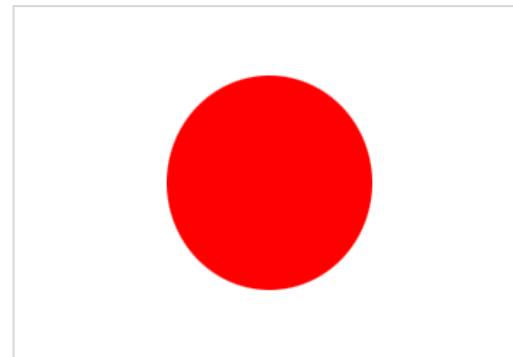


Overview of our business in Tunisia



July 4, 2023
YKK Corporation
Koichiro Akita
(秋田 浩一郎)

Our Business Areas:

Manufacturing and sales of Fastening Products, AP Products, business related machineries and others

Founded: Jan 1st, 1934

Location: 1 Kanda-izumi-cho, Chiyoda-ku, Tokyo, Japan

Capital: 11,992 million JPY

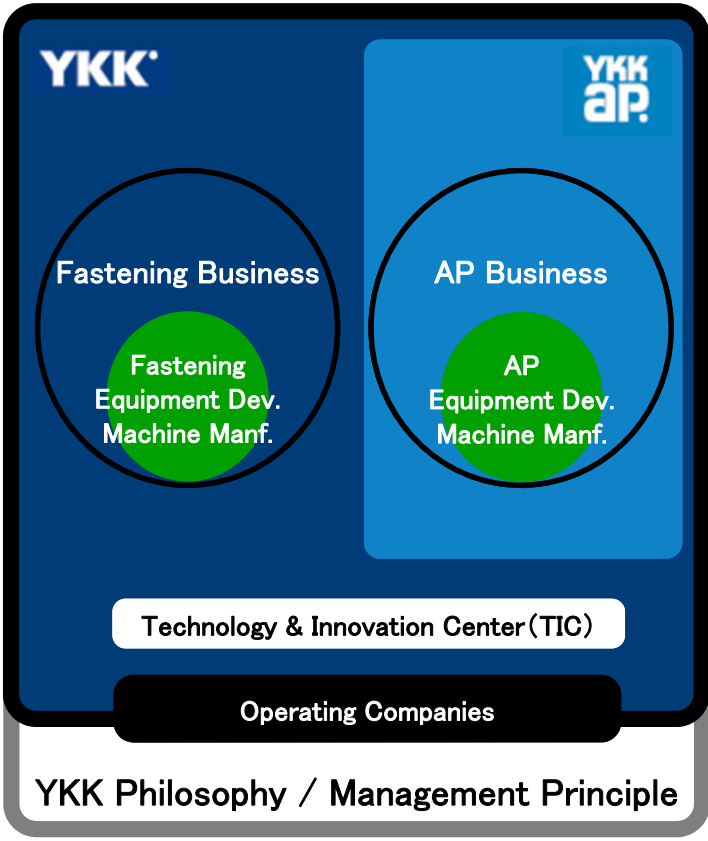
Chairman: Masayuki Sarumaru

President: Hiroaki Otani

Group Companies: 108 subsidiaries in 72 countries
✂as of end of March 2023

No. of Employees: 44,527 employees
✂as of end of March 2023

Consolidated Sales: 893.2 bln JPY (Fastening 380.5 bln JPY, AP 508.6 bln JPY)
(Fiscal year 2022)



