
	Operating income	8.7	13.5	+53.6%	13.5	+53.6%
	(to net sales)	7.1%	9.3%	+2.2p	9.3%	+2.2p

※1 In addition to the categories listed above, consolidated sales also includes sales generated by the holding company, Fast Retailing Co., Ltd. and consolidated operating income also includes operating income and goodwill amortization generated by Fast Retailing Co., Ltd.

※2 UNIQLO Japan: Sales of ¥4.2bln and an operating loss of ¥1.4bln from the footwear operation are included in the fiscal 2011 data. However, all specialty footwear stores were closed by end August 2011, so they are not included in the fiscal 2012 figures.

This slide shows our a breakdown of our business estimates for fiscal 2012 by group operation.

We have revised up our fiscal 2012 estimates for UNIQLO Japan by ¥4.5bln for both sales and operating income to reflect the strong performance in the first half through February 2012.

While operating income came in marginally above target at UNIQLO International in the first half, we are viewing performance cautiously in the United Kingdom and the United States. Therefore, we have made no change to our initial fiscal 2012 forecasts for UNIQLO International.

Our fiscal 2012 estimates for the Global Brands segment also remain unchanged.

UNIQLO Japan: FY2012 Forecast

Net Sales: ¥633.5bln (+5.6% y/y)
Operating Income: ¥111.0bln (+4.5% y/y)

Billions of Yen

	Yr to Aug. 2011 Actual	Yr to Aug. 2012 Latest est. (Jan. 12)	y/y	Yr to Aug. 2012 Revised est. (Apr. 12)	y/y
Net sales	600.1	629.0	+4.8%	633.5	+5.6%
(to net sales)	100.0%	100.0%		100.0%	
Gross profit	294.9	305.0	+3.4%	308.5	+4.6%
(to net sales)	49.1%	48.5%	▲0.6p	48.7%	▲0.4p
SG&A	188.6	198.5	+5.2%	197.5	+4.7%
(to net sales)	31.4%	31.6%	+0.2p	31.2%	▲0.2p
Operating income	106.2	106.5	+0.3%	111.0	+4.5%
(to net sales)	17.7%	16.9%	▲0.8p	17.5%	▲0.2p

This slide shows our fiscal 2012 business estimates for the UNIQLO Japan operation.

FY2012 Dividend Estimates

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Expected Interim Dividend 130 yen
Estimated Annual Dividend 260 yen

	Dividend per share		
	Mid-term	Yr-end	Annual
Year to Aug. 2010	115yen	115yen	230yen
Yr to August 2011	95yen	85yen	180yen
Yr to August 2012 (recent estimate)	115yen	115yen	230yen
Yr to August 2012 (revised estimate)※	130yen	130yen	260yen
Change in divedend forecast	+15yen	+15yen	+30yen

※ The FY2012 interim dividend was determined at the Fast Retailing executive board meeting on April 12, 2012. Dividend totals may change in the event of large fluctuations in business performance or access to funds.

Finally, I would like to talk about our dividend policy for the year through end August 2012. At the meeting held today, the Fast Retailing executive board decided to increase the recent interim dividend estimate by 15 yen to 130 yen per share.

We have also decided to raise our planned year-end dividend to 130 yen.

Taken together, we expect to offer an annual dividend of 260 yen per share.

That completes this presentation on the Fast Retailing Group’s performance in the first half from September 2011 to February 2012, and revisions to business estimates for the full year through August 2012. The subsequent slides are provided for your reference.

Thank you.

Reference

Group: FY2012 Revised Estimates

Billions of Yen

	1H Actual v. Latest Estimate		Yr. to Aug. 2012 Revised Estimate	
	Net sales	Operating income	Net sales	Operating income
UNIQLO Japan	+45	+42	+45	+45
UNIQLO International	0	+15	0	0
Global Brands	0	+5	0	0
Fast Retailing	0	+30	0	+30
Group total	+45	+92	+45	+75
Operation profit		+92		+75
Non operating income and expenditure		+43		+45
Ordinary income		+135		+120
Extraordinary gain or loss		+11		+10
Net income before tax		+146		+130
Net income		+122		+115

