

Sales Comments

August 2007

Store Information:

New Stores:

None

Store Closures:

3 stores (UNIQLO: 2 stores, UNIQLO KIDS: 1 store)

Note:

One of the above UNIQLO stores has simply undergone a shift to direct management under the staff franchisee system and this

Sales Information:

August 2007 existing-store sales decreased by 1.4% year on year while sales at direct-run stores increased by 6.1%.

Total sales including direct sales increased by 6.4%.

Existing store sales dipped year on year in August as the recent heatwave facilitated the offloading of summer goods, but sales of autumn clothing struggled to take off.

July 2007

Store Information:

New Stores:

5 stores (UNIQLO: 5 stores)

Store Closures:

3 stores (UNIQLO: 3 stores)

Sales Information:

July 2007 existing-store sales decreased by 11.7% year on year while sales at direct-run stores decreased by 4.5%.

Total sales including direct sales decreased by 3.9%.

July sales fell considerably compared to the previous year as the mid-month typhoons and heavy rain dampened customer numbers.

June 2007

Store Information:

New Stores:

3 stores (UNIQLO: 3 stores)

Store Closures:

2 stores (UNIQLO: 2 stores)

Sales Information:

June 2007 existing-store sales decreased by 1.3% year on year while sales at direct-run stores increased by 5.9%.

Total sales including direct sales increased by 6.5%.

Existing store sales dipped in June as "Cool Biz" clothing for environmentally conscious office workers, very popular last year, sparked less demand this time around.

May 2007

Store Information:

New Stores:

7 stores (UNIQLO: 7 stores)

Store Closures:

4 stores (UNIQLO: 4 stores)

Sales Information:

May 2007 existing-store sales decreased by 2.1% year on year while sales at direct-run stores increased by 5.6%.

Total sales including direct sales increased by 6.3%.

In May, existing store sales nudged below previous year levels as the fall in temperature in the final week dampened customer numbers.

April 2007

Store Information:

New Stores:

10 stores (UNIQLO: 10 stores)

Store Closures:

3 stores (UNIQLO: 3 stores)

Sales Information:

April 2007 existing-store sales increased by 6.9% year on year while sales at direct-run stores increased by 14.1%.

Total sales including direct sales increased by 14.3%.

Sales rose year on year in April with successful promotions and strong performance on jeans.

Other Recent Releases:

We refurbished our Harajuku store and opened a new T-shirts specialty store called "UT STORE HARAJUKU." on April 28.

News release: "UT STORE HARAJUKU." opens Saturday, April 28

<http://www.fastretailing.com/eng/group/news/0704271600.html>

For more see our T-shirts special home page: <http://ut.uniqlo.com>

March 2007

Store Information:

New Stores:

12 stores (UNIQLO: 10 stores, BODY by UNIQLO: 2 stores)

Store Closures:

5 stores (UNIQLO: 5 stores)

Sales Information:

March 2007 existing-store sales increased by 7.4% year on year while sales at direct-run stores increased by 14.3%.

Total sales including direct sales increased by 14.3%.

March sales rose year on year thanks to a successful jeans promotion during the month and a strong performance of spring garments overall.

February 2007

Store Information:

New Stores:

1 store (UNIQLO)

Store Closures:

3 stores (UNIQLO)

Sales Information:

February 2007 existing-store sales increased by 3.3% year on year while sales at direct-run stores increased by 8.7%.

February sales rose year on year with both the introduction of spring goods and the final sell off of winter garments proceeding well.

January 2007

Store Information:

New Stores:

None

Store Closures:

2 stores (UNIQLO)

Sales Information:

January 2007 existing-store sales increased by 8.9% year on year while sales at direct-run stores increased by 15.1%.

Total sales including direct sales increased by 14.7%.

January sales rose year on year as winter goods sold smoothly and promotions such as our New Year Parka campaign proved effective in boosting customer interest.

December 2006

Store Information:

New Stores:

7 stores (UNIQLO)

Store Closures:

4 stores (UNIQLO)

Sales Information:

December 2006 existing-store sales decreased by 3.3% year on year while sales at direct-run stores increased by 3.1%.

Total sales including direct sales increased by 3.8%.

December sales at existing stores fell year on year with unusual weather patterns towards the end of the month dampening customer numbers.

November 2006

Store Information:

New Stores:

14 stores (UNIQLO)

Store Closures:

12 stores (UNIQLO)

Sales Information:

November 2006 existing-store sales increased by 8.0% year on year while sales at direct-run stores increased 14.8%.

Total sales including direct sales increased 15.3%.

November sales exceeded the plan thanks to the fall in temperature and buoyant sales of campaign products.

Other Recent Releases:

FAST RETAILING has issued its first corporate social responsibility (CSR) report.

October 2006

Store Information:

New Stores:

10 stores (UNIQLO)

Store Closures:

5 stores (UNIQLO)

Sales Information:

October 2006 existing-store sales decreased by 4.5% year on year while sales at direct-run stores increased 0.7%.

Total sales including direct sales increased 1.0%.

October sales fell short of forecast as the continued warm temperatures dampened demand for autumn/winter goods.

September 2006

Store Information:

New Stores:

6 stores (UNIQLO)

Store Closures:

2 stores (UNIQLO)

Sales Information:

September 2006 existing-store sales increased by 12.6% year on year while sales at direct-run stores increased 20.8%.

Total sales including direct sales increased 20.8%.

September sales increased year on year following the onset of cooler weather and some successful sales promotions of the new fall line.