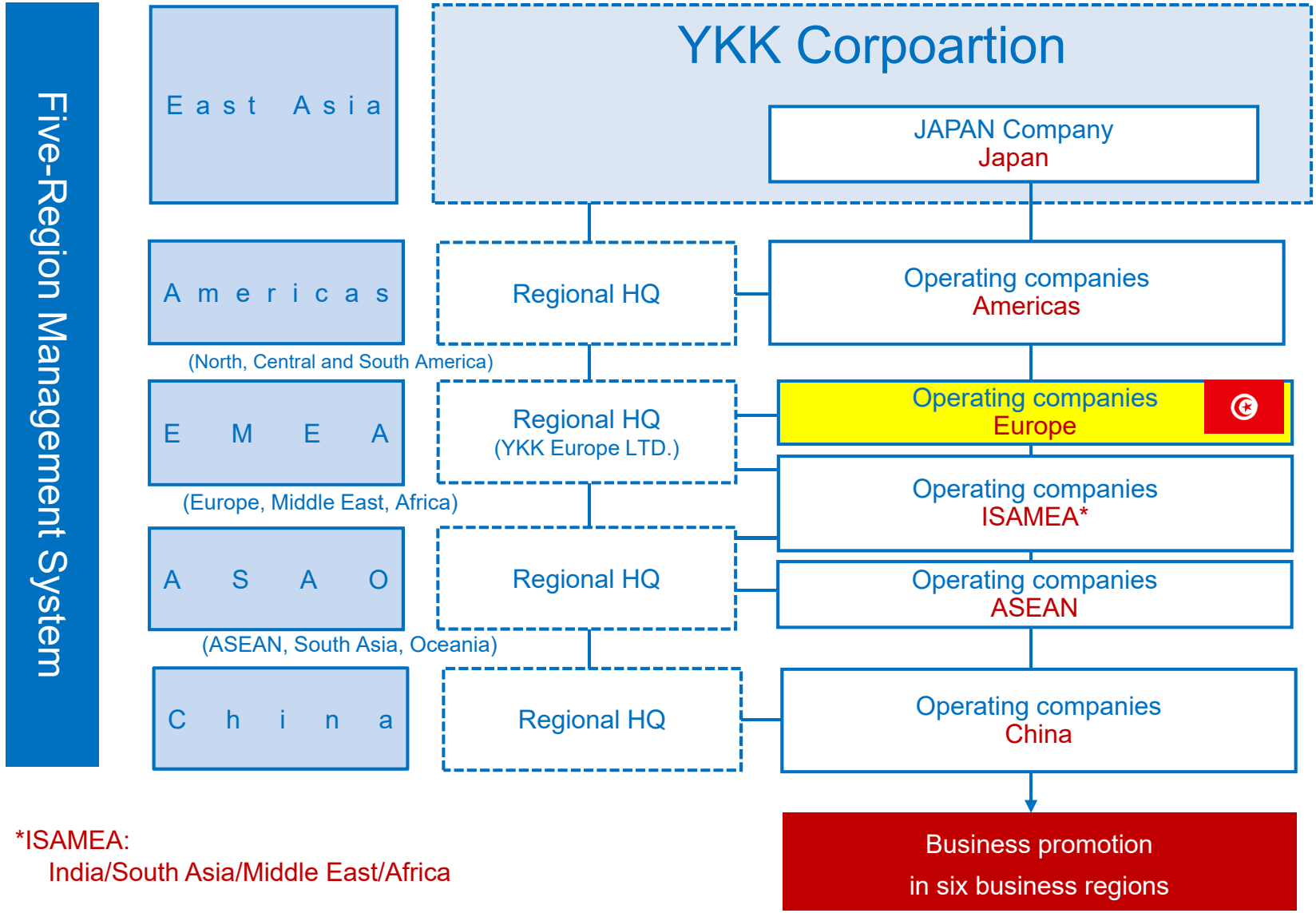
CYCLE OF GOODNESS®



“No one prospers without rendering benefit to others.”



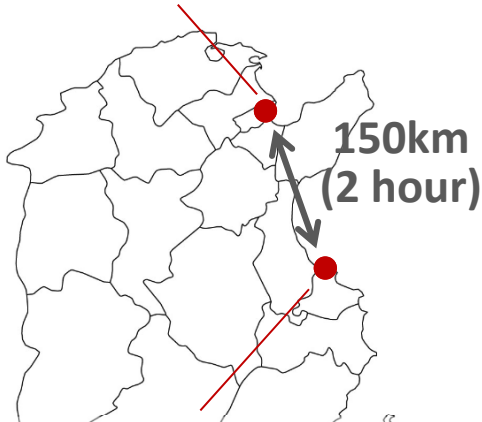
YKK seeks corporate value of higher significance.



