

NASSA GROUP

TOGETHER TOWARDS
TOMORROW...

INNOVATION IN INDUSTRY
FROM THE HEART OF
BANGLADESH

COMPANY
PROFILE 2013

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GROUP PERFORMANCE

50 MILLION UNITS - ANNUAL CAPACITY

370 MILLION DOLLARS - ANNUAL TURNOVER

6% INCREASE IN GROUP TURNOVER

3.33% INCREASE IN GROSS PROFIT IN 2012

6.14% INCREASE IN OPERATING PROFIT IN 2012

37.83% INCREASE IN FIXED ASSET VALUE IN 2012

FINANCIAL TURNOVER YEAR ON YEAR

YEAR	TOTAL VOLUME US\$ (MILLION)
2005	250
2006	260
2007	270
2008	296
2009	310
2010	315
2011	330
2012	370

OUR PHILOSOPHY

**WE BELIEVE IN THE POWER OF INDUSTRY
TO BUILD A BRIGHT FUTURE FOR BANGLADESH
ON THE GLOBAL STAGE.**

**WE BELIEVE IN THE RESPONSIBILITY OF OUR
INDUSTRY TO OUR CUSTOMERS, OUR PEOPLE, OUR
SURROUNDING COMMUNITIES
AND OUR ENVIRONMENT.**

**WE ARE DEDICATED TO SUSTAINABILITY,
ACCOUNTABILITY AND EXCELLENCE IN
EVERYTHING WE DO.**

**WE ARE PASSIONATE ABOUT ACHIEVING SOCIO-
ECONOMIC GROWTH AND CHANGE THROUGH
INTELLIGENT BUSINESS PRACTICE.**

INTRODUCTION

We present Together Towards Tomorrow: NASSA Group's performance and sustainability report and corporate profile. This report details performance statistics and trading results for the year 2012, as well as future plans for the year 2013 and beyond.

The report includes details of NASSA's trading activities from its Bangladesh Headquarters as well as its operations in Hong Kong, China, the US and the UK.

There were no significant structural ownership changes during the 2012 trading period.

Since 1990 NASSA has achieved globally recognised status as one of Bangladesh's largest industrial conglomerates. The group serves flagship clients in the US and EU markets, employing a workforce of more than 30,000 Bangladeshis and generating an annual turnover of US\$370 million.

The years to come hold the promise of further expansion with a group-wide focus on:

- Growth through business expansion and acquisition
- Diversification with a focus on professionalism and enhanced management systems
- Improved cost-efficiency ratios through intelligent use of manpower and new technologies
- Steadfast improvement and development of our quality product portfolio
- Working in genuine partnership with our customers to ensure their total satisfaction
- Enhancing the reputation of Bangladesh's apparel manufacture industry worldwide

A MESSAGE FROM OUR CHAIRMAN



When I founded NASSA Group in 1990 I did so with a strong vision. I believed passionately that Bangladesh had the capacity to become renowned as a world leader in advanced apparel manufacture and supply. In the face of the extensive on-going investment that Dhaka was experiencing at the time, I saw the potential in Bangladesh's infrastructure, people, skills and talent to deliver an intelligent and agile level of service that could compete on the global stage.

More than 20 years on we are living in a different world. Economic climates are challenging, the political state of affairs is volatile. Times are uncertain. Yet NASSA Group has continued to steadfastly expand, diversify and provide vital employment, revenue and commercial development tailored to global markets, but with Bangladesh's future firmly at the core.

I believe that our success lies in our courage. The courage to invest in carefully assessed risks to generate diversification and growth. The courage to integrate new technologies and working practices in order to streamline our business model. The courage to protect our people and environment with our eyes steadfastly focused on tomorrow's generations and not just on today's profits.

A MESSAGE FROM OUR CHAIRMAN

That courage has created a thriving conglomerate that serves flagship brands across the globe as well as creating jobs, homes, commercial expansion and investment opportunities for the people of Bangladesh.

We always strive to do more. In the years ahead we aim to deliver further diversification, expansion, operational streamlining and product development. We aim to generate further employment, to reduce our environmental consumption by 50%, to invest in the agricultural development of Bangladesh's rural communities and the protection of our natural environment.

The future may be uncertain, but in my view uncertainty brings with it innovation, and innovation generates growth. For Bangladesh, the future of industry is bright.

