

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

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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 the first nine months of fiscal 2013 (September 2012 through May 2013), and our estimates for the full business year through the end of August 2013.

I. Financial Results (Sept. 2012-May 2013)	P 3~P18
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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 Cottonniers, Princesse tam.tam, GU and J Brand

(Year ending August 31, 2012)

UNIQLO Japan:	UNIQLO Co., Ltd.
UNIQLO International:	All UNIQLO operations outside of Japan
Global Brands:	Includes Theory, Comptoir des Cottonniers, Princesse tam.tam and GU

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: 1Q-3Q (Sept. 2012–May 2013)

1Q~3Q

Net Sales : ¥885.8bln (+19.1% y/y)
Operating Income : ¥124.0bln (+ 4.0% y/y)
Ordinary Income : ¥142.0bln (+19.6% y/y)
Net Income : ¥ 88.4bln (+21.9% y/y)

	Nine months to May 2013 (Sep. 2012 - May 2013)			Three months to May 2013 (Mar. 2013 - May 2013)			Billions of Yen
	Actual	Prev. yr	y/y	Actual	Prev. yr	y/y	
Net sales (to net sales)	885.8 100.0%	743.5 100.0%	+19.1%	270.9 100.0%	218.0 100.0%	+24.3%	
Gross profit (to net sales)	443.9 50.1%	383.9 51.6%	+15.6% ▲1.5p	139.9 51.7%	115.4 53.0%	+21.2% ▲1.3p	
SG&A (to net sales)	319.9 36.1%	264.6 35.6%	+20.9% +0.5p	112.6 41.6%	87.8 40.3%	+28.1% +1.3p	
Operating income (to net sales)	124.0 14.0%	119.3 16.0%	+4.0% ▲2.0p	27.3 10.1%	27.5 12.6%	+0.7% ▲2.5p	
Ordinary income (to net sales)	142.0 16.0%	118.8 16.0%	+19.6% +0.0p	34.2 12.6%	25.2 11.6%	+35.7% +1.0p	
Net income (to net sales)	88.4 10.0%	72.5 9.8%	+21.9% +0.2p	22.9 8.5%	14.7 6.8%	+56.0% +1.7p	

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Let us look first at our consolidated business performance for the third quarter of fiscal 2013, or the nine months from September 2012 through May 2013.

Consolidated sales increased by 19.1% year on year to ¥885.8bln, operating income rose 4.0% to ¥124.0bln, ordinary income rose 19.6% to ¥142.0bln and net income increased by 21.9% to ¥88.4bln.

The next slide details the main factors underlying these results.



Group: 1Q-3Q Rise in Sales & Income

Net Sales ¥885.8bln(+19.1%, ¥142.2bln y/y)

- UNIQLO International + ¥68.7bln
- UNIQLO Japan + ¥38.3bln
- Global Brands + ¥34.9bln

Gross Profit to Net Sales 50.1%(-1.5p y/y)

- UNIQLO Japan -1.4p

SG&A to Net Sales 36.1% (+0.5p y/y)

- Increased business cost ratio at UNIQLO Japan

Operating Income ¥124.0bln, +4.0% y/y

Ordinary Income ¥142.0bln, +19.6% y/y

- Large foreign exchange gain boosted non-operating profit by ¥18.5bln y/y

Net Income ¥88.4bln, +21.9% y/y

Taking consolidated sales first, sales expanded by 19.1% or ¥142.2bln year on year to ¥885.8bln in the first nine months of fiscal 2013. That figure breaks down into an increase in sales of ¥68.7bln at UNIQLO International, ¥38.3bln at UNIQLO Japan and ¥34.9bln at Global Brands.

The gross profit to net sales ratio contracted by 1.5 points year on year to 50.1%. The main reason for this fall was a 1.4-point contraction in the gross margin at UNIQLO Japan.

The SG&A to net sales ratio increased 0.5 point year on year to 36.1%, due mainly to an increase in the business expenses ratio at UNIQLO Japan.

