



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

“Thanks to UNIDO’s delegate programme and business matching facilitation, we could attract the UNIQLO brand to Bangladesh.”

Mr. Jalalul Hai, Foreign Investment Director (former), BOI Bangladesh

Japanese clothing manufacturer contributes to women’s empowerment in Bangladesh

Japanese clothing manufacturer Fast Retailing Co. (UNIQLO) initially started their business in Bangladesh by sourcing garments and apparels for exports, however after meeting with the Board of Investment under UNIDO ITPO Tokyo’s delegate programme, the company also started production and sales of low-priced apparels catering to the domestic market in collaboration with the Grameen Bank Group in 2013. Currently UNIQLO runs 15 shops in Bangladesh.

UNIDO’S APPROACH

UNIDO’s Investment and Technology Promotion Offices (ITPOs) promote quality and high impact private sector investment to developing countries. UNIDO ITPO Tokyo cooperated with the Government of Bangladesh under the delegate programme. Mr. Jalalul Hai, Foreign Investment Director at the Board of Investment (BOI) of Bangladesh visited Japan under UNIDO’s programme since the year 2000, actively promoting his country to Japanese investors. In 2008 Mr. Hai met with Mr. Tadashi Yanai, Chairman, President & CEO of FAST RETAILING Co., Ltd. (owner of the UNIQLO Brand) in Tokyo through UNIDO’s programme. Mr. Hai provided Mr. Yanai with consultations on various aspects in doing business in Bangladesh. With extensive support from BOI, the

company established a liaison office in the country in the same year.

IMPACT

After establishment of their office, Fast Retailing Co. first engaged in sourcing garments and apparels for export from Bangladesh, which helped in creating jobs in the textile sector, especially benefitting women, as the industry typically relies on female labor force. In 2013, the company also started production and sales of low-priced apparels catering to the domestic market in collaboration with the Grameen Bank Group in 2013. All the profits of Grameen UNIQLO are reinvested for social business and solving social issues. Currently they run 15 shops in Bangladesh. All in all the company’s business had large effects on employment, commerce, skills training, women’s empowerment, and

indirectly benefitting also health and education.

WAY FORWARD

UNIQLO’s investment encouraged many other Japanese companies related to textiles and garments as well as other sectors such as logistics, transportation, and so on to establish their businesses in Bangladesh. Building on this success, UNIDO continues to facilitate business matching activities for the private and public sector of Bangladesh to meet with Japanese companies, with the aim to promote more impact investments in the country to benefit inclusive and sustainable industrial development and wealth generation in Bangladesh, creating shared prosperity.

AT A GLANCE

Project title	Establishment of textile production base in Bangladesh
Thematic area	Creating shared prosperity
Donor	Japan
Project counterpart	Government of Bangladesh
Budget	n/a
Duration	2008-2013