Mr Nazrul Islam Mazumder

Chairman

NASSA Group

ABOUT NASSA GROUP

NASSA Group is one of Bangladesh's largest industrial conglomerates, achieving highly respected status worldwide since its initial incorporation as a garment manufacturer in 1990.

Today, NASSA Group operates a wholly owned apparel manufacturing business with the capacity to produce 50 million units across 34 factories every year. The company employs a staff of more than 30,000 across 1.1 million sq. ft. of production space, generating a turnover of US\$370 million in 2012 through its contracts with a distinguished fashion and commercial client base in the US and EU markets.

Those clients include Sears and Kmart, Zara, Berksha, Cheap Monday, C&A and Marks & Spencer.

NASSA Group is dedicated to the development of Bangladesh as a centre of commercial excellence on the global stage. Via a number of sister divisions the company is involved in capacity building in Dhaka and beyond through financial ventures, commercial and domestic property development and advanced university level training for Bangladesh's agricultural communities.

NASSA Group is committed to achieving a sustainable impact on Bangladesh's socio-economic growth by addressing the welfare of our people and communities through a number of educational, healthcare and environmental initiatives.

COMPANY MILESTONES

- 1990** NASSA Group established by Founder and Chairman Mr Nazrul Islam Mazumder
- 1999** EXIM Bank established, providing pioneering financial services for the retail, corporate, SME and agricultural sectors as well as in foreign trade
- 2002** NASSA Taipei Textile Mills established, integrating textile production capacity into the group
- 2005** NASSA Taipei Denims Ltd established, diversifying into the global denims market
- 2005** NASSA Spinning Ltd established, embedding wholly owned spinning operations into the group
- 2007** NASSA Properties Ltd established, investing in Dhaka's commercial infrastructure via large scale commercial property investment
- 2008** RANS Real Estate Ltd established, changing the domestic property landscape of Dhaka by creating new affordable luxury homes to meet the needs of modern Bangladeshi homeowners
- 2009** EXIM Bank becomes the first privately owned bank to open an exchange house in the UK, enhancing its capacity to deliver seamless services to Bangladeshis living and working in the UK.
- 2012** ANW Associates London Ltd established, bringing a new end-to-end apparel manufacture and supply solution to fashion buyers in the UK and Europe.
- 2013** NASSA brokerage house established, providing and secure, accredited and ethical trading services for clients wishing to invest in stocks and shares.

INFRASTRUCTURE

THE FACTS & FIGURES:

Total Factories	:	34
Total production capacity	:	50 million units per year
Total production space	:	1.1 million sq. ft.
Total production line	:	210
Machines deployed	:	19,500
Total employed manpower	:	30,500

SISTER CONCERNS

Export Import Bank (EXIM) of Bangladesh Ltd
Planet Travels Ltd
NASSA Properties Ltd
RANS Real Estate Ltd
ANW Associates Brokerage House Ltd
ANW London Ltd
EXIM Agricultural University



CUSTOMER BASE

CUSTOMER BASE

Our main customers are based in USA. Europe is also grooming day by day. Below is the present customer list and business volume with them.

ZARA

TESCO



MANGO



Bershka



ASDA



orsay

YOUR M&S

TOTAL PRODUCTION CAPACITY

Our ready-made garment production capacity delivers more than 64 million units to market every month.

Our product range spans across:

Menswear: 40% of total production

Womenswear: 30% of total production

Childrenswear: 30% of total production

TOPS

1.1 million units per month

- Quilted shirts
- Basic shirts
- Blouses
- Jumpers
- Rompers
- Jackets

BOTTOMS

2.2 million units per month

- Basic pants
- Shorts
- Caprices
- Overalls
- Pyjama sets

OTHER PRODUCTS

3.1 million units per month

- Quilted jackets
- Parkas
- Snow wear

SUMMARY OF DIVISIONS & OPERATIONS



DIVISIONS

ANW London Ltd, UK
NASSA Taipei Textile Mills Ltd
NASSA-Taipei Denims Ltd
NASSA Spinning Ltd

OPERATIONS

Embroidery and packaging
Washing and sandblasting
Shipping, clearing and forwarding
Merchandising and quality control
Marketing

ANW LONDON LTD

INNOVATION IS SUPPLY

In October 2012 NASSA Group established its newest division, ANW Associates London Ltd, based in the heart of London's fashionable Kensington.