YKK Tunisia | Profile



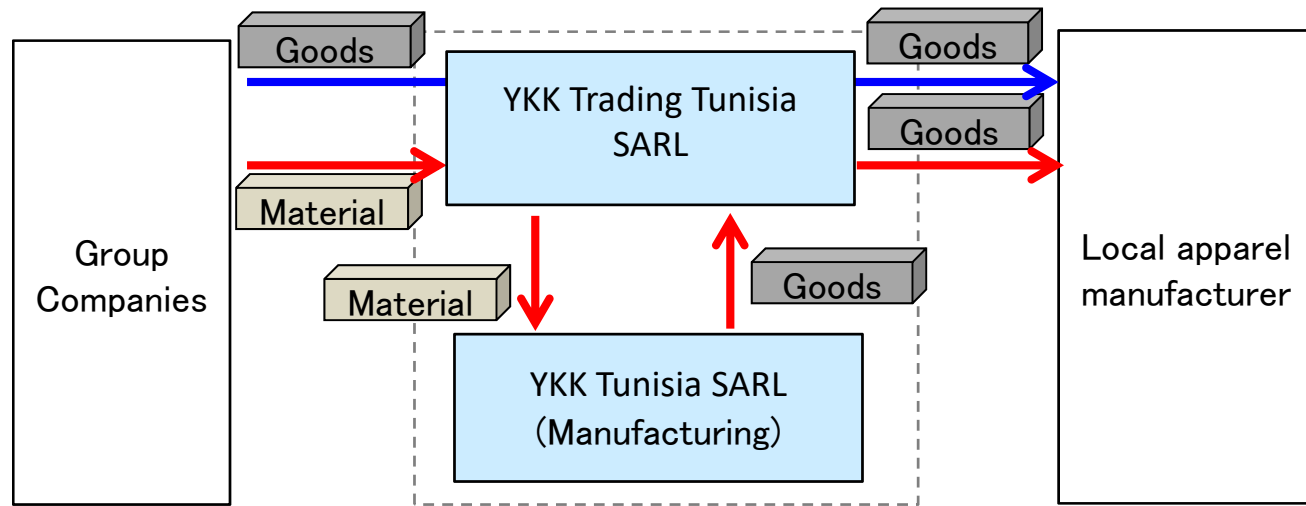
Capital: Tunis



YKK Tunisia @ Sousse

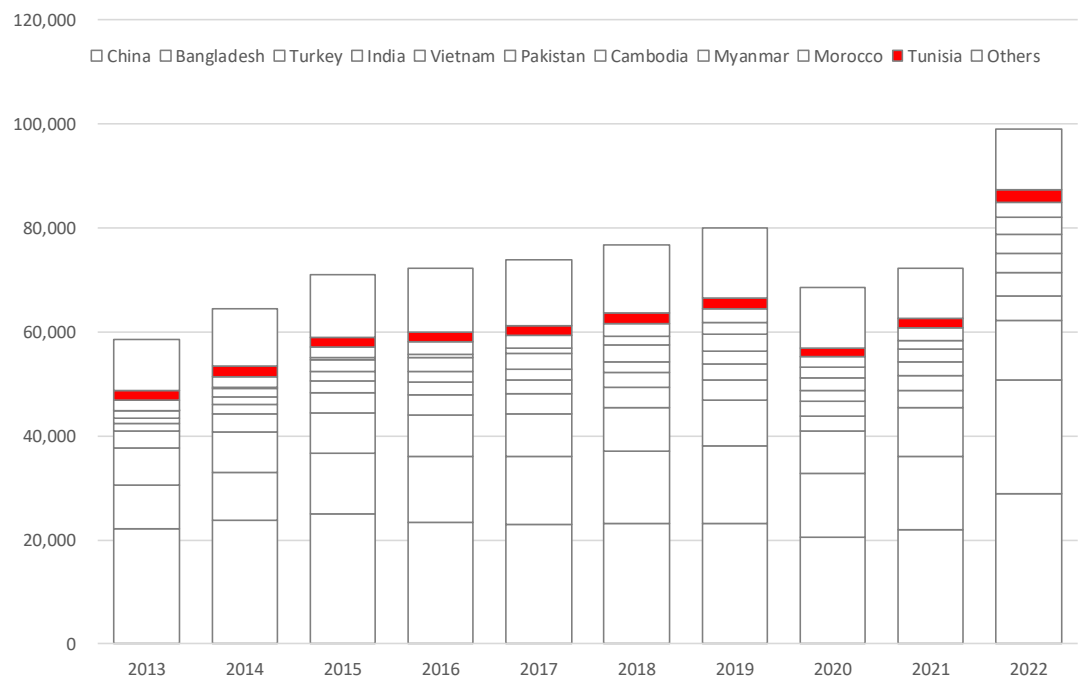
- YKK Trading Tunisia SARL
- YKK Tunisia SARL (Manufacturing)

- YKK Trading Tunisia SARL
 - Founded in 1997.
 - Trading company. Offering and providing YKK Fastening products to exporters in Tunisia.
 - Customers are mainly local apparel manufacturing exporting to Europe.
- YKK Tunisia SARL
 - Founded in 2002.
 - Manufacturing YKK products for YKK Trading Tunisia for local service and faster delivery to the local customers.

