# LifeWear **Our Philosophy** LifeWear, Constantly Evolving Our LifeWear concept is at the core of all clothing that Fast Retailing brings to customers. These daily clothing essentials have the power to enrich lives and improve society. LifeWear is constantly evolving with the times through high-quality materials, beautiful and simple designs, and minute attention to detail. LifeWear stems from the careful consideration of different people's lives worldwide, and as a result it will continue to be indispensable in the future.

Our Philosophy

Our MADE FOR ALL Ethos

LifeWear: Built on Trust

3. A New Industry of Growth and Sustainability

# Our MADE FOR ALL Ethos

Our Philosophy We offer excellent clothes that everyone will want to wear. Our inclusive apparel transcends individual differences. This is the idea behind our MADE FOR ALL ethos.



# Everyone's Clothing of Choice

Food, clothing, and shelter: three essential needs. Clothing is part of the essential fabric of our lives. Our LifeWear clothes are simple. That is because we want to highlight the individuality of wearers, rather than highlight the clothing. We view clothes as building blocks of personal style that the wearer can mix and match at will. LifeWear is a new type of clothing created by the values of the wearer, not the manufacturer. This timeless clothing concept means that LifeWear is popular with different people, regardless of age, gender, or location. We seek to make LifeWear accessible to our customers, and to ensure it enriches daily life.



Everything about LifeWear is based around our customers. We strive each day to deliver clothes to customers in the most convenient and efficient way possible. That means offering the right products at the right time, place, quality, and price. We can sell our simple products to customers at reasonable prices because of those products' wide appeal. We capitalize on economies of scale to purchase high-quality materials at reasonable prices. This allows us to pass on this quality and savings to customers. We are also implementing supply chain and workstyle reforms through our Ariake Project, which will make our clothing even more accessible for people everywhere.

# Growing Global Support for Our Clothes

LifeWear is currently available in 26 markets (as of August 2023). Upholding diverse values and respecting local history and culture is part of who we are. We aim to make clothes that are useful to local people and improve the comfort of their lives. We value individuality and different ways of thinking. That approach has facilitated the creation of clothing that's MADE FOR ALL. LifeWear is enjoying growing global support because it enables people to choose well-fitting, comfortable clothes that suit their changing lifestyles. We aim to bring LifeWear that meets the needs of our times to even more people worldwide.





# LifeWear: Built on Trust

We develop products based on customer needs. We create and perfect LifeWear through cooperative relationships with partner factories and fabric manufacturers.

### How We Perfect LifeWear

## **Customer-centric Clothes Creation**

LifeWear is more than clothing. It also includes the production and sale of those clothes, an exciting shopping experience for customers, and the recycling and upcycling of clothes that are no longer needed. We utilize our e-commerce platforms and the information network from our over 3,000 stores worldwide to quickly grasp customer needs so we can plan, develop, make, and sell the products that people really want. By connecting directly with customers and promoting close two-way communication, we create products inspired by customer needs and desires. We have created LifeWear by pioneering a new kind of digital consumer retailing industry.



## **Unmatched Trust With Production Partners**

We began designing, developing, and manufacturing our own products in 1987. Ever since, we have considered our partnerships with trusted production facilities to be a major asset. Our team of expert *Takumi* artisans have expertise in Japanese textiles. They work hard to improve product quality by providing on-site technical guidance to production partners. This guidance builds strong bonds of trust. Direct employee visits, which promote workplace safety and ensure product quality, are essential to building win-win relationships with production partners. By cooperating with our partners on responses to climate change and working to uphold human rights, we will continue to improve LifeWear together.

# **Cooperative Strategic Partnerships**

Another LifeWear strength lies in our cooperation with leading companies and individuals who share our philosophy and aspirations. We have successfully developed new materials and created inimitable and competitive products by collaborating with companies that possess advanced materials development technology. Since entering a strategic partnership with Toray Industries in 2006, we have created multiple hit ranges including HEATTECH, AIRism, Ultra Light Down, and recycled down. Customers also love UNIQLO's 3D KNIT range made using WHOLEGARMENT® technology developed with SHIMA SEIKI Manufacturing. They also look forward to our collaborations with designers from across the globe.

# A New Industry of Growth and Sustainability

Our LifeWear concept is not based solely on clothes as products. It also encompasses the creation of a new kind of industry that extends from the production of clothes to the recycling and upcycling of those clothes after they are no longer needed.



# Fast Retailing's New Clothing Business Model





# Supporting a Sustainable Society

We are convinced that continuing to place value on our LifeWear concept will help both to create a sustainable society and to grow our business.

The LifeWear creation process encourages reducing waste wherever possible by making and selling only the items that customers really need. We aim to establish a manufacturing framework with low environmental impact by reducing greenhouse gas emissions and waste in all processes, from production through transportation and retail.

We are also strengthening our commitment to human rights throughout our supply chain, and we hope that doing so will bring our customers greater peace of mind.

In addition, we take responsibility for clothes even after they are sold by developing innovative reuse, recycle, and upcycle services and technologies that can give LifeWear a new lease on life. To help solve increasingly complex social issues, we will globally expand our contributions to society through our clothing business and diversity initiatives.

By establishing a circular economy for clothing, we intend to create a richer, more sustainable society. This goal is based upon the LifeWear values of respecting the diversity of all people, supporting communities, and contributing to society. We will continue to build a better future through the power of clothing.

