FAST RETAILING

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Fast Retailing Results for September 2012 to February 2013 and Estimates for Fiscal 2013

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Fast Retailing Co., Ltd.

Group Senior Vice President & CFO

My name is Takeshi Okazaki and I am Group Senior Vice President and CFO at Fast Retailing.

I would like to take you through our consolidated business performance for first half of fiscal 2013 (September 2012 through February 2013) and our estimates for the full business year through the end of August 2013.

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Content

Compilation of group operations

(Year ending August 31, 2013)

UNIQLO Japan:	UNIQLO Co., Ltd.
UNIQLO International:	All UNIQLO operations outside of Japan
Global Brands:	Includes Theory, Comptoir des Cotonniers, Princesse tam.tam, g.u. and J Brand

(Year ending August 31, 2012)

UNIQLO Japan:	UNIQLO Co., Ltd.
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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: Sept. 2012 – Feb. 2013 (1H)

Net Sales : ¥614.8bln (+17.0% y/y)
Operating Income: ¥96.6bln (+5.3% y/y)
Ordinary Income : ¥107.7bln (+15.2% y/y)

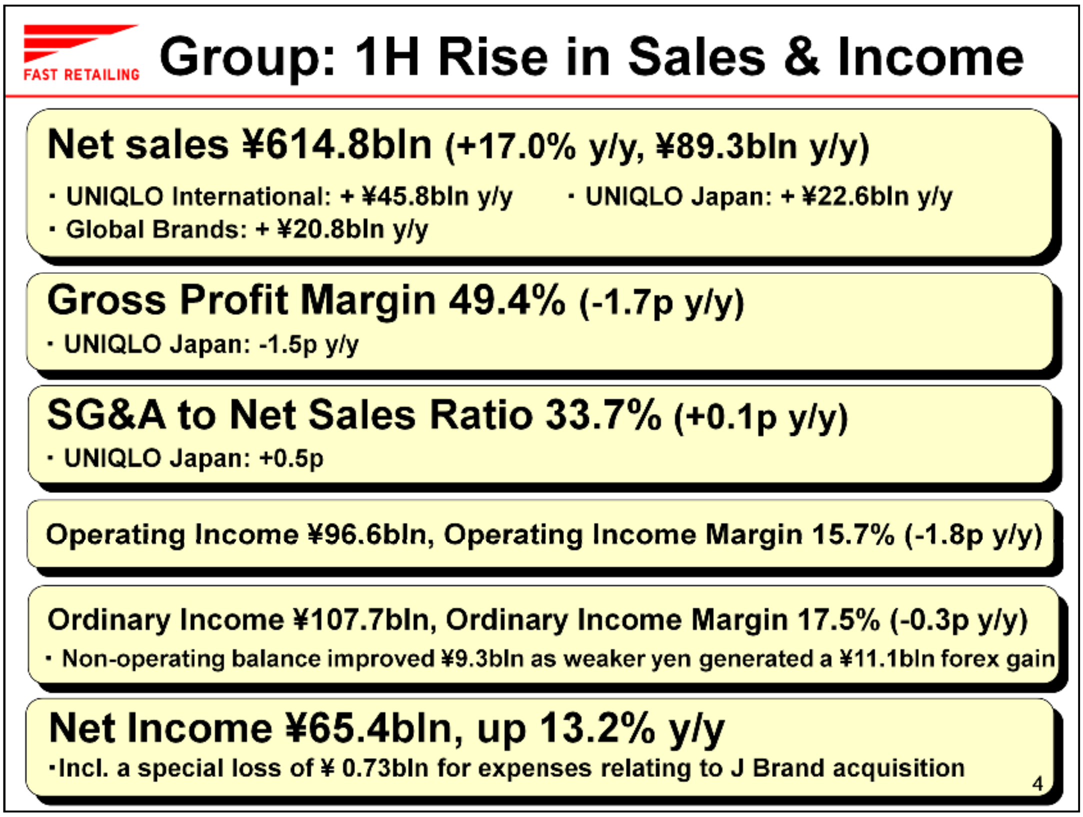
Billions of Yen

	Yr to Aug. 2012 (6 mths to Feb. 2012)	Yr to Aug. 2013 (6 mths to Feb. 2013)			
	Actual	Latest est. (Jan. 10)	Actual	y/y	v. latest est.
Net sales	525.5	596.5	**614.8**	+17.0%	+3.1%
(to net sales)	100.0%	100.0%	**100.0%**		
Gross profit	268.4	304.5	**303.9**	+13.2%	▲0.2%
(to net sales)	51.1%	51.0%	**49.4%**	▲1.7p	▲1.6p
SG&A	176.7	208.5	**207.3**	+17.3%	▲0.6%
(to net sales)	33.6%	35.0%	**33.7%**	+0.1p	▲1.3p
Operating income	91.7	96.0	**96.6**	+5.3%	+0.7%
(to net sales)	17.5%	16.1%	**15.7%**	▲1.8p	▲0.4p
Ordinary income	93.5	95.5	**107.7**	+15.2%	+12.8%
(to net sales)	17.8%	16.0%	**17.5%**	▲0.3p	+1.5p
Net income	57.7	57.5	**65.4**	+13.2%	+13.8%
(to net sales)	11.0%	9.6%	**10.6%**	▲0.4p	+1.0p

Looking first at our consolidated business performance for the first half from September 2012 through February 2013.