ANW is a go-to buying house providing UK buyers with instant and comprehensive access to NASSA Group's apparel manufacture operations – all from a convenient London location. It provides an end-to-end sourcing and supply option for buyers seeking a solution that eliminates the cost, time and uncertainty of sourcing through combined and disenfranchised suppliers.

By accessing NASSA's total capacity across spinning, manufacture, quality control, shipment and delivery buyers can achieve the end result they seek but without any of the overseas visits, lengthy negotiations and risk-fraught decisions they usually face.

Our highly skilled and creative UK team will work in close cooperation with the buyer to develop the desired product spec to sample stage or define a ready-made garment order all without leaving the comfort of our London showroom and sample house.

We then deploy NASSA's wholly owned, managed and integrated infrastructure to manufacture the desired products, ensuring cost-efficient production, stringent quality control standards and timely adherence to critical delivery paths.

ANW London Ltd therefore provides an intelligent and unique solution that accesses the best of Bangladesh's garment manufacturing capabilities in a convenient, competitive and cost-effective way.

NASSA-TAIPEI TEXTILES LTD

TEXTILE MANUFACTURING FOR A GLOBAL MARKET

NASSA owns and operates a 28 acre textile manufacturing complex located in Kanchpur, Dhaka. With the capacity to produce 60 tonnes per day (set to double in the next three years) our textile operation is one of the largest in Bangladesh.

The plant produces a range of polar fleece, knitted, dyed and printed fabrics.

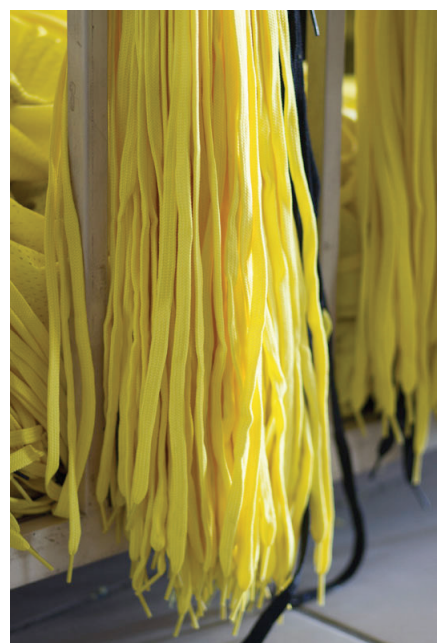
Our production methods benefit from the installation of computer controlled Swiss, German and French machines that deliver the cutting edge technology and uncompromising standards demanded by our markets.

PRODUCTS:

Polar fleece

Micro fleece

Single jersey: Solid, Stripe, 1x1 rib, Lycra, Plain and drop needle interlock, Pique, Lacost, Mini Jacquard, Waffle, Flat knit collar and cuff



NASSA-TAIPEI DENIMS LTD

CUTTING EDGE PRODUCTION FOR WORLDWIDE DENIM SUPPLY

NASSA-Taipei Denims Ltd specialises in the production of the finest quality indigo denims for clients including Marks and Spencer.

The mill is equipped with an ETP system, as well as the newest manufacturing technologies from Belgium, Germany, Switzerland and Taiwan.

Via these technologies and a fully trained workforce the division delivers a production capacity of 1.8 million yards per month.

The overarching aim of NASSA-Taipei Denims Ltd is to produce the finest quality indigo and variant denims to meet the discerning demands of our worldwide customer base.

PRODUCTS:

Raw finished denim sold to brands including Marks & Spencer

- Jeans
- Shorts
- Jackets
- Shirts
- Overalls
- Dungarees

NASSA SPINNING LTD

SPECIALIST SPINNING FROM WHOLLY OWNED MILLS

NASSA Spinning Ltd deploys state of the art equipment and benefits NASSA customers with an installed production capacity of 1.8 million metres or 1,200 tonnes every month. The group has invested in the latest spinning technology, including the Jinsheng Saurer JFA 225A Card Machine as well as the Trutzschler & Crostol for blow room lines. Our workforce is hence equipped to produce and export quality 100% cotton open end and slub yarns on a global scale.

NASSA Spinning Ltd operates to the highest ethical, environmental and quality control standards to protect the integrity of our clients brand reputations.

