



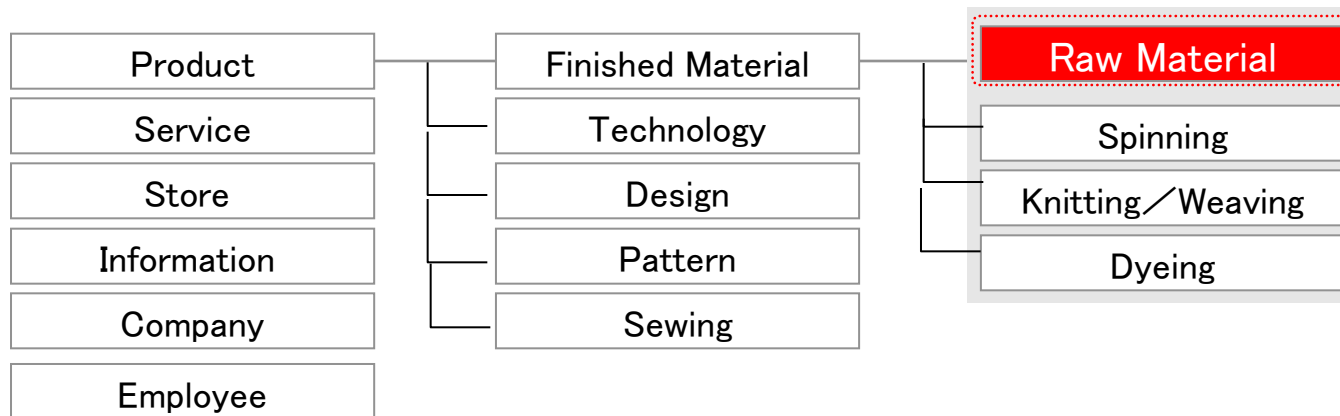
UNIQLO Craftsmanship in Producing Clothes

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UNIQLO's Production Mission

Provide customers with products that are of the highest possible quality, and in stable quantities.

Aiming for the Best in the World



This Season's Challenges

We wish for customers around the world to truly enjoy products that are made from the highest quality materials.

Silk

→ Full-fledged worldwide sales to begin from Fall/Winter 2013

Cashmere

→ In Japan, 100% cashmere items had been available at certain stores until last year, and 2013 will be the first time in four years to conduct sales nationwide.

UNIQLO will develop silk and cashmere products made from natural materials.

Offering an overwhelming number of products and variations, made from highest quality, natural materials with advanced functions. Items of clothing that are comfortable to wear and have a rich texture, all at a reasonable price.

Distinctive Features of UNIQLO's Silk Products

Raw Material

- Silk used in mainstay shirts and dresses is grade 6A and 5A, the highest ranks in the quality standards determined by China's state certifying agency. It is estimated that in 2012, these two grades represented just 10%* of all the silk made in China, the world's top producer of this material.

*Based on estimates provided to UNIQLO by its business partner.

Processing

- Preshrinking improves shape retention, allowing for hand-washing of silk products that ordinarily would be prone to shrink when washed.

Sales Volume for UNIQLO's Silk Products

Fall/Winter 2013 Sales Target:

Approximately 1.6 million pieces

Distinctive Features of UNIQLO's Cashmere Products

Raw Material

- The wool is produced in Inner Mongolia, considered the highest quality.

Finished Material

- We use long and thin fibers, with a diameter of 15.5 to 16.5 microns, and length of 32 to 34 mm.

Sales Volume for UNIQLO's Cashmere Products

Fall/Winter 2013 Sales Target:

Approximately 5.9 million pieces

Cashmere 100% 2,900,000

Cashmere blend 3,000,000

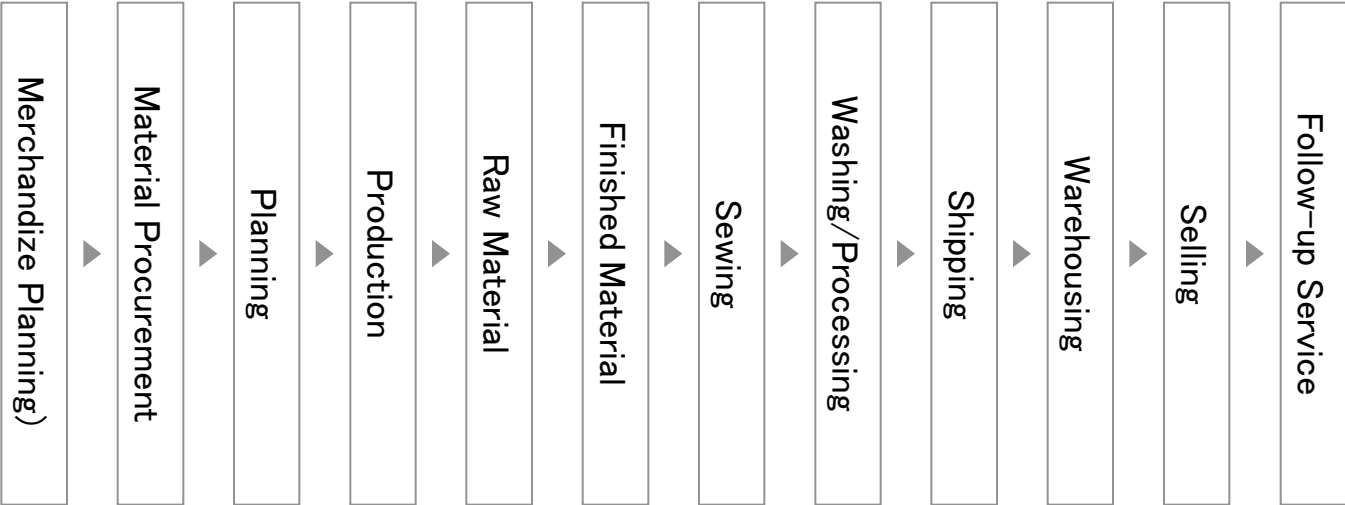
Supplying UNIQLO Silk and Cashmere

Provide Customers with the Highest Quality Products



- ① Establish stable framework for procuring material that supports global business development
- ② Manufacture at facility with the world's highest standards
- ③ Commit to long term production planning
- ④ Stabilize production quantities, to be able to stabilize deliveries
- ⑤ Create the most efficient working process
- ⑥ Manage and control total process, from materials to finished product

To Provide UNIQLO's Silk Products at an Attractive Price



To Continue to Provide Customers with Truly Great Clothing

Three important elements to achieve truly great clothing:

Social Quality

- Compliance
- Provide a safe and healthy work environment

Partnerships

- Partner with leading factories, in terms of both quantity and quality
- Build trusting relationships with respect, for mutual profit

Business Process

- Directly manage a total and lean process
- Manage costs, with highest level of production efficiency



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