

## Sales Comments

### ■ August 2006

#### Store Information:

Store Openings: None

Store Closures: 5 stores

Tokyo(2), Gifu, Ehime, Fukuoka Prefectures

Note: Four of the above stores in Tokyo, Gifu, Ehime and Fukuoka Prefectures have simply undergone a shift to direct management under the staff franchisee system and these stores will still be open for business from September onwards.

#### Sales Information:

August 2005 existing-store sales decreased by 1.6% year on year while sales at direct-run stores increased 4.5%.

Total sales including direct sales increased 5.2%.

We continued to improve our performance on overall net sales in the year to August 2005.

Net sales at existing stores came in at 100.6% compared to the previous year.

The company now fully expects to be able to achieve its parent-only net sales target of ¥363.0 billion for the year ended August 2005.

#### Other Recent Releases

The opening of our first three UNIQLO stores in South Korea on September 2, 2005.

Youngdungpo Store (in LOTTE Department Store)

Address: LOTTE Department Store 7F / 618-496, Youngdungpo-dong,  
Youngdungpo-ku, Seoul, Republic of Korea

Incheon Store (in LOTTE Department Store)

Address: LOTTE Department Store 6F / 1455, Guwol-dong,  
Namdong-ku, Incheon, Republic of Korea

LOTTE Mart World Store

Address: LOTTE Mart 2F / 40-1, Jamsil-dong, Songpa-ku, Seoul,  
Republic of Korea

The opening of two UNIQLO stores in the Beijing area, China on September 3, 2005.

Beijing Xidan Store

Address: 120 Beidajie, Xidan, Beijing, People's Republic of China

Beijing Wangfujing Dajie Store

Address: 138 Wangfujing Dajie, Beijing, People's Republic of China

### ■ July 2006

#### Store Information:

Store Openings: 1

Tokyo

Store Closures: None

#### Sales Information:

July 2005 existing-store sales increased by 5.2% year on year while sales at direct-run stores increased 11.7%.

Total sales including direct sales increased 12.0%.

July sales of seasonal goods were favorable with customers drawn by our summer sales.

### ■ June 2006

#### Store Information:

Store Openings: 8

Fukushima, Saitama, Kanagawa, Aichi, Osaka(2), Yamaguchi, Kumamoto

Store Closures: 8

Saitama, Tokyo, Kanagawa, Aichi, Osaka(2), Fukuoka, Kumamoto

#### Sales Information:

June 2005 existing-store sales increased by 13.7% year on year while sales at direct-run stores increased 20.8%.

Total sales including direct sales increased 21.1%.

June sales exceeded our forecasts thanks to the introduction of the new BODY TECH line.

The Koizumi administration's new "COOL BIZ" policy also boosted demand for summer garments as environmentally conscious firms reduce air conditioning in their offices and encourage male staff to shed their suit jackets and ties during the summer months.

#### Other Recent Releases

In addition, we opened our "UNIQLO PLUS Ito-Yokado Musashisakai store" on July 1, 2005.

This is our third UNIQLO PLUS store and the first one in Eastern Japan.

## ■ May 2006

### Store Information:

Store Openings: 4  
Saitama, Gunma(2), Kanagawa  
Store Closures: 1  
Kanagawa

### Sales Information:

May 2005 existing-store sales decreased by 5.4% year on year while sales at direct-run stores increased 0.6%.  
Total sales including direct sales increased 0.7%.  
Sales over the Golden Week holiday were favorable but customer numbers tailed off mid-month leaving overall May sales below target.

## ■ April 2006

### Store Information:

Store Openings: 11  
Tochigi, Fukui, Gifu, Shizuoka, Aichi, Osaka(2), Wakayama, Kochi, Fukuoka, Miyazaki  
Store Closures: 3  
Tochigi, Gifu, Osaka

### Sales Information:

April 2005 existing-store sales decreased by 1.4% year on year while sales at direct-run stores increased 5.5%.  
Total sales including direct sales increased 5.2%.  
April net sales fell short of target due to lower than expected customer numbers and less than buoyant spring garment sales.

