

Sales Comments

August 2006

Store Information:

New Stores: None
Store Closures: None

Sales Information:

August 2006 existing-store sales increased by 13.1% year on year while sales at direct-run stores increased 21.0%. Total sales including direct sales increased 21.6%.
August sales exceeded expectations thanks to the lively purchase of summer goods that generally accompanies the end of the rainy season, and a favorable start on sales of autumn garments.
We expect to achieve our sales target of ¥392.2bln for the domestic UNIQLO operation in the year to August 31, 2006.

July 2006

Store Information:

New Stores: None
Store Closures: None

Sales Information:

July 2006 existing-store sales increased by 1.7% year on year while sales at direct-run stores increased 8.3%. Total sales including direct sales increased 8.9%.
July sales rose year on year thanks to favorable sales of summer clothes such as polo shirts, although customer numbers tailed off due to the unusual weather.

June 2006

Store Information:

New Stores: 7 stores
UNIQLO: 6 stores, BODY by UNIQLO: 1 store
Store Closures: 2 stores
UNIQLO: 2 stores

Sales Information:

June 2006 existing-store sales decreased by 2.2% year on year while sales at direct-run stores increased 4.3%. Total sales including direct sales increased 4.5%.
June sales were in line with expectations. While the unusual weather dampened customer numbers, sales of smart casual clothes were steady on the back of the government's environmentally-conscious "cool-biz" drive to reduce air-conditioning in offices.

May 2006

Store Information:

New Stores: 3 stores
UNIQLO: 3 stores
Store Closures: 3 stores
UNIQLO: 3 stores

Sales Information:

May 2006 existing-store sales increased by 1.3% year on year while sales at direct-run stores increased 7.7%. Total sales including direct sales increased 8.2%.
May sales rose year on year thanks to favorable sales during the Golden Week holiday and a greater demand for casual summer office wear in line with Japan's environmentally conscious "cool biz" policy of reduced air conditioning in the workplace.

April 2006

Store Information:

New Stores: 19 stores
UNIQLO: 19 stores
Store Closures: 11 stores
UNIQLO: 11 stores

Sales Information:

April 2006 existing-store sales decreased by 9.3% year on year while sales at direct-run stores decreased 3.3%. Total sales including direct sales decreased 2.8%.
April sales fell below last year's level with the cool weather, putting a dampener on customer numbers.

March 2006

Store Information:

New Stores: 11 stores
UNIQLO: 8 stores, BODY by UNIQLO: 2 stores, UNIQLO KIDS: 1 store
Store Closures: 3 stores
UNIQLO: 3 stores

Sales Information:

March 2006 existing-store sales increased by 9.2% year on year while sales at direct-run stores increased 16.1%.
Total sales including direct sales increased 16.1%.
March sales outperformed thanks to favorable sales of spring garments and successful promotions such as the CHINO & CARGO PANTS campaign.

February 2006

Store Information:

New Stores: None
Store Closures: 1 stores
UNIQLO: 1 stores

Sales Information:

February 2006 existing-store sales increased by 6.3% year on year while sales at direct-run stores increased 12.2%.
Total sales including direct sales increased 12.5%.
February sales rose year on year thanks to the smooth introduction of spring goods.

January 2006

Store Information:

New Stores: None
Store Closures: 1 stores
UNIQLO: 1 stores

Sales Information:

January 2006 existing-store sales decreased by 13.4% year on year while sales at direct-run stores decreased 8.6%.
Total sales including direct sales decreased 8.0%.
Following the stronger December sales figure, January witnessed a shortage in some winter goods. As a result, January monthly sales fell year on year.

December 2005

Store Information:

New stores: 5 stores
UNIQLO: 5 stores
Store Closures: 2 stores
UNIQLO: 2 stores

Sales Information:

December 2005 existing-store sales increased by 13.6% year on year while sales at direct-run stores increased 19.7%.
Total sales including direct sales increased 19.9%.
December sales exceeded our forecasts thanks to the cold weather and successful marketing of our "Happy Winter Collection" campaign.

Other Recent Releases

On December 2, we opened our first large scale suburban UNIQLO store.
UNIQLO Kasugai Store [Aichi, JAPAN]

November 2005

Store Information:

New stores: 9 stores
UNIQLO: 9 stores
Store Closures: 9 stores
UNIQLO: 9 stores

Sales Information:

November 2005 existing-store sales increased by 12.8% year on year while sales at direct-run stores increased 19.1%.
Total sales including direct sales increased 19.2%.
November sales exceeded forecasts thanks to the favorable sales of our fall/winter garments.

Other Recent Releases

We have launched a new homepage for FAST RETAILING CO., LTD. Please go to
<http://www.fastretailing.com/>

October 2005

Store Information:

New stores: 23 stores
UNIQLO: 19 stores, BODY by UNIQLO: 2 stores, UNIQLO KIDS 2 stores
Store Closures: 9 stores
UNIQLO: 9 stores

Sales Information:

October 2005 existing-store sales decreased by 15.2% year on year while sales at direct-run stores decreased 9.0%.
Total sales including direct sales decreased 8.9%.
We did not attract many customers in October 2005 compared to last year and so overall sales fell short of target.

Other Recent Releases

- We opened 3 large-scale UNIQLO stores during the month of October in the following locations:
UNIQLO LALA Garden TSUKUBA Store [Ibaraki, JAPAN opened October 1]
UNIQLO Ginza Store [Tokyo, JAPAN, opened October 7]
UNIQLO mina tenjin Store [Fukuoka, JAPAN, opened October 29]
- We also realized our "UNIQLO KIDS" specialty kids and baby store concept this month with our first two outlets opening simultaneously in Tokyo and Kanagawa on October 14.
UNIQLO KIDS MARUI Kinshicho Store [Tokyo, JAPAN]
UNIQLO KIDS Shopper's Plaza Yokosuka Store [Kanagawa, JAPAN]

September 2005

Store Information:

Store Openings: 7 stores
Chiba, Tokyo(3), Kyoto, Osaka, Ehime
Store Closures: 4 stores
Tokyo, Kyoto, Osaka, Ehime

Sales Information:

September 2005 existing-store sales increased by 1.2% year on year while sales at direct-run stores increased 7.5%.
Total sales including direct sales increased 8.8%.
UNIQLO's September "Style-up Pants" campaign drew customers to our stores resulting in a year-on-year increase in existing store net sales for the month.

Other Recent Releases

- We opened our first "Body by UNIQLO" women's underwear store in Tokyo's Ginza on September 10.
Body by UNIQLO MOSAIC Ginza Hankyu Store
Address: MOSAIC Ginza Hankyu 2F / 2-1, 5 chome, Ginza, Chuo-ku, Tokyo
- We opened our first store in the US in New Jersey on September 15.
Menlo Park Mall Store
Address: Menlo Park Mall / Space # 1735A, Route 1 South and Parsonage Road, Edison, NJ 08837 U.S.A.
- We opened our first store in Hong Kong in Tsim Sha Tsui on September 30.
Miramar Shopping Center Store
Address: 132-134 Nathan Road, Tsim Sha Tsui, Kowloon, Hong Kong