Consolidated sales increased by 17.0% year on year to ¥614.8bln, operating income rose 5.3% to ¥96.6bln, ordinary income rose 15.2% to ¥107.7bln and net income increased by 13.2% to ¥65.4bln.

The next slide details the main factors underlying these results.



Looking at consolidated sales, sales expanded by 17.0% or ¥89.3bln year on year to ¥614.8bln in the first half. That figure breaks down into an increase in sales of ¥45.8bln at UNIQLO International, ¥22.6bln at UNIQLO Japan and ¥20.8bln at Global Brands.

The gross profit margin contracted by 1.7 points year on year to 49.4%. The main reason for this fall was a 1.5 point contraction in the gross profit margin at UNIQLO Japan.

The SG&A to net sales ratio increased 0.1 point year on year to 33.7%, due mainly to a 0.5 point increase in the SG&A ratio at UNIQLO Japan.

These elements taken together resulted in an increase of ¥4.9bln in operating income to ¥96.6bln and a fall in the operating income margin of 1.8 points to 15.7%.

Consolidated ordinary income rose ¥14.2bln to ¥107.7bln in the first half. In contrast to the operating income margin, the ordinary income margin fell just 0.3 points year on year to 17.5% thanks to a sharp depreciation in the yen. The rapid weakening in the yen from late August 2012 onwards generated a foreign exchange profit of ¥11.1bln in the first half, and this, in turn, resulted in a ¥9.3bln improvement in the Group's non-operating balance.

Net income increased by 13.2% year on year to ¥65.4bln in the first half. We also reported an extraordinary loss of ¥0.73bln to cover expenses relating to the acquisition of the J Brand premium denim label.

1H Breakdown by Group Operation

Billions of Yen

		Yr to Aug. 2012 (6 mths to Feb. 2012) Actual	Yr to Aug. 2013 (6 mths to Feb. 2013) Actual	y/y
UNIQLO Japan	Net sales	364.5	**387.2**	+6.2%
	Operating income	72.2	**68.9**	▲4.5%
	(to net sales)	19.8%	17.8%	▲2.0p
UNIQLO International	Net sales	84.8	**130.6**	+54.0%
	Operating income	11.4	**16.0**	+39.8%
	(to net sales)	13.5%	12.3%	▲1.2p
Global Brands	Net sales	74.8	**95.7**	+27.8%
	Operating income	7.9	**8.5**	+8.5%
	(to net sales)	10.6%	9.0%	▲1.6p

Note: In addition to the categories listed above, the consolidated results also include sales, operating income and goodwill amortization generated by the holding company, Fast Retailing Co., Ltd.

※1. Global Brands: This segment's first-half results (September 2012 through February 2013) include sales and operating income figures for J Brand Holdings for the months of January and February 2013, following the acquisition of J Brand Holdings by Fast Retailing in December 2012.

This slide displays the breakdown of net sales and operating income for the first half by Group operation.

UNIQLO Japan sales totaled ¥387.2bln and operating income ¥68.9bln. UNIQLO International reported sales of ¥130.6bln and operating income of ¥16.0bln. Global Brands generated sales of ¥95.7bln and operating income of ¥8.5bln.

UNIQLO International and Global Brands reported gains in both sales and income in the first half. UNIQLO Japan reported strong sales but suffered a fall in profits. This was the result of greater discounting designed to boost customer numbers, and a further rundown of winter inventory.

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UNIQLO Japan: Sept. 2012- Feb. 2013

First Half Sales Rise, Income Falls y/y

Sales up ¥8.7bln, OP down ¥3.0bln v. January estimate

Billions of Yen

	Yr to Aug. 2012 (6mths to Feb. 2012)	Yr to Aug. 2013 (6mths to Feb. 2013)			
	Actual	Latest (Jan. 10)	Actual	y/y	v. latest est.
Net sales (to net sales)	364.5 100.0%	378.5 100.0%	**387.2** **100.0%**	+6.2%	+2.3%
Gross profit (to net sales)	175.8 48.2%	182.0 48.1%	**180.9** **46.7%**	+2.9% ▲1.5p	▲0.6% ▲1.4p
SG&A (to net sales)	103.5 28.4%	110.0 29.1%	**111.9** **28.9%**	+8.1% +0.5p	+1.8% ▲0.2p
Operating profit (to net sales)	72.2 19.8%	72.0 19.0%	**68.9** **17.8%**	▲4.5% ▲2.0p	▲4.2% ▲1.2p

Running through each Group operation in more detail, I will start first with UNIQLO Japan.

As I mentioned earlier, UNIQLO Japan reported a rise in sales and a fall in income in the first half, with sales rising 6.2% year on year to ¥387.2bln and income falling 4.5% to ¥68.9bln.

UNIQLO Japan's sales outstripped our most recent estimates, announced on January 10, by ¥8.7bln, while operating income fell ¥3.0bln short of estimate.