These elements taken together resulted in a 4.0% increase in operating income to ¥124.0bln.

Consolidated ordinary income expanded by an impressive 19.6% to ¥142.0bln in the September 2012 to May 2013 period. The considerable depreciation in the yen against the dollar to a rate of US\$1=¥101 on May 31 generated a cumulative third-quarter foreign exchange profit of ¥17.8bln, resulting in an ¥18.5bln improvement in the Group's balance for non-operating income.

Net income increased by 21.9% year on year to ¥88.4bln in the first half.

1Q-3Q Breakdown by Group Operation

Billions of Yen

		Nine months to May 2013 (Sep. 2012 - May 2013)			Three months to May 2013 (Mar. 2013 - May 2013)		
		Actual	Prev. yr	y/y	Actual	Prev. yr	y/y
UNIQLO Japan	Net sales	541.6	503.2	+7.6%	154.4	138.6	+11.3%
	Operating income (to net sales)	88.3 16.3%	92.7 18.4%	▲4.7% ▲2.1p	19.3 12.5%	20.4 14.7%	▲5.4% ▲2.2p
UNIQLO International	Net sales	191.3	122.5	+56.1%	60.6	37.7	+60.7%
	Operating income (to net sales)	19.6 10.3%	13.6 11.1%	+43.8% ▲0.8p	3.6 5.9%	2.1 5.8%	+64.3% +0.1p
Global Brands	Net sales	150.8	115.9	+30.1%	55.1	41.0	+34.3%
	Operating income (to net sales)	13.4 8.9%	13.4 11.6%	+0.2% ▲2.7p	4.8 8.8%	5.5 13.4%	▲11.7% ▲4.6p

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.

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This slide displays cumulative net sales and operating income in the third quarter broken down by Group operation.

UNIQLO Japan sales totaled ¥541.6bln and operating income ¥88.3bln. UNIQLO International reported sales of ¥191.3bln and operating income of ¥19.6bln. Global Brands generated sales of ¥150.8bln and operating income of ¥13.4bln.

During the third quarter (March to May 2013), both the UNIQLO Japan and Global Brands segments experienced a slight contraction in profit, but UNIQLO International generated year-on-year gains in both sales and income.

1Q~3Q Sales Rise, Income Falls

v. April estimate : Net sales - ¥3.0bln

Operating income - ¥3.0bln

Billions of Yen

	Nine months to May 2013 (Sep. 2012 - May 2013)			Three months to May 2013 (Mar. 2013 - May 2013)		
	Actual	Prev. yr	y/y	Actual	Prev. yr	y/y
Net sales (to net sales)	541.6 100.0%	503.2 100.0%	+7.6%	154.4 100.0%	138.6 100.0%	+11.3%
Gross profit (to net sales)	256.1 47.3%	244.9 48.7%	+4.6% ▲1.4p	75.2 48.7%	69.1 49.9%	+8.8% ▲1.2p
SG&A (to net sales)	167.8 31.0%	152.2 30.3%	+10.2% +0.7p	55.8 36.2%	48.7 35.1%	+14.7% +1.1p
Operating income (to net sales)	88.3 16.3%	92.7 18.4%	▲4.7% ▲2.1p	19.3 12.5%	20.4 14.7%	▲5.4% ▲2.2p

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I will now explain the third-quarter performance for each Group operation in more detail, starting with UNIQLO Japan.

As I mentioned earlier, UNIQLO Japan reported a rise in sales and a fall in income in the nine months from September 2012 through May 2013, with sales rising 7.6% year on year but income falling 4.7%.

For the March to May quarter alone, performance at UNIQLO Japan fell short of our latest business estimates announced in April, with both sales and operating income coming in approximately ¥3.0bln below target.

