UNIQLO Japan

UNIQLO Japan is the nation’s largest apparel retailer with a 5.6% share of the 10.7 trillion yen Japanese apparel market, and 845 stores nationwide at the end of fiscal 2012.

UNIQLO Japan sales increased 3.3% year on year in fiscal 2012 to 620.0 billion yen while operating income shrank 3.6% to 102.3 billion yen. In the first half, strong sales of HEATTECH functional innerwear, Ultra Light Down jackets, danpan warm pants and other core winter items boosted income. However, in the second half, unseasonably cool weather dampened same-store sales, and larger discounts on summer inventory weighed on profits.

Encouraged by the success of our largest global flagship store, the UNIQLO Ginza Store, which opened in Tokyo in March 2012, we began aggressively increasing our average store size by closing smaller outlets and opening more large-format stores. Going forward, our focus will be on cultivating new consumers by opening large-format stores in Tokyo, Osaka, Nagoya and Fukuoka.

UNIQLO International

UNIQLO International generated significant gains in sales and income in fiscal 2012. We expect sales will expand 76.0 billion yen in fiscal 2013 to 229.0 billion yen. Growth has been particularly strong in Asia. UNIQLO operations in Asia are proving highly profitable and currently account for approximately 80% of UNIQLO International’s sales.

We plan to increase store numbers in fiscal 2013, mainly in Asia (China: 84, South Korea: 26, Taiwan: 20). By the end of August 2013, we will have opened a total of 155 stores and closed eight. We will also expand UNIQLO’s coverage in Asia by building on our existing presence in Malaysia, Thailand and the Philippines, and by opening our first stores in Indonesia and Australia in 2013.

The opening of prominent UNIQLO stores on both New York’s Fifth Avenue and 34th Street in fall 2011 boosted awareness of the UNIQLO brand worldwide. UNIQLO gained its first foothold on the West Coast with a San Francisco store that opened in fall 2012.
Global Brands

Sales and Stores of Fast Retailing Group

- Fast Retailing Co., Ltd. is a holding company. The specialty retailer UNIQLO is the Group’s mainstay operation, and has enjoyed strong growth by offering high-quality casualwear at reasonable prices using its SPA (Specialty store retailer of Private label Apparel) business model, which spans product design, manufacture, distribution and retail.

- The first UNIQLO store opened in 1984. In 1998, our fleece campaign sparked a UNIQLO boom across Japan. After a period of falling sales and income, we quickly boosted performance by expanding our women’s wear. Since 2001, UNIQLO has expanded worldwide operations to include the U.K., China, Hong Kong, South Korea, the United States, France, Singapore, Russia, Taiwan, Malaysia, Thailand and the Philippines. At the end of August 2012, UNIQLO boasted 845 stores in Japan and 292 in other markets.

- Since 2004, we have diversified the operational base of the Group through acquisitions, including the French brands Comptoir des Cotonniers (women’s fashion) and Princesse tam.tam (corsetry, lounge wear and swimwear) and the U.S. labels Theory (women’s fashion) and J Brand (contemporary denim). The low-priced g.u. fashion label, launched in 2006, is steadily becoming a mainstay Group operation.

**Comptoir des Cotonniers**
The chic French label now boasts a total of 383 stores in France, other parts of Europe and Japan. A strong 2012 spring/summer collection boosted sales and income in fiscal 2012.

**Princesse tam.tam**
The unique corsetry, lounge wear and swimwear brand, known for its creative original prints and bright colors, is sold in an increasing number of well-known department stores in Europe and beyond. Japan’s first PTT store opened in fall 2012.

**g.u.**
The g.u. brand, offering fashion at fabulously low prices, has become much more widely known since the opening of its Ginza flagship store in March 2012. Sales reached approximately 58 billion yen and operating income 5 billion yen in fiscal 2012.

**Theory**
The mainstay Theory label, valued for its quality materials and simple, basic design, continues to perform strongly in Japan and the United States. In fiscal 2012, Theory generated record profits, thanks in part to an expanding contribution from the PLST label.