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

UNIQLO Japan: Overall Sales

1H Sales: ¥387.2bln (+6.2% y/y)

- **Same-store sales: +3.6% y/y**
- **Increase in average store size through "scrap and build"**
  1H sales per store: + 5.2% y/y

Same-store sales: +3.6% y/y (Customer nos. +6.3% Avg. purchase -2.5%)

Customer nos.: Recovery generated by determined advertising and strong sales of Ultra Light Down, HEATTECH, *danpan* warm pants and other core items

Avg. purchase price: Greater discounting and higher sales of comparatively cheap items such as Easy Leggings Pants

Same-store sales	1Q	Dec.	Jan.	Feb.	2Q	1H Cum	Mar.
Net sales	+5.0%	+4.5%	▲5.5%	+9.6%	+2.1%	+3.6%	+23.1%
Customer nos.	+6.9%	+7.2%	▲1.3%	+15.1%	+5.7%	+6.3%	+30.0%
Avg. purchase	▲1.8%	▲2.5%	▲4.3%	▲4.8%	▲3.4%	▲2.5%	▲5.4%

828 directly-run stores at end Feb. 2013 (flat y/y)

Let's take UNIQLO Japan sales first. The 6.2% year-on-year increase in sales in the first half can be attributed to a number of factors. First, same-store sales increased by 3.6% year-on-year. Second, we boosted sales per store, expanding the average size of our store stock through our "scrap and build" policy of opening new large-format stores and closing smaller and regular-sized stores. Sales per store increased by 5.2% year on year to ¥0.43bln in the six months to February 2013.

Total UNIQLO Japan stores held steady at 828 at the end of February 2013.

Breaking down the 3.6% increase in same-store sales in the first half, customer visits expanded by 6.3% year on year, while the average purchase price per customer contracted by 2.5%.

More determined limited-period sales and other strategic discounting moves boosted the number of customers visiting our stores and also boosted sales of Ultra Light Down, HEATTECH, *danpan* warm pants and other core items.

However, this increased discounting, along with higher sales of comparatively cheap items such as Easy Knit Leggings pants, led to a fall in the average purchase price per customer in the first half.

Through fiscal 2012, the company was forced to address the issue of falling customer visits. But, as you can see, we managed to boost customer visits successfully in the first half of fiscal 2013.

Since then, as we have already announced, a dramatic rise in customer numbers in March helped generate an impressive sales rise of 23.1% year on year.

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UNIQLO Japan: Gross Profit Margin

1H Gross Profit Margin 46.7% (-1.5p y/y)

1.4p short of January estimate

- **Greater discounting from October as the number and range of limited-period sales was extended**
- **Offloading of winter inventory**

Turning next to business margins, UNIQLO Japan generated a gross profit margin of 46.7% in the first half, down 1.5 points year on year. This performance fell short of our most recent estimate by 1.4 points.

Greater discounting was the main cause of the shortfall in the gross margin following a decision taken in October to attract more customers by extending the length and range of limited-period sales. The subsequent rundown of excess winter stock also weighed on the gross margin.

UNIQLO Japan: SG&A

1H SG&A Ratio 28.9%(+0.5p y/y)

Billions of Yen

	Yr to Aug. 2012 (6 mths to Feb. 2012)		Yr to Aug. 2012 (6 mths to Feb. 2012)			
	Actual	y/y	Actual	(% sales)	y/y	(% sales)
SG&A Total	103.5	28.4%	111.9	28.9%	+8.4	+0.5p
Personal	29.0	8.0%	31.5	8.1%	+2.4	+0.1p
A&P	15.1	4.2%	16.2	4.2%	+1.0	+0.0p
Store rents	23.3	6.4%	24.6	6.4%	+1.3	+0.0p
Depreciation	3.3	0.9%	3.3	0.9%	+0.0	+0.0p
Other	32.5	8.9%	36.0	9.3%	+3.5	+0.4p

The UNIQLO Japan SG&A to net sales ratio rose 0.5 points year on year in the first half to 28.9%, but this was still below our 29.0% target. This illustrates our ability to control business expenses even when promoting above-target sales.

Looking at the individual cost components, the other business expenses ratio increased by 0.4 points year on year, while the personnel ratio increased by 0.1 point.

The increase in other business expenses related mainly to higher outsourcing costs, while the cost of hiring casual workers also increased as sales continued to expand.

UNIQLO Intl: Sept. 2012–Feb. 2013 (1)

Revenue and Income Leap y/y
Sales up ¥5.0bln v. January estimate

- Strong gains in sales & income in China and Hong Kong, Taiwan, South Korea and other parts of Asia
- UNIQLO Europe and USA perform to plan
- OP margin down on accelerated global store openings
- Continued mass store openings:
  359 stores at end February (70 new store openings, 3 closures)

Billions of Yen

		Yr to Aug. 2012 (6 mths to Feb. 2012) Actual	Yr to Aug. 2013 (6 mths to Feb. 2013) Actual	y/y
UNIQLO International	Net sales	84.8	**130.6**	+54.0%
	Operating income	11.4	**16.0**	+39.8%
	(to net sales)	13.5%	12.3%	▲1.2p

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Let me move on now to our UNIQLO International operation, where both sales and income expanded significantly in the first half.

UNIQLO International sales increased by an impressive 54.0% to ¥130.6bln and operating income rose 39.8% to ¥16.0bln. We had already revised up our forecasts once for UNIQLO International, on January 10. But, with the yen continuing to weaken, UNIQLO International even managed to outstrip this latest estimate by ¥5.0bln in terms of sales. Operating income also came in above target.

