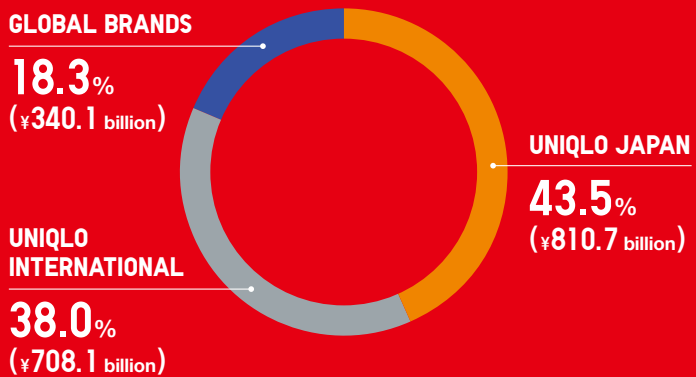


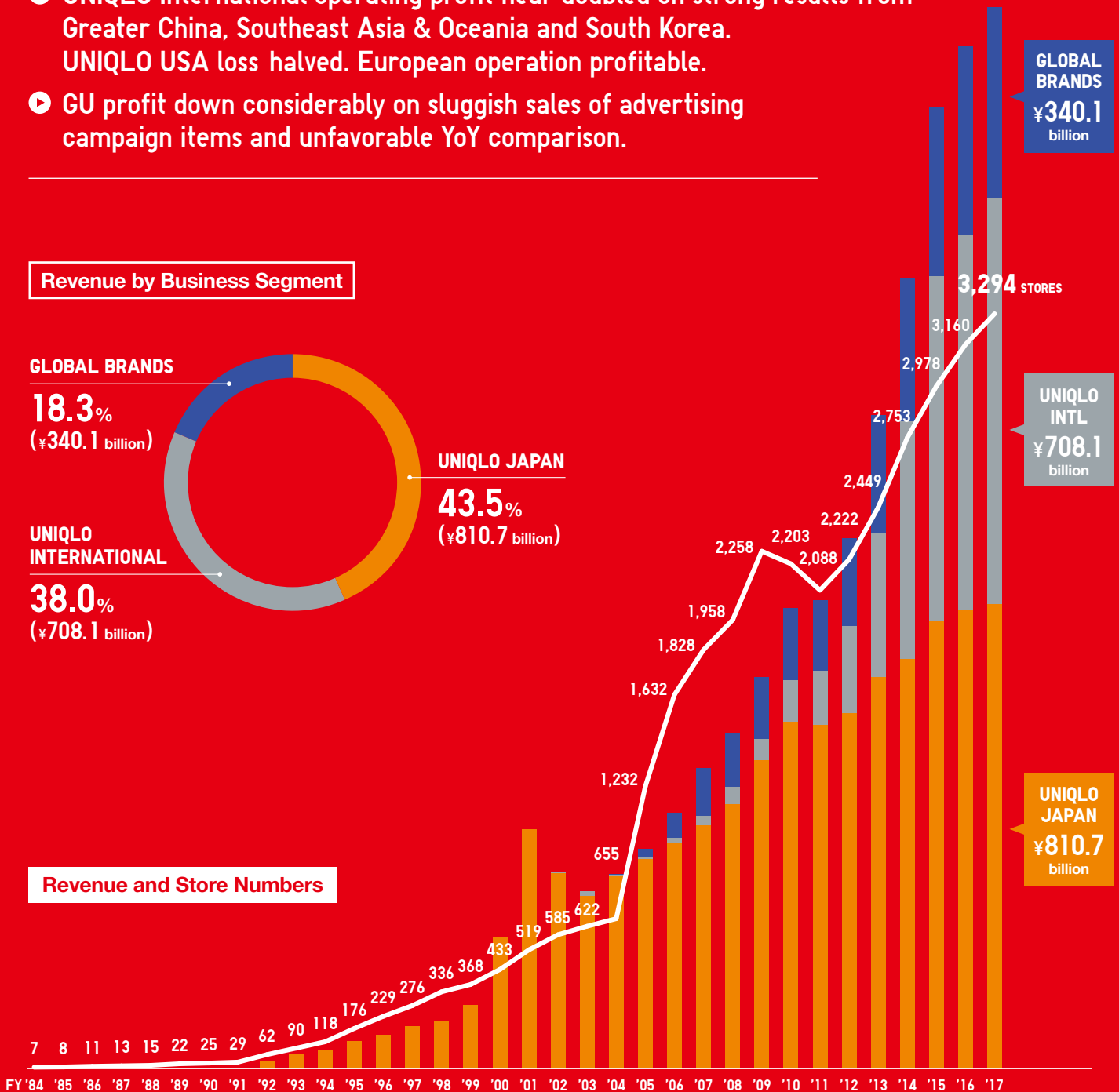
# SNAPSHOT

- ▶ 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



Revenue and Store Numbers



## UNIQLO JAPAN

### FY2017 Results

Revenue

¥ **810.7** billion

YoY  
+1.4%

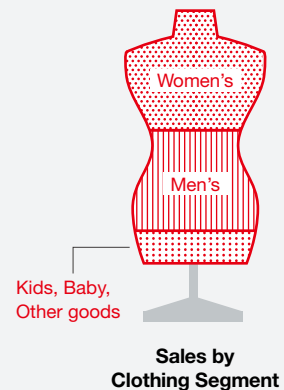
Operating profit

¥ **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%

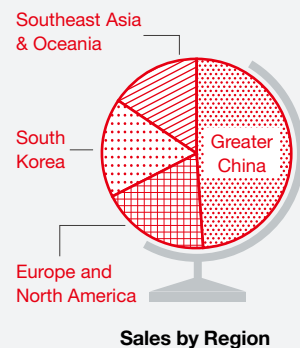
Operating profit

¥ **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.

Comptoir des Cottonniers  
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J Brand