UNIQLO Japan: Overall Sales

3Q (March-May) Net Sales ¥154.4bln (+11.3% y/y)

Same-store sales +9.3% (Customer visits +16.0%, APP -5.8%)

- Visits up strongly on aggressive advertising (TV ads and fliers)
- Consistent warm weather boosts sales of spring/summer items especially Ultra Stretch Jeans, Leggings Pants, AIRism, Steteco, Relaco
- Fall in average purchase price: strong sales of cheaper items

Same-store sales	Yr to Aug. 2013					
	1H	Mar	Apr	May	3Q	June
Net sales	+3.6%	+23.1%	▲ 3.0%	+10.9%	+ 9.3%	+20.5%
Customer nos.	+6.3%	+30.0%	+3.7%	+17.0%	+ 16.0%	+26.4%
Avg. purchase	▲ 2.5%	▲ 5.4%	▲ 6.5%	▲ 5.2%	▲ 5.8%	▲ 4.6%

833 directly-run stores at end May 2013

- +5 stores y/y, excluding 19 franchise stores

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Now to give you more detail on sales at UNIQLO Japan. As I have mentioned earlier, sales at UNIQLO Japan expanded 11.3% year on year in the third quarter (March-May 2013) to ¥154.4bln, thanks primarily to a 9.3% increase in same-store sales.

The increase in same-store sales can be attributed to a number of factors. First, our aggressive promotional activities, including TV commercials and distribution of fliers, attracted many more customers to our stores in the third quarter, and we reported a 16.0% year –on-year increase in customer visits as a result. In addition, persistently warm weather throughout the quarter also fuelled strong sales of both spring and summer garments.

Indeed, sales of our Ultra Stretch Jeans, Leggings Pants, AIRism summer innerwear, Steteco and Relaco (“Relax and Comfort”) light-weight ranges proved especially strong.

On the other hand, the average purchase price per customer contracted 5.8% in the third quarter, due in part to strong sales of comparatively low-priced items such as Leggings Pants and AIRism innerwear.

The total number of directly operated UNIQLO Japan stores, excluding franchise stores, increased by 5 to 833 stores at the end of May 2013.

3Q Gross Profit Margin 48.7% (-1.2p y/y)
(March-May) 0.9p below April estimate

Margin lower than forecast:

- **stronger advertising such as higher distribution of fliers, etc.**
- **Customers proved persistently sensitive to prices**

Turning next to business margins for the March-to-May quarter, UNIQLO Japan generated a gross profit margin of 48.7%, down 1.2 points year on year. This performance fell short of our April estimate by 0.9 point.

This shortfall in the third-quarter gross margin compared to our April estimate can be attributed to the decision on our part to boost advertising and increase the distribution of fliers, and also to persistently strong price sensitivity on the part of our consumers.

**3Q
(March-May) SG&A to Net Sales 36.2% (+1.1p y/y)**

1.1p rise in SGA& ratio:

Advertising & promotion	+ 0.7p y/y
Personnel expenses	±0.0p y/y
Store rents	±0.0p y/y
Depreciation	- 0.2p y/y
Other expenses	+0.5p y/y

The UNIQLO Japan SG&A to net sales ratio rose 1.1 points year on year to 36.2% in the March-to-May quarter, but total SG&A expenses came in roughly on target.

Looking at the individual cost components, the advertising and promotion ratio rose 0.7 point year on year following our decision to air additional TV commercials and boost the distribution of paper advertising such as fliers.

The ratio for other business expenses rose 0.5 point year on year, as we purchased new fixtures in line with our drive to upgrade store fittings and interiors.

**3Q
(March-May)**

**Asia continues strong
USA Underperforms**

Continued gains in Asian sales and profit

Mass new store openings in China, Taiwan, South Korea

410 stores at end May (+135 stores y/y)

UNIQLO USA losses remain at previous year's level

Billions of Yen

		Nine months to May 2013 (Sep. 2012 - May 2013)			Three months to May 2013 (Mar. 2013 - May 2013)		
		Actual	Prev. yr	y/y	Actual	Prev. yr	y/y
UNIQLO International	Net sales	191.3	122.5	+56.1%	60.6	37.7	+60.7%
	Operating income	19.6	13.6	+43.8%	3.6	2.1	+64.3%
	(to net sales)	10.3%	11.1%	▲0.8p	5.9%	5.8%	+0.1p

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Moving on now to our UNIQLO International operation, we generated considerable gains in both sales and income in the third quarter from March to May 2013. UNIQLO International sales increased by an impressive 60.7% to ¥60.6bln and operating income expanded by 64.3% to ¥3.6bln.