Performance, in terms of both sales and income, was especially strong in China and Hong Kong, Taiwan, South Korea and other parts of Asia.

In addition, UNIQLO USA and UNIQLO Europe performed to plan.

The operating profit margin for UNIQLO International fell 1.2 points year on year to 12.3% in the first half, but this was due mainly to an acceleration in the pace of global store openings and a temporary increase in expenses incurred on new stores.

We continued to aggressively open large numbers of new stores throughout the first half, opening 70 new stores worldwide and closing 3 existing stores. That brought the total number of UNIQLO International stores to 359 at end February 2013.

This slide details UNIQLO International performance trends by region.

First, UNIQLO China reported strong gains in both sales and income. Sales of core winter ranges, such as Ultra Light Down and HEATTECH, picked up sharply from late October, generating near double-digit growth in same-store sales for the first half. UNIQLO China opened 39 new stores as planned, bringing the total number to 182 by the end of February 2013. UNIQLO Hong Kong reported significant gains in both sales and income on the back of continued double-digit growth in same-store sales. UNIQLO Taiwan performed strongly and to target, with 10 new stores opening for business in the first half. That brought the total number of UNIQLO stores in Taiwan to 27 at the end of February 2013.

UNIQLO South Korea also reported gains in sales and income as planned. However, the first-quarter boom in UNIQLO fleece and HEATTECH sales resulted in some stock shortages. This led to a slowdown in sales from December, and a slight contraction in same-store sales in the second quarter, from December 2012 through February 2013. As a result, the expansion in operating income in the second quarter was not as strong as in the first. As planned, we opened 12 new stores in the first half and closed one existing store, bringing the total number of stores in South Korea to 91 at the end of February 2013.

UNIQLO operations in Singapore, Malaysia, Thailand and the Philippines all performed to plan, with six new stores contributing to the strong performance.

UNIQLO USA reported an operating loss in the first half, well within our expectations. Thanks to the opening of two large-format stores in fall 2012 (the UNIQLO San Francisco Union Square Store and the UNIQLO Garden State Plaza Store in New Jersey), UNIQLO USA enjoyed a sharp rise in total sales in the first half, and the operating loss was kept in check around the previous year’s level. UNIQLO Europe (U.K., France, Russia) generated the planned gain in both sales and income, with one new store opening for business in Paris.

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Global Brands: Sept. 2012–Feb. 2013

Strong Gains in Sales and Income

g.u.: Double-digit gains in sales and income as forecast

- Continued strong gains in same-store sales
- Slightly lower profit gain in Q2, as winter stock wound down

Theory: Slight fall in year-on-year income within expectations

- 1H rise in marketing and personnel costs mainly in the U.S.
- Forecast rise in both sales and income in fiscal 2013

CDC, PTT: Flat year-on-year performance as expected

J Brand: January and February performance included

- Sales contribution of ¥2.5bln, operating loss of ¥0.2bln due to amortization of intangible assets, etc.

Billions of Yen

		Yr to Aug. 2012 (6 mths to Feb. 2012) Actual	Yr to Aug. 2013 (6 mths to Feb. 2013) Actual	y/y
Global Brands	Net sales	74.8	95.7	+27.8%
	Operating income	7.9	8.5	+8.5%
	(to net sales)	10.6%	9.0%	▲1.6p

Our Global Brands segment achieved strong growth in both sales and income in the first half, but both measures were within expectations. Sales rose 27.8% year on year to ¥95.7bln and operating income rose 8.5% to ¥8.5bln.

Our low-priced g.u. casualwear label performed to plan, generating double-digit growth in both sales and income in the first half. However, although same-store sales continued their pattern of strong growth, the profit gain in the second quarter was less impressive than in the first quarter, as the operation offloaded winter stock.

Our women's fashion label Theory performed broadly to plan, but higher marketing and personnel expenses in the United States knocked profits marginally lower in the first half. Having said that, sales of the Theory brand continue strong, and we expect to report a profit gain for the business year as a whole.

Our France-based labels, women's fashion brand Comptoir des Cotonniers, and corsetry, lounge wear and swimwear label Princesse tam.tam, reported a flat year-on-year result for the first half as expected.

J Brand Holdings, a new addition to the Fast Retailing Group from December 2012, was included on the consolidated accounts from December 20, 2012. As a result, approximately two months of performance from the J Brand premium denim label is reflected in the Group's first-half results. This contribution amounts to sales of ¥2.5bln, and an operating loss of ¥0.2bln relating to the amortization of intangible assets calculated at the point of acquisition.