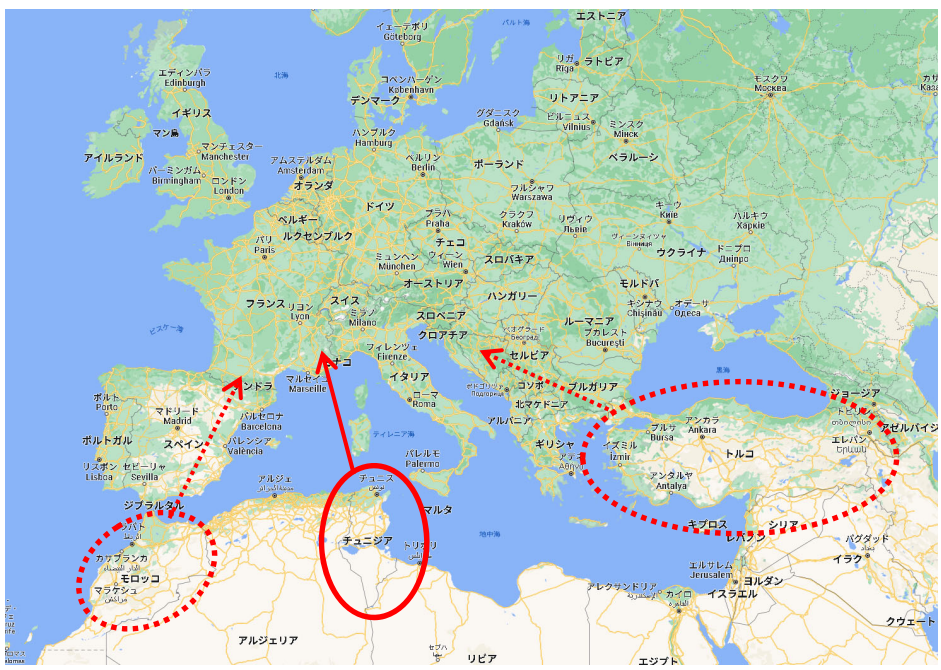


Positioning of Tunisian Market in Apparel Industry

EU Apparel Imports (2013-2022, mIn EUR)