The large gains in both sales and income can be attributed primarily to continued strong same-store sales growth in the Asian region, and to our consistent drive to open large numbers of new stores mainly in China, Taiwan and South Korea.

The number of UNIQLO International stores increased by 135 stores to 410 stores at end May 2013.

Performance from UNIQLO USA fell short of target in the third quarter, with the operation's losses hovering stubbornly near the previous year's level.

Business Trends by Region

- **Greater China (China, HK and Taiwan):** Planned gains in sales & profit
Same-store sales continue to rise, 29 new stores open
- **South Korea:** Falls slightly short of target
Cold weather in April dampened sales, 3Q same-store sales flat
- **Southeast Asia (Singapore, Malaysia, Thailand, Philippines):** Sales and income exceed forecasts
Strong sale trend continues, 9 new stores boost total to 32 stores
Opened first store in Indonesia on Saturday, June 22
- **USA:** Operating loss hovers at previous year's level
Unseasonal weather dampens spring garment sales, 3 NY stores fall short of profit targets
- **Europe (U.K., France, Russia):** Performs to plan
Operating income holds firm at previous year's level

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Breaking down the overall business trends for UNIQLO International by region for the third quarter, Greater China (China, Hong Kong and Taiwan) reported gains in both sales and income in line with our expectations, thanks to continued growth in same-store sales and a net increase of 29 stores.

The cool weather in April dampened sales at UNIQLO South Korea, resulting in a flat performance in terms of same-store sales for the third quarter as a whole. We did open the 11 new stores planned for the third quarter, but UNIQLO South Korea's overall performance fell slightly short of target.

UNIQLO operations in the Southeast Asian nations of Singapore, Malaysia, Thailand and the Philippines all exceeded our expectations in the third quarter thanks to continued strong sales trends across the board. We opened nine new stores over the quarter, bringing the total number of stores to 32 at end May 2013. The first UNIQLO store in Indonesia, opened on June 22, has gotten off to a strong start.

We had expected to be able to reduce the operating loss at UNIQLO USA during the second half of fiscal 2013 from March through August 2013. However, income held stubbornly at previous-year levels in the third quarter. This was due in part to unfavorable weather, which dampened sales of spring garments, and also to a slower-than-expected pickup in earnings at our three flagship stores in New York. Meanwhile, our UNIQLO Garden State Plaza Store and our UNIQLO San Francisco Union Square Store, both opened in fall 2012, continue to generate favorable sales, and the two new stores which were opened in prominent malls in spring 2013 are also performing well.

Operating income held flat at UNIQLO Europe (U.K., France, Russia) as forecast. Same-store sales picked up in the third quarter and overall sales now appear to be on a recovery trend, but we still forecast UNIQLO Europe will report a small operating loss for the full year ending August 31, 2013

First Indonesian Store Opens in Jakarta



This slide shows the interior of the first store opened in Indonesia on June 22. The store, which boasts the biggest sales floor in Southeast Asia at approximately 2,670 square meters, got off to a great start.



Ten Stores to Open in U.S. in Fall 2013

**Plan to open 10 new stores in the U.S:
6 on the East Coast, 4 on the West Coast**



Next, I would like to take a moment to talk about the exciting news announced today. In line with our drive to create dominant retail networks on both the East and West Coasts of the United States, we are planning to open 10 new stores in fall 2013, six stores on the East Coast and four stores on the West Coast.

We will then plan to open more new stores at UNIQLO USA from spring 2014 onwards.

Enhancing our Global Marketing



As part of our efforts to strengthen global marketing, top world-class athletes now wear UNIQLO clothing and help convey the Fast Retailing corporate concept and spirit to the world.