Group: Balance Sheet at end Feb. 2013

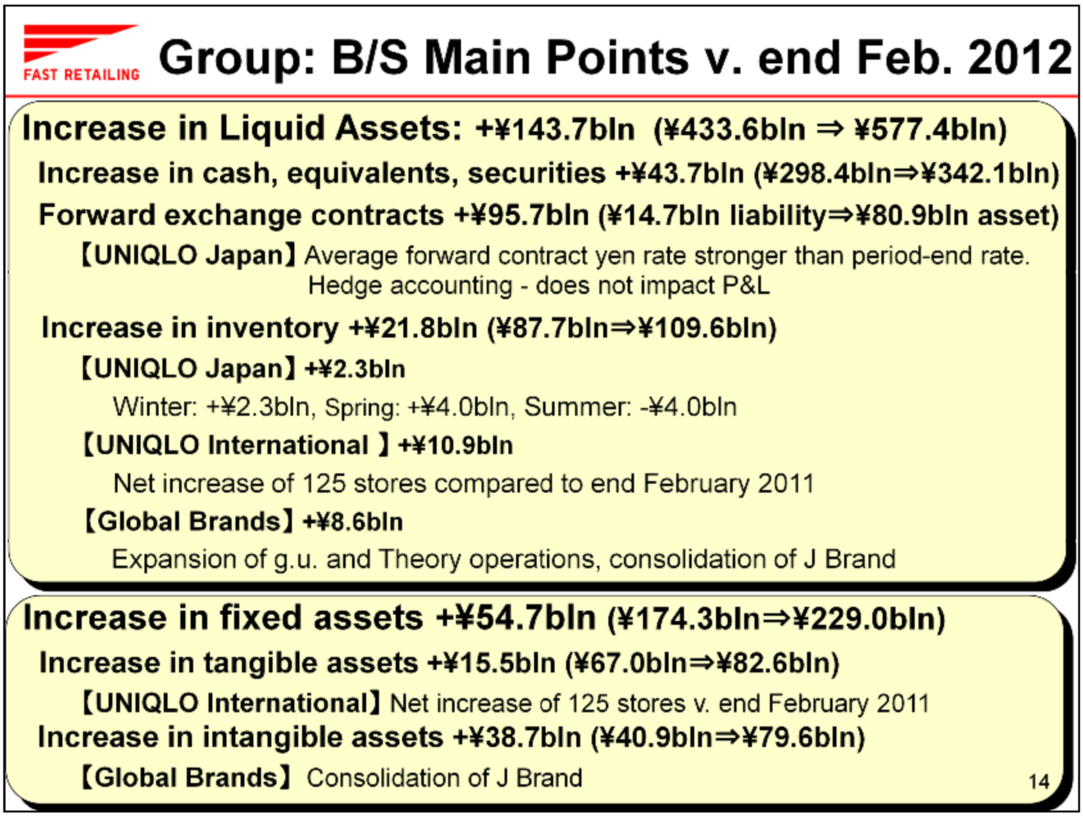
Billions of Yen

	End Feb. 2012	End Aug. 2012	End Feb. 2013	y/y
Total Assets	608.0	595.1	806.4	+198.4
Current Assets	433.6	424.5	577.4	+143.7
Fixed Assets	174.3	170.5	229.0	+54.7
Liabilities	206.9	200.2	266.0	+59.1
Net Assets	401.0	394.8	540.4	+139.3

Next, I would like to take you through our balance sheet, as it stood at the end of February 2013.

Compared to end February 2012, current assets increased by ¥143.7bln and fixed assets increased by ¥54.7bln, generating an increase in total assets of ¥198.4bln to ¥806.4bln.

I will discuss the main components of the balance sheet in the next slide.



Let us look first at the ¥143.7bln increase year on year in current assets.

Cash, cash equivalents and marketable securities increased by ¥43.7bln year on year to ¥342.1bln at end February 2013. This was due to an increase in operating cash flow at UNIQLO Japan and other business segments.

The balance of forward exchange contracts shifted from a liability of ¥14.7bln to a current asset of ¥80.9bln. We use forward exchange contracts as a long-term hedging measure to minimize foreign exchange risk at the UNIQLO Japan operation. In the first half of fiscal 2013, the period-end exchange rate fell in line with the weaker yen, transforming the forward contract account from a liability to an asset. Please note, this item is treated as hedge accounting and therefore has no impact on the profit and loss position.

Total inventory increased by ¥21.8bln to ¥109.6bln at end February 2013, compared to end February 2012. Inventory at UNIQLO Japan rose ¥2.3bln to ¥50.1bln. Increased production of Ultra Light Down and HEATTECH winter ranges boosted winter stock by ¥2.3bln, and also inventory for spring-season bottoms and other items increased by ¥4.0bln in readiness for the spring advertising campaign launched in February.

Inventory at UNIQLO International increased by ¥10.9bln, as the UNIQLO International network expanded by 125 stores compared to end February 2012. Inventory levels also increased at our Global Brands segment by ¥8.6bln due to the continued expansion of the g.u. and Theory operations, and the new inclusion of J Brand stock.

Fixed assets increased by ¥54.7bln year on year at end February 2013. This includes a ¥15.5bln increase in tangible assets linked to the opening of 125 new UNIQLO International stores, as well as a ¥38.7bln increase in intangible assets linked to the J Brand acquisition.

