

SNAPSHOT

- Achieved a record performance. Revenue: ¥2.13 trillion (+14.4% YoY), operating profit: ¥236.2 billion (+33.9%), profit attributable to owners of the parent: ¥154.8 billion (+29.8%).
- UNIQLO International revenue surpassed UNIQLO Japan revenue for the first time.
- UNIQLO International operating profit rose 62.6% YoY, drawing level with UNIQLO Japan.
- Strong performances from Greater China, Southeast Asia & Oceania, and South Korea. UNIQLO USA loss halved. UNIQLO Europe profitability greatly improved.
- UNIQLO Japan operating profit rose sharply, up 24.1% YoY.
- GU profit dipped on sluggish sales of items featured in advertising campaigns.

GLOBAL BRANDS
¥154.4 billion

GU*
¥211.8 billion

Revenue by Business Segment

GLOBAL BRANDS

7.3%
(¥154.4 billion)

GU
10.0%
(¥211.8 billion)

UNIQLO INTERNATIONAL
42.1%
(¥896.3 billion)

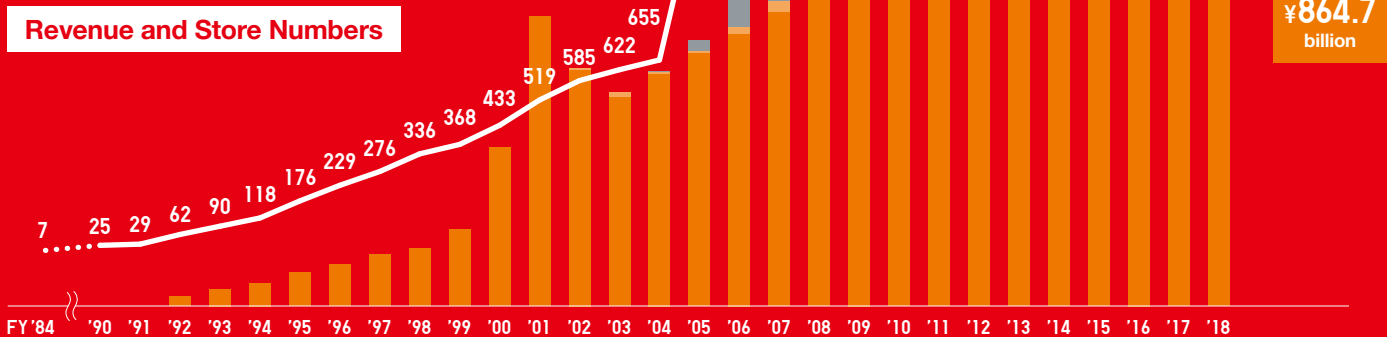
UNIQLO JAPAN

40.6%
(¥864.7 billion)

UNIQLO INTL
¥896.3 billion

UNIQLO JAPAN
¥864.7 billion

Revenue and Store Numbers




*GU was previously reported under the Global Brands business segment. In FY2017, we began disclosing GU performance as a separate, independent business segment.

UNIQLO JAPAN

FY2018 Results

Revenue ¥ **864.7** billion  YoY
+ 6.7%

Operating profit ¥ **119.0** billion  YoY
+24.1%

Future Outlook

- ▶ Maintain strong price competitiveness in a shrinking Japanese market through easily recognizable everyday price strategy. Aim for stable future growth. Create a new retail industry to help fuel online sales growth by seamlessly linking physical and online store operations.
- ▶ Advance Ariake Project to raise operating profit margin to 15% over the medium term. Actively transform entire supply chain to improve accuracy of demand forecasts and sales plans, facilitate timely production increases, and improve distribution efficiency.

UNIQLO INTERNATIONAL

FY2018 Results

Revenue ¥ **896.3** billion  YoY
+26.6%

Operating profit ¥ **118.8** billion  YoY
+62.6%

Future Outlook

- ▶ Drive future segment growth through Greater China, Southeast Asia & Oceania. Open 100 stores in Greater China and 50 stores in Southeast Asia & Oceania annually.
- ▶ Increase brand visibility by opening stores in prime urban locations worldwide. Follow recent first store openings in Spain, Sweden, and the Netherlands with more first stores in Europe (Denmark: spring 2019, Italy: fall 2019) and Asia (India, Vietnam: fall 2019).

GU

FY2018 Results

Revenue ¥ **211.8** billion  YoY
+ 6.4%

Operating profit ¥ **11.7** billion  YoY
-13.1%

Future Outlook

- ▶ Apply Ariake Project methods to build a new supply chain that can swiftly grasp, analyze, and reflect the latest trends in product design and volume planning.
- ▶ Continue store openings across Japan. Pursue new opportunities in Greater China, South Korea, and other promising markets. Grow GU into a ¥1 trillion operation over the mid to long term by expanding the brand in Asia.

GLOBAL BRANDS

FY2018 Results

Revenue ¥ **154.4** billion  YoY
+ 9.5%

Operating profit ¥ **-4.1** billion  YoY
— %

Future Outlook

- ▶ Maintain stable Theory growth in both the United States and Japan.
- ▶ Grow PLST, which originated under the Theory operation, as a new reasonably priced brand.
- ▶ Implement structural reforms at Comptoir des Cottonniers, Princesse tam.tam, and J Brand to improve profit outlook.