## ■ March 2006

### Store Information:

Store Openings: 4  
Hokkaido, Ibaraki, Osaka, Wakayama  
Store Closures: None

### Sales Information:

March 2005 existing-store sales decreased by 15.2% year on year while sales at direct-run stores decreased 8.5%.  
Total sales including direct sales dropped 7.2%.  
March sales centered on spring garments came in below forecast as cold weather experienced in February continued on into March knocking customer numbers down below expectations.

## ■ February 2006

### Store Information:

Store Openings: None  
Store Closures: 2  
Kanagawa, Aichi  
Two of the above stores have simply undergone a shift to direct management under the staff franchisee system and both stores will still be open for business from March onwards.

### Sales Information:

February 2005 existing-store sales decreased by 12.3% year on year while sales at direct-run stores decreased 5.4%.  
Total sales including direct sales dropped 5.0%.  
Although winter garment sales continued smoothly, the cold weather resulted in a slow start for our spring items pushing overall February sales down below forecast.

### Other Recent Releases

Fast Retailing has revised down its interim and full year business estimates for the year to August 2005 on both a parent and consolidated basis(March 2, 2005).

## ■ January 2006

### Store Information:

Store Openings: None  
Store Closures: 1  
Kanagawa

### Sales Information:

Sales at comparable stores creased by 20.3% year on year, while sales at direct-run stores increased 29.8%.  
Total sales including direct sales increased 29.5% in January 2005.  
January sales were higher than expected after favorable New Year activity enabled a smooth move of winter goods.

## ■ December 2005

### Store Information:

Store Openings: 6  
Hokkaido(2), Iwate, Saitama(2), Hyogo  
Store Closures: 1  
Saitama

### Sales Information:

Sales at comparable stores decreased by 6.8% year on year, while sales at direct-run stores increased 1.0%.  
Total sales including direct sales increased 0.9% in December 2004.

December sales were lower than expected with fewer customers visiting stores due to mild winter weather.

## ■ November 2005

### Store Information:

Store Openings: 17  
Hokkaido, Aomori, Akita, Fukushima, Gunma, Chiba, Nagano, Shizuoka(2), Aichi, Osaka, Hyogo(2),  
Shimane, Fukuoka, Oita, Kagoshima  
Store Closures: 6  
Hokkaido, Aomori, Gunma, Nagano, Shizuoka, Aichi

### Sales Information:

Sales at comparable stores increased by 0.3% year on year, while sales at direct-run stores increased 8.7%.  
Total sales including direct sales increased 9.1% in November 2004.

November sales came in roughly as forecast with our new "Outlast" fleece range and premium down campaigns in focus.

## ■ October 2005

### Store Information:

Store Openings: 12  
Tochigi, Chiba, Tokyo, Yamanashi, Nagano, Gifu, Kyoto(2), Osaka, Nara, Ehime, Kagoshima  
Store Closures: 4  
Tokyo, Gifu, Kyoto(2)

### Sales Information:

Sales at comparable stores increased by 15.0% year on year, while sales at direct-run stores increased 25.4%.  
Total sales including direct sales increased 25.1% in October 2004.

October sales came in above forecast thanks to very favorable demand for fall-winter campaign items such as cashmere sweaters and our new "Outlast" fleece range.

## ■ September 2005

### Store Information:

Store Openings: 6  
Hokkaido(2), Miyagi, Chiba, Tokyo, Hyogo  
Store Closures: None

### Sales Information:

Sales at comparable stores decreased by 10.8% year on year, while sales at direct-run stores decreased 3.0%.  
Total sales including direct sales dropped 3.7% in September 2004.

September sales suffered a year-on-year decline due in the main to the unusually hot weather spell experienced of late and a greater number of typhoons than last year. However, we point to firm demand for our new product lines such as men's stylish jackets and women's pants.