Group: Cash Flow (Sept. 2012-Feb. 2013)

Billions of Yen

	Yr to Aug. 2012 1H Cumulative	Yr to Aug. 2013 1H Cumulative	Comment
Net cash provided by operating activities	+123.7	+112.0	
Net income before taxes and other adjustments	+92.6	+1,06.5	Profit contribution from UNIQLO and other operations
Depreciation allowance, goodwill amortization	+11.7	+12.6	
Working capital	+24.6	+12.4	Change in total accounts receivable, inventory assets & account payable
Payment/refund of corporation tax, etc	-2.7	-16.6	
Net cash used in investment activities	-20.5	-41.7	
Expenditure on acquisition of tangible assets	-13.6	-10.7	
Expenditure on acquisition of intangible assets	-5.3	-2.7	Expenditure related to System investment
Change to scope of consolidation Purchase of subsidiary firm's shares	-	-26.7	Expenditure related to acqusition of J Brand
Net cash used in financing activities	-10.0	-8.1	
Income from Long-term borrowing	-	+14.8	Borrowing related to acquisition of J Brand
Dividend payout	-8.9	-14.1	FY 2012 year-end dividend of 130 yen per share
Increase in cash & equivalents	96.3	76.1	
Cash & equivalents period start	202.1	266.0	
Cash & equivalents period end	298.4	342.1	

I would now like to explain our cash flow position for the first half from September 2012 through February 2013.

We enjoyed a net cash inflow of ¥112.0bln from operating activities thanks to profit contributions from UNIQLO operations worldwide, and other businesses.

Outlays on investment activities totalled ¥41.7bln in the first quarter. Of this total, ¥10.7bln was spent on the acquisition of tangible assets, ¥2.7bln was spent on the acquisition of intangible assets, such as systems investment, and ¥26.7bln was spent on the acquisition of J Brand Holdings.

Group capital expenditure totalled ¥16.9bln in the first half. Of this total, ¥6.9bln was invested in UNIQLO International, ¥4.5bln in UNIQLO Japan, ¥2.9bln in Global Brands and ¥2.3bln in the Fast Retailing holding company.

Net spending on financing activities totaled ¥8.1bln the first half. This includes a ¥14.8bln inflow related to the J Brand acquisition and a ¥14.1bln expenditure on dividend payments.

As a result of the above, the balance of cash and cash equivalents stood at ¥342.1bln at end February 2013.

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FY2013 Estimate by Group Operations

Revision from the January estimates

UNIQLO Japan	:Sales	+ ¥20.0bln
	Operating Income	- ¥ 3.0bln
UNIQLO Intl.	:Sales	+ ¥ 5.0bln
Global Brands	:Sales	+ ¥ 9.0bln

Billions of Yen

		Yr to Aug. 2012 Actual	Yr to Aug. 2013 Latest est. (Jan. 10)	y/y	Yr to Aug 2013 Revised. est (Apr. 11)	y/y
UNIQLO Japan	Sales	620.0	653.0	+5.3%	673.0	+8.5%
	Operating income	102.3	109.0	+6.5%	106.0	+3.6%
	(to net sales)	16.5%	16.7%	+0.2p	15.8%	▲0.7p
UNIQLO International	Sales	153.1	229.0	+49.5%	234.0	+52.8%
	Operating income	10.9	20.0	+81.8%	20.0	+81.8%
	(to net sales)	7.2%	8.7%	+1.5p	8.5%	+1.3p
Global Brands	Sales	153.0	185.0	+20.9%	194.0	+26.8%
	Operating income	14.5	18.5	+27.2%	18.5	+27.2%
	(to net sales)	9.5%	10.0%	+0.5p	9.5%	+0.0p

Note: In addition to the categories listed above, the consolidated results also include sales, operating income and goodwill amortization generated by the holding company, Fast Retailing Co., Ltd.

I would now like to turn to our estimates for fiscal 2013. This slide shows our fiscal 2013 estimates for each of our business segments.

The strong first-half performance (¥8.7bln above target) and subsequent strong sales has led us to revise up our fiscal 2013 sales estimate for UNIQLO Japan by ¥20.0bln from our latest estimate in January to ¥673.0bln.

Even taking into account the increase in promotional and other business expenses, we expect operating income at UNIQLO Japan will achieve our original forecast for the second half of the business year. Therefore, our downward revision to the full-year estimate for operating income simply mirrors the ¥3.0bln shortfall reported in the first half. Our estimated fiscal 2013 operating income for UNIQLO Japan now stands at ¥106.0bln

Turning to forecasts for UNIQLO International: We have revised up our fiscal 2013 sales target to ¥234.0bln, purely to reflect the strong sales performance (¥5.0bln above target) in the first half. While the foreign exchange rates used in calculating Group financial results have been adjusted in light of the weaker yen, we prefer to adopt a conservative view of performance in the second half. Therefore, we have made no changes to our forecasts for sales and operating income at UNIQLO International for the second half.

We have revised up our fiscal 2013 sales forecast for the Global Brands segment to ¥194.0bln to incorporate estimated sales of ¥9.0bln from the newly-consolidated J Brand premium denim label. However, the contribution from J Brand is not expected to impact the segment’s operating income greatly at this stage, and so this estimate remains unchanged.

