

UNIQLO Overseas operations

Tsuyoshi Monden

Vice President, FAST RETAILING CO., LTD.

1

UNIQLO USA

- the year passed, the year ahead

Past year performance

Open global flagship store in SOHO New York Nov 2006.
Achieve shop floor efficiency as befits large-scale stores in Japan.
Increased brand visibility in the US – chosen as one of the hottest retailers of 2007 by the US International Council of Shopping, and included in Time Magazine's Time Style & Design "The Design 100".

(¥ billion)	Yr to Aug 06	Yr to Aug 07 (Fcast)
Net sales	0.7	3.3
Operating income	1.3	1.3
Stores	4	1

Plans for coming year

Close 3 stores in New Jersey shopping malls

Concentrate management resources on SOHO New York store to improve profitability. Targeting a profit for the store by year ending August 2008, further enhance role as a global flagship store and source of UNIQLO brand information

Strengthen UNIQLO USA management system

Be on constant lookout for good new store locations

2

Past year performance

Accelerate new store openings
(Reading, Knightsbridge, High Street Kensington stores)

Switch to large store format
(average shop floor area
550sqm 610sqm)

Plans for coming year

Plan to open global flagship store
(311 Oxford Street store) Nov 7.
Open 1,300 sqm large store (170
Oxford Street store) on the same
Oxford Street on the same day.

Concentrated opening of new
stores in the Oxford Street area.

Accelerate shift to large store
format.

(¥ billion)	Yr to Aug 06	Yr to Aug 07 (Fcast)
Net sales	2.7	4.4
Operating income	0.1	0.4
Stores	8	11

3

London global flagship store



4

London global flagship store

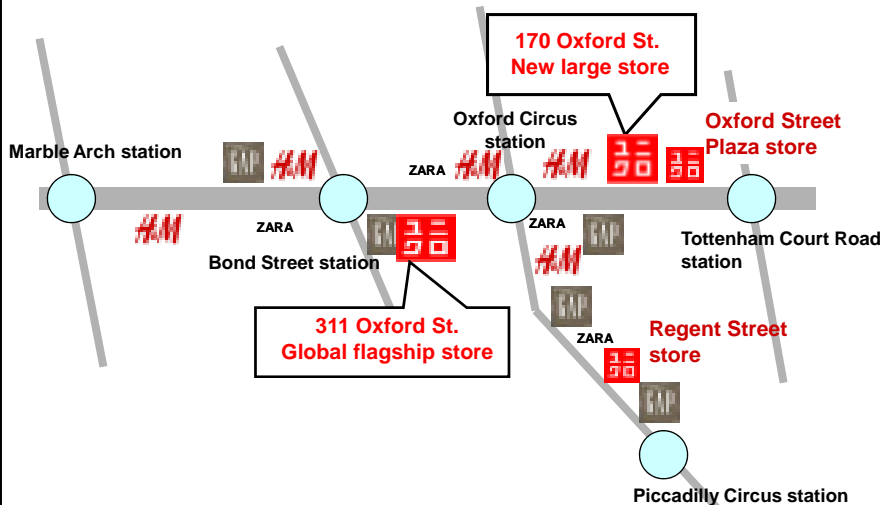
[Store overview]

Store name: 311 Oxford Street store
 Address: 311 Oxford Street, London W1C 2HP
 Shop floor: approx. 2,300sqm
 Opening: Wednesday, November 7, 2007 (tentative)



CG:RAGAR/TOZAWA DESIGN RENDERING

2 Oxford Street stores to open on same day



Branding blitz - Oxford Street core !

The West End

Europe's biggest commercial area spanning Oxford Street, Bond Street, Regent Street, etc.

600 retail outlets and 95 flagship stores crushed into a 1.5 million sqm area

Oxford Street is a particularly famous global shopping street.

200 million people visit from around the world every year, 57% of whom are young people between 16 and 34 years.

Annual sales of approximately 5.5 billion pounds (1.3 trillion yen)

40 million people spend 1 billion pounds during the six week Christmas season

7

UNIQLO China

- the year passed, the year ahead

Past year performance

Opening of first Chinese large store in Shanghai Super Brand Mall in November 2006 boosted brand visibility

Changed brand image (Changed positioning, communication changed main target)

Switch to large store format (Average shop floor 460sqm 640sqm)

(¥ billion)	Yr to Aug 06	Yr to Aug 07 (Fcst)
Net sales	1.5	2.3
Operating income	0.0	0.1
Stores	7	9

Plans for the coming year

Plan to open three outlets in Beijing including large stores

Plan to open large stores in Wuxi and Hangzhou as well



8



UNIQLO HK

- the year passed, the year ahead

Past year performance

- Began multiple store network
- Aggressive store opening on strict location criteria
- Further improved brand awareness
- Expanded favorable sales and profit

Plans for the coming year

- Continue to expand new store openings, with two more stores already confirmed
- Strengthen information sweep to Chinese mainland and other parts of Asia

(¥ billion)	Yr to Aug 06	Yr to Aug 07 (Fcst)
Net sales	1.1	2.2
Operating income	0.2	0.4
Stores	1	4

<Distribution of existing Hong Kong stores>



UNIQLO Korea

- the year passed, the year ahead

Past year performance

- Favorable new store openings
- Made a profit over the full year

Plans for the coming year

- Open large scale stores in Seoul & Myongdong in December 2007
- Open 3 more stores in Seoul city at the same time
- Improve brand awareness further in Seoul, consolidate brand

(¥ billion)	Yr to Aug 06	Yr to Aug 07 (Fcst)
Net sales	2.4	4.3
Operating income	0.1	0.1
Stores	10	14

<Distribution of existing & new stores in Seoul>



Open first outlet in Paris, France

**Open first antenna shop in Paris in
December 2007**

Fix opening for flagship store in center of Paris

11

[Store overview]

Store name: UNIQLO La Defense store (tentative)
Address: Centre Commercial Les 4 Temps La Defense
15 Parvis de La Defense 92092 Puteaux
Shop floor: Approx 200sqm
Opening: Early December 2007



Rendering :RAGAR/TOZAWA DESIGN RENDERING

12

Paris global flagship store



Rendering :RAGAR/TOZAWA DESIGN RENDERING

13

Paris global flagship store

Global flagship stores – progress report

- Opened SOHO New York store November 2006
- To open 311 Oxford Street Store in November 2007
- Fixing opening plan of Paris global flagship store

Positioning of Paris global flagship store

Spreading the message from the world's top fashion city to the rest of the Europe and the world

- the very best UNIQLO products, VMD, store operation, service, creativity, etc.

14

Aiming for net sales of 100 billion yen, ordinary income of 10 billion yen

<Ref: net sales, store numbers for past three years>

	Yr to Aug 2005		Yr to Aug 2006		Yr to Aug 2007	
	Actual net sales (¥ bln)	Yr end store numbers	Actual net sales (¥ bln)	Yr end store numbers	Net sales fcst (¥bln) ¹	Yr end store numbers
UK	1.9	6	2.7	8	4.4	11
China ²	1.1	8	1.5	7	2.3	9
USA	-	-	0.7	4	3.3	1
Korea	-	-	2.4	10	4.3	14
HK	-	-	1.1	1	2.2	4
Total	3.0	14	8.7	30	16.7	39

1 The net sales forecast for the year to August 2007 is the figure announced along with the announcement of our third quarter results made on July 12, 2007.

2 The business year is different for the UNIQLO China operation, so the end year to end August includes the end June figure for the Chinese operation.