Adam Scott won the 77th U.S. Masters in April!



Shingo Kunieda wins the wheelchair men's doubles title at Wimbledon 2013!

Novak Djokovic came within a hair of victory at the 2013 Wimbledon tennis championship



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As UNIQLO's international operations continue to expand, global marketing is becoming increasingly important.

We have attracted top-class athletes from around the world to wear UNIQLO clothing and help convey the Fast Retailing concept and corporate spirit.

Australia's Adam Scott won the U.S. Masters golf tournament in April 2013. Japan's Shingo Kunieda won the wheelchair gentleman's doubles final for the second time last week at the 2013 Wimbledon tennis championship in the U.K. World number one men's tennis player Novak Djokovic from Serbia lost in the men's singles final at Wimbledon this year, but he played an exciting and exemplary tournament sporting UNIQLO's AIRism clothing and polo shirts throughout.

We want to continue to enhance this type of global marketing, where dedicated world-class athletes help familiarize people with the UNIQLO and Fast Retailing brands and what we stand for.

Global Brands: 3Q (March-May 2013)

3Q (March-May) GU and Theory Strength

GU: Sales, income rise to plan on strong same-store sales

Theory: Profit recovers in 3Q

Comptoir des Cottonniers, Princesse tam.tam:

Extremely cold European spring knocks 3Q below plan and profit down

J Brand: Falls short of target

		Billions of Yen					
		Nine months to May 2013 (Sep. 2012 - May 2013)			Three months to May 2013 (Mar. 2013 - May 2013)		
		Actual	Prev. yr	y/y	Actual	Prev. yr	y/y
Global Brands	Net sales	150.8	115.9	+30.1%	55.1	41.0	+34.3%
	Operating income	13.4	13.4	+0.2%	4.8	5.5	▲11.7%
	(to net sales)	8.9%	11.6%	▲2.7p	8.8%	13.4%	▲4.6p

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Our Global Brands segment reported gains in sales and a decrease income in the third quarter, with sales rising 34.3% year on year to ¥55.1bln and operating income decreasing by 11.7% to ¥4.8bln. Our GU and Theory labels both continued to generate strong results but performance from Comptoir des Cottonniers, Princesse tam.tam and J Brand came in below our estimates. This in turn pushed performance for the Global Brands segment as a whole slightly below target.

Our low-priced GU casualwear brand performed to plan in the third quarter, as consistent growth in same-store sales translated into healthy gains in both sales and income.

Profits from our Theory women's fashion label contracted in the first half due to a temporary increase in marketing expenses, but then income duly recovered in the third quarter as expected.

Our France-based women's fashion brand Comptoir des Cottonniers, and corsetry, lounge wear and swimwear label Princesse tam.tam were both adversely affected by the extremely cold spring in Europe. Both sales and profit came in lower than forecast, with operating income actually contracting in the third quarter.

Our premium denim J Brand label also fell short of expectations on both sales and income.

Group: Balance Sheet at end May 2013

Billions of Yen

	End May 2012	End Aug. 2012	End May 2013	Change
Total Assets	589.7	595.1	910.9	+ 321.2
Current Assets	413.5	424.5	664.6	+ 251.1
Fixed Assets	176.2	170.5	246.3	+ 70.1
Liabilities	198.9	200.2	297.1	+ 98.2
Net Assets	390.8	394.8	613.8	+ 222.9

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Next, I would like to explain our balance sheet as it stood at the end of May 2013.

Compared to end May 2012, current assets increased by ¥251.1bln and fixed assets expanded by ¥70.1bln to generate an increase of ¥321.2bln in total assets to ¥910.9bln.