Revisions to FY2013 Forecasts

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Billions of Yen

	Revisions		Main Reasons for Revision
UNIQLO Japan	Net Sales	+20.0	Reflects 1H above-target sales, recent strong sales
	Operating income	-3.0	Reflects 1H shortfall v. recent estimate
UNIQLO International	Net Sales	+5.0	Reflects 1H above-target sales
	Operating income	0.0	–
Global Brands	Net Sales	+9.0	Inclusion of J Brands contribution
	Operating income	0.0	Impact too small to warrant a revision
Fast Retailing & consolidation adjustments	Net Sales	0.0	–
	Operating income	+3.0	・Increased royalties as Group companies' sales rise ・Cost-cutting benefits ・Increased total for goodwill amortization from J Brand (¥1.2bln)
Consolidated	Net Sales	+34.0	–
	Operating income	±0.0	–
Non-operating Items		+7.0	Weak Yen turned ¥1.0bln forex loss to ¥6.0bln forex gain
Ordinary income		+7.0	–
Extraordinary		0.0	–
Pre-tax income		+7.0	–
Net income		+4.5	–

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In addition to these revisions to our fiscal 2013 estimates for the Group's business segments, we have also added a further ¥3.0bln to our estimate for operating income generated by the Fast Retailing holding company and from consolidation adjustments.

In the first half, operating income generated by the Fast Retailing parent company surpassed expectations by ¥3.0bln, thanks to increased royalties from individual group companies in line with buoyant sales, as well as cost-cutting measures.

While we do expect this trend to continue, we also expect to incur fresh goodwill amortization costs for J Brand of approximately ¥1.2bln during the second half. That is why we have limited the upward revision to our fiscal 2013 operating income forecast for the Fast Retailing holding company to ¥3.0bln.

As for non-operating items, we are enjoying foreign exchange gains linked to the weakening of the Japanese yen. Therefore, we have revised up our latest fiscal 2013 forecast by ¥7.0bln, from a foreign exchange loss of ¥1.0bln to a gain of ¥6.0bln. As a result, we have also revised up our fiscal 2013 forecast for ordinary income by a similar ¥7.0bln.

FAST RETAILING

Group: FY2013 Forecast

Sales :¥1,103.0bln(+18.8% y/y)
Operating Income: ¥147.5bln(+16.6% y/y)
Ordinary Income : ¥153.5bln(+22.6% y/y)

Billions of Yen

	Yr to Aug. 2012 Actual	Yr to Aug. 2013 Latest est. (Jan. 10)	y/y	Yr to Aug. 2013 Revised est. (Apr. 11)	y/y
Net sales	928.6	1,069.0	+15.1%	1,103.0	+18.8%
(to net sales)	100.0%	100.0%		100.0%	
Gross profit	475.4	548.5	+15.4%	559.5	+17.7%
(to net sales)	51.2%	51.3%	+0.1p	50.7%	-0.5p
SG&A	349.0	401.0	+14.9%	412.0	+18.0%
(to net sales)	37.6%	37.5%	-0.1p	37.4%	-0.2p
Operating income	126.4	147.5	+16.6%	147.5	+16.6%
(to net sales)	13.6%	13.8%	+0.2p	13.4%	-0.2p
Ordinary income	125.2	146.5	+17.0%	153.5	+22.6%
(to net sales)	13.5%	13.7%	+0.2p	13.9%	+0.4p
Extraodinary gain or loss	-1.8	-4.0	-	-4.0	-
Net income	71.6	87.0	+21.4%	91.5	+27.7%
(to net sales)	7.7%	8.1%	+0.4p	8.3%	+0.6p

These revisions taken together generate the following fiscal 2013 consolidated forecasts for the Fast Retailing Group:

Group sales are now predicted to rise 18.8% year on year to ¥1,103.0bln, operating income to rise 16.6% to ¥147.5bln, ordinary income 22.6% to ¥153.5bln and net income 27.7% to ¥91.5bln.

UNIQLO Japan: FY2013 Forecasts

Sales : ¥673.0bln (+8.5% y/y)
Operating Income: ¥106.0bln (+3.6% y/y)

Billions of Yen

	Yr to Aug. 2012 Actual	Yr to Aug. 2013 Latest est. (Jan. 10)	y/y	Yr to Aug. 2013	y/y
Net sales (to net sales)	620.0 100.0%	**653.0** 100.0%	+5.3%	**673.0** 100.0%	+8.5%
Gross profit (to net sales)	299.5 48.3%	**317.5** 48.6%	+6.0% +0.3p	**322.0** 47.8%	+7.5% ▲0.5p
SG&A (to net sales)	197.1 31.8%	**208.5** 31.9%	+5.8% +0.1p	**216.0** 32.1%	+9.6% +0.3p
Operating income (to net sales)	102.3 16.5%	**109.0** 16.7%	+6.5% +0.2p	**106.0** 15.8%	+3.6% ▲0.7p

This slide lists the fiscal 2013 forecasts for UNIQLO Japan.

For UNIQLO Japan, the gross margin is expected to recover in the second half, and we anticipate gains in both sales and income for the full year.

The latter half of last year saw a fall in profits, particularly due to concerted efforts to sell off excess summer stock in the fourth quarter.

However, for the latter half of this year, we plan to manage limited period sales and discounting, to achieve an increased profit.

FY2013 Dividend Estimates

Expected Interim Dividend : ¥140
Expected Full-year Dividend: ¥280

	Dividend per share (¥)		
	Interim	Year-end	Full-year
Yr to Aug. 2011	95	85	180
Yr to Aug. 2012	130	130	260
Yr to Aug. 2013	140	140	280

※The fiscal 2013 interim dividend is subject to approval at the executive board meeting to be held on April 11.
The year-end dividend may change in the event of large fluctuations in business performance or access to funds.