Reference

UNIQLO Japan: Y/Y Forecast Assumptions

		Yr to Aug. 2011	Yr to Aug. 2012		
		Actual	Latest est. (Jan. 12)	Revised est. (Apr. 12)	y/y
Net sales		600.1 bln	629.0 bln	633.5 bln	+5.6%
Same-store sales growth		-6.0%	＋0.7%	＋1.9%	-
	1H	-9.9%	＋0.2%	＋2.3%	-
	2H	＋0.4%	＋1.3%	＋1.3%	-
Store increase（Full year）		34 stores	8 stores	9 stores	-25 stores
	1H	16 stores	7 stores	6 stores	-10 stores
	2H	18 stores	1 stores	3 stores	-15 stores
Gross profit（Full year）		49.1%	48.5%	48.7%	-0.4p
	1H	49.5%	47.9%	48.2%	-1.3p
	2H	48.6%	49.3%	49.3%	+0.7p
SG&A ratio（Full year）		31.4%	31.6%	31.2%	-0.2p
	1H	29.0%	29.0%	28.4%	-0.6p
	2H	34.7%	34.9%	34.9%	+0.2p

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Reference

Store Plans by Group Company

[Units: Stores]	Yr 2011 Actual Yr-end	Yr to Aug. 2012 1H (Sep. - Feb.) Actual Open	Close	Change	End Feb	Forecast Open	Close	Change	End Aug
UNIQLO Operations	**1024**	**72**	**13**	**+59**	**1,083**	**146**	**27**	**+119**	**1,143**
UNIQLO Japan	**843**	**17**	**11**	**+6**	**849**	**32**	**23**	**+9**	**852**
Own stores	822	16	10	+6	828	31	22	+9	831
Large-scale	129	14	1	+13	142	20	2	+18	147
Standard and others	693	2	9	−7	686	11	20	−9	684
Franchise stores	21	1	1	+0	21	1	1	0	21
UNIQLO International	**181**	**55**	**2**	**+53**	**234**	**114**	**4**	**+110**	**291**
China	80	33	0	+33	113	63	1	+62	142
Hong Kong	15	1	0	1	16	1	0	+1	16
Taiwan	1	6	0	+6	7	16	0	+16	17
Korea	62	6	0	+6	68	20	1	+19	81
Singapore	5	0	0	0	5	2	0	+2	7
Malaysia	2	1	0	+1	3	2	0	+2	4
Thailand	0	3	0	+3	3	4	0	+4	4
Philippines	0	0	0	0	0	1	0	+1	1
UK	11	2	1	+1	12	2	1	+1	12
USA	1	2	0	+2	3	2	0	+2	3
France	1	1	0	+1	2	1	0	+1	2
Russia	3	0	1	−1	2	0	1	−1	2
g.u.	**148**	**18**	**2**	**+16**	**164**	**35**	**9**	**+26**	**174**
Theory ※	**371**	**16**	**16**	**+0**	**371**	**21**	**21**	**0**	**371**
Comptoir des Cotonniers ※	**386**	**7**	**6**	**+1**	**387**	**9**	**8**	**+1**	**387**
Princesse tam.tam ※	**159**	**0**	**3**	**−3**	**156**	**3**	**6**	**−3**	**156**
Total	**2,088**	**113**	**40**	**+73**	**2,161**	**214**	**71**	**+143**	**2,231**

※ Including franchise stores

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Reference

Forex, Capex, Depreciation, Goodwill Amortization

Applicable exchange rates

Yen

	1USD	1EUR	1GBP	1RMB	100KRW
Yr to Aug. 2012 6 mths average to Feb. 2012	77.2	104.9	122.0	12.2	6.8
Yr to Aug. 2011 6 mths average to Feb. 2011	82.8	111.3	130.1	12.4	7.1
Yr to Aug. 2012 Exchange rate full year to Aug. 2012 (Estimate)	80.0	105.0	120.0	12.0	7.0
Yr to Aug. 2011 Exchange rate full year to Aug. 2011 (Actual)	82.0	113.2	131.1	12.4	7.0

Capex, depreciation and goodwill amortization

Billions of Yen

	Capital spending	Depreciation	Goodwill amortization
Yr to Aug. 2012 6 mths to Feb. 2012 (Actual)	22.4	8.6	3.1
Yr to Aug. 2011 6 mths to Feb. 2011 (Actual)	16.2	11.0	3.2
Yr to Aug. 2012 Full year (Estimate)	36.0	16.0	5.6
Yr to Aug. 2011 Full year (Actual)	33.9	18.7	6.5

※ A one-time depreciation of ¥4.0bln for fixed assets is included in the actual depreciation allowances for the full year to August 31, 2011 and the six months from September 2010 to February 2011.

Reference

Group: Fiscal 2011 Extraordinary Losses

¥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)

Asset retirement obligations ¥2.9bln

The total to date. (In accordance with accounting standards introduced)

¥3.8bln other extraordinary losses

Disaster-related loss ¥1.0bln

Related to March 11 earthquake in Northeast Japan

Impairment loss ¥0.8bln

Including ¥0.5bln impairment of goodwill at Princesse tam.tam

Business closure loss provisioning ¥0.8bln

Related to closure of footwear specialty stores