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

Current Assets +¥251.1bln (¥413.5bln⇒ ¥664.6bln)

• **Cash, equivalents and securities +¥43.6bln (¥270.6bln⇒ ¥314.2bln)**

• **Inventory assets +¥39.4bln (¥79.6bln⇒ ¥119.1bln)**

UNIQLO Japan + ¥11.3bln

Upgrade in in-store fittings and fixtures +¥10.1bln

UNIQLO International + ¥20.1bln End May store total up 135 stores y/y

Global Brands + ¥8.0bln

Expansion of GU and Theory operations, consolidation of J Brand stock

• **Forward exchange contract balance: +¥194.6bln (-¥30.1bln⇒ +¥164.4bln)**

UNIQLO Japan End-May yen rate fell below the average forward contract exchange rate. Hedge accounting so no impact on P&L

Fixed assets +¥70.1bln (¥176.2bln ⇒ ¥246.3bln)

• **Tangible assets +¥24.3bln (¥69.6bln ⇒ ¥93.9bln)**

UNIQLO International End May store total up 135 stores y/y

• **Intangible assets +¥42.6bln (¥39.2bln⇒ ¥81.8bln)**

Global Brands Consolidation of J Brand

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Let us look first at the ¥251.1bln increase in current assets.

Cash, cash equivalents and marketable securities increased by ¥43.6bln year on year to ¥314.2bln at end May 2013 compared to end May 2012. This was due to an increase in operating cash flow at UNIQLO Japan and other business segments.

Total inventory increased by ¥39.4bln to ¥119.1bln at end May 2013. Inventory at UNIQLO Japan increased by ¥11.3bln. Of that, an upgrade of in-store fittings and an increase in store inventory accounts for ¥10.1bln of that total. Inventory at UNIQLO International increased by ¥20.1bln owing to the expansion of 135 stores across the UNIQLO International network compared to end May 2012. Inventory levels also increased by ¥8.0bln at our Global Brands segment due to the continued expansion of GU and Theory operations, and the new inclusion of J Brand stock.

The balance of forward exchange contracts recorded a reduction on the liability side of ¥30.1bln and an increase on the asset side of ¥164.4bln at the end of May 2013 compared to end May 2012. We use forward exchange contracts as a long-term hedging measure to minimize foreign exchange risk at the UNIQLO Japan operation. The yen exchange rate at the end of May 2013 weakened to a level below our average forward contract exchange rate, resulting in a very large increase in the balance of forward exchange contracts. Please note, this item is treated under hedge accounting and therefore has no impact on the profit and loss position.

Fixed assets increased by ¥70.1bln year on year at end May 2013. This includes a ¥24.3bln increase in tangible assets linked to the opening of 135 new UNIQLO International stores, as well as a ¥42.6bln increase in intangible assets linked to the J Brand acquisition.

Group: Cash Flow (Sept 2012-May 2013)

Billions of Yen			
	Yr. to Aug 2012 1Q-3Q	Yr. to Aug 2013 3Q cumulative	Comment
Net cash provided by operating activities	+ 126.6	+ 100.8	
Net income before taxes and other adjustments	+ 117.6	+ 140.5	Profit contribution from UNIQLO and other operations
Depreciation allowance, goodwill amortization	+ 18.2	+ 20.3	
Working capital	+ 4.0	-13.4	Change in total accounts receivable, inventory assets & accounts payable
Payment/refund of corporation tax, etc	-21.3	-40.9	
Net cash used in investment activities	-30.1	-53.5	
Expenditure on acquisition of tangible assets	-20.8	-19.6	Related to new store openings
Expenditure on acquisition of intangible assets	-6.4	-3.5	System investment
Change to scope of consolidation Purchase of Subsidiary firm's shares	-	-26.7	Expenditure related to acquisition of J Brand
Net cash used in financing activities	-28.3	-22.2	
Income from Long-term borrowing	-	+ 15.6	Borrowing related to acquisition of J Brand
Dividend payment	-22.1	-28.3	FY2012 year-end dividend of 130 yen per share, FY2013 interim dividend 95 yen per share
Increase in cash & equivalents	+ 68.5	+ 48.1	
Cash & equivalents period start	202.1	266.0	
Cash & equivalents period end	270.6	314.1	

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I would now like to explain our cash flow position for the first nine months of fiscal 2013, or the period from September 2012 through May 2013.