Finally, let me explain our dividend payment schedule for fiscal 2013.

At a meeting held today, the executive board confirmed an interim dividend for fiscal 2013 of 140 yen per share, unchanged from our original estimate. Our plans to pay a year-end dividend of 140 yen per share also remain unchanged, so we are forecasting an annual dividend of 280 yen per share for the year through end August 2013.

That completes this presentation on the first-half performance of the Fast Retailing Group in the six months from September 2012 through February 2013. The remaining three slides are provided for your reference.

Thank you.

Reference

UNIQLO Japan: Y/Y Forecast Assumptions

		Yr to Aug. 2012	Yr to Aug. 2013		
		Actual	Latest est. (Jan. 10)	Revised est. (Apr. 11)	y/y
Net sales		620.0 bln	653.0 bln	673.0 bln	+8.5%
Same-store sales growth		-0.5%	+0.9%	+5.4%	-
	1H	+2.3%	+0.0%	+3.6%	-
	2H	-4.3%	+2.4%	+7.9%	-
Store increase (Full year)		2 stores	9 stores	9 stores	+7 stores
	1H	6 stores	7 stores	2 stores	-4 stores
	2H	-4 stores	2 stores	7 stores	+11 stores
Gross profit (Full year)		48.3%	48.6%	47.8%	-0.5p
	1H	48.2%	48.1%	46.7%	-1.5p
	2H	48.4%	49.4%	49.4%	+1.0p
SG&A ratio (Full year)		31.8%	31.9%	32.1%	+0.3p
	1H	28.4%	29.1%	28.9%	+0.5p
	2H	36.6%	35.9%	36.4%	-0.2p

FAST RETAILING

Reference

Store Plans by Group Company

【Units: Stores】	Yr 2012 Actual Yr-end	Yr to Aug. 2013: 1 H (Sep. - Feb.) Actual: Open	Close	Change	End Feb	Forecast: Open	Close	Change	End Aug
UNIQLO Operation	**1,137**	**96**	**27**	**+69**	**1,206**	**210**	**52**	**+158**	**1,295**
UNIQLO Japan	**845**	**26**	**24**	**+2**	**847**	**53**	**44**	**+9**	**854**
Own Stores	824	25	21	+4	828	52	41	+11	835
Large-scale	147	17	2	+15	162	34	2	+32	179
Standard and others	677	8	19	-11	666	18	39	-21	656
Franchise stores	21	1	3	-2	19	1	3	-2	19
UNIQLO International	**292**	**70**	**3**	**+67**	**359**	**157**	**8**	**+149**	**441**
China	145	39	2	+37	182	85	5	+80	225
Hong Kong	16	0	0	0	16	3	1	+2	18
Taiwan	17	10	0	+10	27	20	0	+20	37
Korea	80	12	1	+11	91	27	2	+25	105
Singapore	7	1	0	+1	8	4	0	+4	11
Malaysia	5	2	0	+2	7	3	0	+3	8
Thailand	4	2	0	+2	6	5	0	+5	9
Philippines	1	1	0	+1	2	5	0	+5	6
UK	10	0	0	0	10	0	0	0	10
USA	3	2	0	+2	5	4	0	+4	7
France	2	1	0	+1	3	1	0	+1	3
Russia	2	0	0	0	2	0	0	0	2
g.u.	**176**	**30**	**9**	**+21**	**197**	**60**	**20**	**+40**	**216**
Theory※	**373**	**17**	**2**	**+15**	**388**	**40**	**1**	**+39**	**412**
Comptoir des Cotonniers※	**383**	**6**	**6**	**0**	**383**	**10**	**11**	**-1**	**382**
Princesse tam. tam※	**153**	**1**	**1**	**0**	**153**	**2**	**4**	**-2**	**151**
Total	**2,222**	**150**	**45**	**+105**	**2,327**	**322**	**88**	**+234**	**2,456**

※ including franchise stores

FAST RETAILING

Reference

Forex, Capex, Depreciation, Goodwill Amortization

Applicable Exchange Rates

Yen

		1USD	1EUR	1GBP	1RMB	100KRW
Yr to Aug. 2013	6 mths average to Feb. 2013	82.6	107.8	132.2	13.2	7.5
Yr to Aug. 2012	6 mths average to Feb. 2012	77.2	104.9	122.0	12.2	6.8
Yr to Aug. 2013	Full year average to Aug. 2013 (Estimate)	82.0	107.0	130.0	13.0	7.5
Yr to Aug. 2012	Full year average to Aug. 2012 (Actual)	78.6	103.9	124.3	12.4	6.9

Capex, Depreciation and Goodwill Amortization

Billions of Yen

		Capital Expenditure	Depreciation	Goodwill Amortization
Yr to Aug. 2013	6 mths to Feb. 2013 (Actual)	16.9	10.3	2.3
Yr to Aug. 2012	6 mths to Feb. 2012 (Actual)	22.4	8.6	3.1
Yr to Aug. 2013	Full year (Estimate)	34.0	20.4	5.2
Yr to Aug. 2012	Full year (Actual)	40.1	18.5	5.6