PRODUCTS:

Basic, premium and high quality cotton and slub yarns
High quality OE, Ring OE, Ring slu, Rain slub, Crossfire, Lycra in cotton denim fabric



SHIPPING, CLEARING & FORWARDING

NASSA's in-house vehicle and transport division works in close cooperation with our dedicated clearing and forwarding agencies in Dhaka, Chittagong and Benapole. Together, these divisions ensure the smooth transit of all consignments from initial manufacture to the point of overseas export.

Our skilled teams work tirelessly to anticipate, address and eliminate any barriers to the safe, timely delivery of goods to clients in the US, UK and Europe.

MERCHANDISING & QUALITY CONTROL

NASSA's merchandising team delivers stringent quality control across our production lines from the mill to the point of shipment. A total of 250 fully trained quality control staff is responsible for the rigorous quality checks and measures that set the global standards our clients rely on.

This team is governed by our Director of Quality control, who takes personal responsibility for the meticulous delivery of these procedures.

MARKETING

NASSA's reputation for market leading services in garment manufacture and supply is supported by our pro-active and dedicated marketing team. Our skilled Account Managers work closely with clients on an individual basis to ensure that the supply chain functions in a streamlined and efficient manner and to the shortest possible lead times.

To improve the client service experience NASSA's marketing teams operate from multiple strategic locations in Bangladesh, China, Hong Kong, Taiwan and the UK.

ENVIRONMENTAL CONTROLS

NASSA Group, its Board of Management, divisions, operations and employees are all committed to achieving the highest possible standards of environmentally protective procedures. Safeguarding the world around us is an inherent component of our sustainability programme. We recognise our profound responsibility to manufacture ethically and with care and attention to the preservation of the environment for future generations.

The group has put in place a stringent 3 year plan aimed at further improving our environmental measures. This plan is focused on 4 core aims:

1

The integration of Effluent Treatment Plants with a 1.5 cusec capacity, designed to adhere to recommended World Bank guidelines

2

The introduction of high efficiency production machinery, aimed at reducing water consumption by 50%

3

The implementation of combined heat and power generation with the goal of reducing gas consumption by 10%

4

The transition to the latest dyeing technology to further reduce waste and pollution ratios.

SUSTAINABILITY

NASSA Group recognises that a sustainable approach to investment and growth is not just an added extra. It is an essential component of today's global business strategies to protect the resources we are building for future generations. The group therefore invests in coherent and committed sustainability programme spanning 5 key areas, reflecting the company's business model, stakeholders and surrounding environments:

PEOPLE

Our corporate culture supports the professional development of more than 30,000 employees, as well as in their families and communities via a wide range of educational and healthcare initiatives.

INNOVATION & TECHNOLOGY

We invest in the latest computer aided manufacturing technology sourced from the US and Europe. This enhances the efficiency of our supply chain and achieves the consistent,

QUALITY

Stringent standards of quality control are instilled into our team of fully trained merchandisers, quality inspectors and client service agents.

SERVICE

Our people are trained to understand and deliver the highest standards of client care, working tirelessly with pride and a pro-active attitude to ensure accurate, accountable standards across the supply chain

ENVIRONMENT

We constantly assess and seek to improve our environmental measures, working to approved World Bank criteria. We are currently implementing a focused 3 year plan designed to reduce gas consumption by 10%, cut overall water usage by 50% and reduce concentrations of effluent waste.

THE FUTURE

NASSA Group looks to the future with strength, optimism and a commitment to building on the Group's success. We do so for the benefit of our employees, our communities, Bangladesh's socio-economic development and our country's profile and reputation as a global business driver.

Our strategy for the next 3 years will focus on:

- Expansion, acquisition and diversification to drive the groups performance
- An enhanced strategic focus on professionalism, innovation and advanced management systems
- The pioneering use of manpower and new technologies to drive cost-efficiencies
- Steadfast improvement and development of our quality product portfolio
- Implementation of an environmental controls programme designed to reduce gas consumption by 10% and cut waste production and water usage by 50%
- Developing the level of partnership with our customers to ensure their total satisfaction and enhance the reputation of Bangladesh's apparel manufacture industry worldwide

CONTACTS

Clients and potential clients in the UK can now access all of NASSA Group's manufacture and supply capacity via one convenient London location.

Our London showroom and sample house is the ideal venue to explore product development, RMG capacity and supply options with our skilled, creative and passionate UK team.

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