We enjoyed a net cash inflow of ¥100.8bln from operating activities thanks to profit contributions from UNIQLO operations worldwide, and also from other businesses.

Outlays on investment activities totalled ¥53.5bln over the nine-month period. Of this total, ¥19.6bln was spent on the acquisition of tangible assets, ¥3.5bln 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 ¥28.8bln in the nine months through May 2013. Of this total, ¥6.7bln was invested in UNIQLO Japan, ¥13.1bln in UNIQLO International, ¥5.7bln in Global Brands and ¥2.9bln in systems.

Net spending on financing activities totalled ¥22.2bln. This includes a ¥15.6bln inflow related to the J Brand acquisition and a ¥28.3bln expenditure on dividend payments.

As a result of the above, the balance of cash and cash equivalents stood at ¥314.1bln at end May 2013.

FY2013 Estimate by Group Operations

Billions of Yen

		Yr to Aug. 2012	Yr to Aug. 2013	
		Actual	Latest est. (Jul. 11)	y/y
UNIQLO Japan	Net sales	620.0	673.0	+8.5%
	Operating income	102.3	106.0	+3.6%
	(to net sales)	16.5%	15.8%	▲0.7p
UNIQLO International	Net sales	153.1	234.0	+52.8%
	Operating income	10.9	20.0	+81.8%
	(to net sales)	7.2%	8.5%	+1.3p
Global Brands	Net sales	153.0	194.0	+26.8%
	Operating income	14.5	18.5	+27.2%
	(to net sales)	9.5%	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 Group performance in fiscal 2013, or the year ending August 31, 2013.

While sales and income at UNIQLO Japan both fell approximately ¥3.0bln short of target in the third quarter, sales proved strong in June and so we have not made any revisions to our full-year estimates for this segment.

Group: FY2013 Forecast

Net Sales : ¥1.103trln (+18.8% y/y)
Operating Income : ¥147.5bln (+16.6% y/y)
Ordinary Income : ¥153.5bln (+22.6% y/y)
Net Income : ¥ 91.5bln (+27.7% y/y)

	Yr to Aug. 2012 Actual	Yr to Aug. 2013 Latest est.		Billions of Yen
		(Jul. 11)	y/y	
Net sales	928.6	1,103.0	+ 18.8%	
(to net sales)	100.0%	100.0%		
Gross profit	475.4	559.5	+ 17.7%	
(to net sales)	51.2%	50.7%	▲0.5 p	
SG&A	349.0	412.0	+ 18.0%	
(to net sales)	37.6%	37.4%	▲0.2 p	
Operating income	126.4	147.5	+ 16.6%	
(to net sales)	13.6%	13.4%	▲0.2 p	
Ordinary income	125.2	153.5	+ 22.6%	
(to net sales)	13.5%	13.9%	+ 0.4 p	
Extraordinary gain or loss	-1.8	-4.0	-	
Net income	71.6	91.5	+ 27.7%	
(to net sales)	7.7%	8.3%	+ 0.6 p	

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As regards the Fast Retailing Group as a whole, our recent consolidated business forecasts for fiscal 2013 remain unchanged despite the significant foreign exchange gain recorded as non-operating income at the end of May. This is because we have chosen to maintain a conservative forecast in terms of exchange rates.

As a result, we forecast consolidated sales of ¥1.103trln, operating income of ¥147.5bln, ordinary income of ¥153.5bln and net income of ¥91.5bln for the year ending August 31, 2013.

Finally, let me leave you with a note on our dividend policy. In addition to the interim dividend of 140 yen per share already paid, we intend to pay a year-end dividend of 140 yen per share. That will bring the total annual dividend for fiscal 2013 to 280 yen per share.

That completes this presentation on the performance of the Fast Retailing Group in the nine months from September 2012 through May 2013. The remaining slides are provided for your reference.

Thank you.

