SNAPSHOT

- Achieved a record performance. Revenue: ¥1.8619 trillion (+4.2% YoY), operating profit: ¥176.4 billion (+38.6% YoY), profit attributable to owners of the parent: ¥119.2 billion (+148.2% YoY).

- UNIQLO International operating profit near doubled on strong results from Greater China, Southeast Asia & Oceania and South Korea. UNIQLO USA loss halved. European operation profitable.

- GU profit down considerably on sluggish sales of advertising campaign items and unfavorable YoY comparison.

Revenue by Business Segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue Share (%)</th>
<th>Revenue (¥ billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>GLOBAL BRANDS</td>
<td>18.3%</td>
<td>340.1</td>
</tr>
<tr>
<td>UNIQLO INTL</td>
<td>38.0%</td>
<td>708.1</td>
</tr>
<tr>
<td>UNIQLO JAPAN</td>
<td>43.5%</td>
<td>810.7</td>
</tr>
</tbody>
</table>

Revenue and Store Numbers
UNIQLO JAPAN

**FY2017 Results**

- **Revenue**
  - ¥810.7 billion
  - YoY +1.4%
- **Operating profit**
  - ¥95.9 billion
  - YoY -6.4%

**Future Outlook**

- Expect further same-store sales growth thanks to easily recognizable everyday price strategy and buoyant online sales. Achieve stable future growth through cost cutting and determined control of discounting.
- Pursue Ariake Project with the aim of increasing operating profit margin to 15% over the medium term, and tackle issues such as improving distribution efficiency, expanding e-commerce services, improving accuracy of demand forecasts and reducing production lead times.

UNIQLO INTERNATIONAL

**FY2017 Results**

- **Revenue**
  - ¥708.1 billion
  - YoY +8.1%
- **Operating profit**
  - ¥73.1 billion
  - YoY +95.4%

**Future Outlook**

- Greater China, Southeast Asia & Oceania and South Korea to serve as medium-term drivers of UNIQLO International growth. UNIQLO International revenue expected to surpass UNIQLO Japan in FY2018.
- UNIQLO Greater China five-year targets: revenue ¥1 trillion, operating profit ¥200 billion. UNIQLO Southeast Asia & Oceania targeting 30% annual growth and revenue of ¥300 billion within five years.

GLOBAL BRANDS

**FY2017 Results**

- **Revenue**
  - ¥340.1 billion
  - YoY +3.5%
- **Operating profit**
  - ¥14.0 billion
  - YoY +47.5%

**Future Outlook**

- Improve GU performance by strengthening product development, improving accuracy of initial production volumes and bolstering frameworks for swift additional production of strong-selling items. Plan to accelerate GU’s global development and, in the medium term, develop GU as a second pillar brand with ¥1 trillion sales.
- Expect Theory to exhibit continued steady growth, and see strong potential for Theory’s PLST label as a new reasonably priced brand.