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.

*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

**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.

**GU**

**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.

UNIQLO INTERNATIONAL

**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).

**GLOBAL BRANDS**

**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 Cotonniers, Princesse tam.tam, and J Brand to improve profit outlook.

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**UNIQLO JAPAN FY2018 Results**

- Revenue: ¥864.7 billion, YoY +6.7%
- Operating profit: ¥119.0 billion, YoY +24.1%

**UNIQLO INTERNATIONAL FY2018 Results**

- Revenue: ¥896.3 billion, YoY +26.6%
- Operating profit: ¥118.8 billion, YoY +62.6%

**GU FY2018 Results**

- Revenue: ¥211.8 billion, YoY +6.4%
- Operating profit: ¥11.7 billion, YoY -13.1%

**GLOBAL BRANDS FY2018 Results**

- Revenue: ¥154.4 billion, YoY +9.5%
- Operating profit: ¥-4.1 billion, YoY -%