UNIQLO Japan: FY2013 Forecasts

Billions of Yen

	Yr to Aug. 2012 Actual	Yr to Aug. 2013	
		Latest est. (Jul. 11)	y/y
Net sales (to net sales)	620.0 100.0%	673.0 100.0%	+ 8.5%
Gross profit (to net sales)	299.5 48.3%	322.0 47.8%	+ 7.5% ▲0.5 p
SG&A (to net sales)	197.1 31.8%	216.0 32.1%	+ 9.6% + 0.3 p
Operating income (to net sales)	102.3 16.5%	106.0 15.8%	+ 3.6% ▲0.7 p

FY2013 Dividend Estimates

Expected Full-year Dividend: ¥280

	Dividend per share		
	Mid-term	Yr-end	Annual
Yr to August 2011	95yen	85yen	180yen
Yr to August 2012	130yen	130yen	260yen
Yr to August 2013 (estimate)	140yen	140yen	280yen

※ The year-end dividend may change in the event of large fluctuations in business performance or access to funds.

Reference Store Plans by Group Company

[Units: Stores]	Yr 2012 Actual Yr-end	Yr to Aug. 2013							
		3Q (Sep. - May.) Actual				Forecast			
		Open	Close	Change	End May	Open	Close	Change	End Aug
UNIQLO Operations	1,137	167	42	+125	1,262	214	52	+162	1,299
UNIQLO Japan	845	45	38	+7	852	51	43	+8	853
Own stores	824	44	35	+9	833	50	40	+10	834
Large-scale	147	29	2	+27	174	33	2	+31	178
Standard and others	677	15	33	▲18	659	17	38	▲21	656
Franchise stores	21	1	3	▲2	19	1	3	▲2	19
UNIQLO International	292	122	4	+118	410	163	9	+154	446
China	145	59	2	+57	202	86	6	+80	225
Hong Kong	16	0	0	0	16	3	1	+2	18
Taiwan	17	19	0	+19	36	20	0	+20	37
Korea	80	24	2	+22	102	27	2	+25	105
Singapore	7	2	0	+2	9	5	0	+5	12
Malaysia	5	5	0	+5	10	5	0	+5	10
Thailand	4	5	0	+5	9	6	0	+6	10
Philippines	1	3	0	+3	4	5	0	+5	6
Indonesia	0	0	0	0	0	1	0	+1	1
UK	10	0	0	0	10	0	0	0	10
USA	3	4	0	+4	7	4	0	+4	7
France	2	1	0	+1	3	1	0	+1	3
Russia	2	0	0	0	2	0	0	0	2
GU	176	60	21	+39	215	60	22	+38	214
Theory	373	39	10	+29	402	42	10	+32	405
Comptoir des Cotonniers ※	383	6	9	▲3	380	6	11	▲5	378
Princesse tam.tam ※	153	1	1	0	153	2	1	+1	154
Total	2,222	273	83	+190	2,412	324	96	+228	2,450

※ including
franchise
stores



Reference

Forex, Capex, Depreciation, Goodwill Amortization

Applicable Exchange Rates

Yen

	1USD	1EUR	1GBP	1RMB	100KRW
Yr to Aug. 2013 9 mths average to Feb. 2013	86.7	113.0	136.5	13.9	7.9
Yr to Aug. 2012 9 mths average to Feb. 2012	78.6	106.1	124.8	12.4	7.0
Yr to Aug. 2013 Exchange rate full year to Aug. 2013 (Estimate)	82.0	107.0	130.0	13.0	7.5
Yr to Aug. 2012 Exchange rate full year to Aug. 2012 (Actual)	78.6	103.9	124.3	12.4	6.9

Capex, Depreciation and Goodwill

Billions of Yen

	Capital spending	Depreciation	Goodwill amortization
Yr to Aug. 2013 9 mths to Feb. 2013 (Actual)	28.8	16.5	3.8
Yr to Aug. 2012 9 mths to Feb. 2012 (Actual)	34	13.6	4.6
Yr to Aug. 2013 Full year (Estimate)	34	20.4	5.2
Yr to Aug. 2012 Full year (Actual)	40.1	18.5	5.6