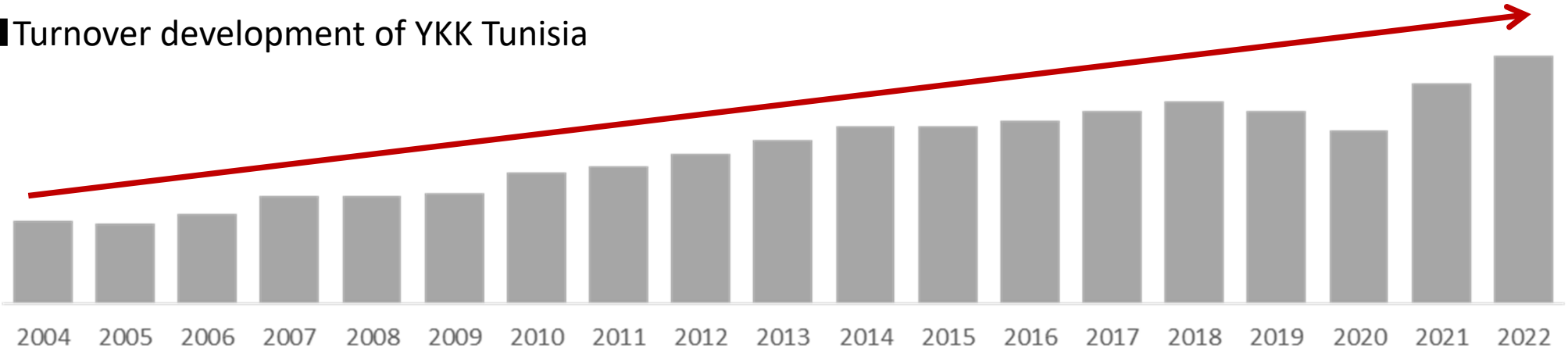


	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
1 China	22,239	23,712	25,101	23,398	23,058	23,112	23,113	20,569	21,871	28,918
2 Bangladesh	8,212	9,365	11,536	12,588	12,927	13,916	14,961	12,323	14,295	21,926
3 Turkey	7,330	7,602	7,787	7,998	8,177	8,404	8,807	8,033	9,217	11,451
4 India	3,195	3,570	3,905	3,987	3,955	3,895	3,921	2,950	3,394	4,637
5 Vietnam	1,502	1,870	2,319	2,478	2,619	2,821	3,118	2,756	2,861	4,424
6 Pakistan	1,049	1,388	1,760	1,936	2,140	2,159	2,435	2,129	2,610	3,782
7 Cambodia	1,270	1,655	2,251	2,709	2,980	3,244	3,288	2,442	2,387	3,699
8 Myanmar	98	183	366	601	1,000	1,542	2,211	2,006	1,678	3,171
9 Morocco	1,936	2,130	2,127	2,363	2,507	2,588	2,635	1,985	2,477	2,990
10 Tunisia	1,965	1,994	1,911	1,886	1,918	1,998	1,967	1,672	1,832	2,283
Others	9,830	10,935	11,953	12,236	12,667	12,968	13,469	11,620	9,602	11,729
総計	58,625	64,406	71,015	72,178	73,949	76,648	79,925	68,485	72,223	99,010

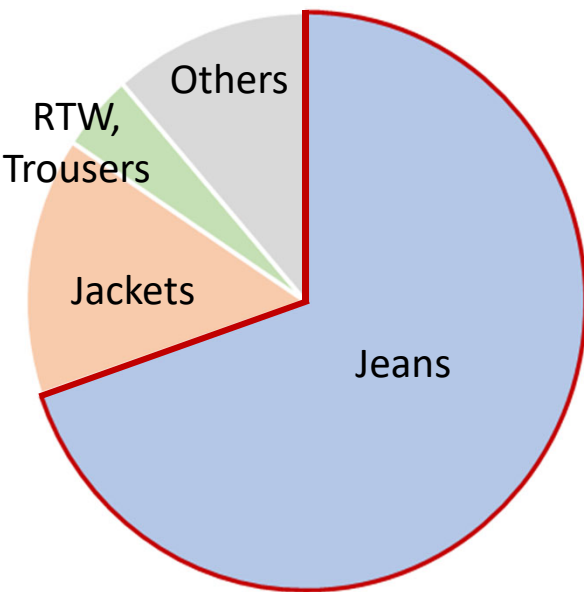


- Tunisia has long been a supply base for European apparel market.
- Textile industry continues to be a key industry for Tunisian economy.
- Existing FTA agreement with EU and Turkey.
- Expanding fast fashion market.
 - ➔ Faster business cycle & smaller order lots.
 - ➔ Basic lines are produced in Asia (cost oriented), but smaller lots (lead time oriented) are requested nearshore.
- Foreign language proficiency + Education system

■ Turnover development of YKK Tunisia



■ Sales destination by category



■ Current main business focuses

▪ Manufacturing engineering

— Expansion of product line-ups that can be handled locally.

▪ Lead time

— Further shortening of delivery time to meet market demands.

【Request】

1/ Digitization in administration and customs procedures :

Digitalization is increasingly becoming a factor of competitiveness both at the corporate level and at the macro-economic level. The effort of the companies must be coupled with **an effective electronic and online Administration service** allowing them to make the most of the services they need and achieve better results. (Ex. Customs Procedures) .

2/ Upgrading the logistics infrastructures :

- More efficient (speed and simplicity) customs clearance process.
- The **quality of trade and transport infrastructure** (ports, railways, roads, information technology).

YKK Tunisia | Local CSR activities

Renovating a school yard in Sousse

Fulfilling its corporate social responsibility, YKK Tunisia has this year chosen a very interesting focal point to express its social commitment: childhood and education.

Concretely this meant that we covered the costs of renovating a schoolyard in Messadine, Sousse.

The school was established in 1938 with 1200 students.

The objective of this project was the renovation of the main entrance door (to be more secure) and the layout of the central courtyard measuring approximately 950m².

We are proud to share with you the photos showing the school before and after YKK's contribution.

Finally, we would like to thank all participants in this event and once again we will never stop thinking that "no one prospers without rendering benefit to others".

Before



After



Sponsoring

Safe Holiday

Fulfilling its corporate social responsibility, YKK Tunisia supplies every summer a mobile unit of the Tunisian Red Crescent with safety equipment and fuel to ensure safe summer holidays for Tunisians and tourists.

Sponsorship of the "HEC Doctorale" event

It is an unmissable event in the university life of IHEC Carthage. Doctoral students and teacher-researchers from different specialties and from several universities are welcomed in the workshops, seminars and conferences organized by the IHEC. Throughout this event, young researchers are supervised by specialized and highly qualified speakers who enrich their range of knowledge and guide them in their professional projects for better integration into academic and/or economic life.



HEC DOCTORIALES
IHEC CARTHAGE

DOSSIER DE PARTENARIAT



Thank you for your kind attention.