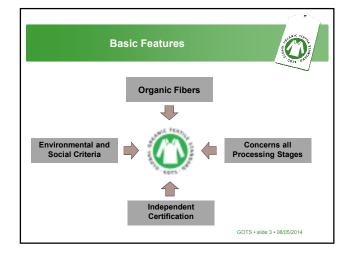


What is GOTS?



- GOTS is a voluntary standard that covers the processing, manufacturing, packaging, labeling, trading, and distribution of all textiles made from at least 70% certified organic natural fibers (organic cotton, organic wool, organic silk...) www.global-standard.org/images/stories/gots-version3 01march2011.pdf
- As with organic food standards, a textile product carrying the GOTS label grade 'organic' must contain a minimum of 95% certified organic fibers, whereas a product with the label grade 'made with organic' must contain a minimum of 70% certified organic fibers.
- Final products may include yarns, fabrics, and clothes, as well as home textiles such as beds and bedding. The standard does not set criteria for leather products.

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GOTS Regional Representatives



- Seven (7) Regional Representatives assigned in major production and sales markets who focus on marketing activities:
 - U.S./Canada

 - Japan Australia/New Zealand

 - India Germany/Switzerland/Austria
 - Great Britain
 - China

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Key criteria for fiber use









- · Minimum of 70% certified organic fibers
- · Certification according to recognized organic production standards (such as USDA NOP or Regulation EC 834/2007)

Additional Fibers

- Natural Fibers all non-GMO vegetable and animals fibers (hemp,
- Maximum of 10% synthetic or regenerated fibers (max. 25% for socks, leggings and sportswear)

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Environmental criteria for processing







- General criteria for all processing stages (e.g. separation, record keeping, environmental policy, social criteria)
- · General ban on harmful substances in all processing stages (e.g. formaldehyde, toxic heavy metals, GMOs)
- General criteria for the assessment of chemical inputs (meet strict limits on human and environmental (aquatic, fauna, flora and soil) toxicity as well as on biodegradability / eliminability)
- Specific criteria for the different processing stages (e.g. functional waste water treatment plant for wet processing plants, limitations on materials for accessories and finishing methods).

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Positive lists - Statistics





- Approximately 30% of currently used chemical textile inputs for natural fibers qualify for GOTS
- "Positive lists" are available for more than 400 suppliers of dyes and auxiliaries
- They contain:
- approximately 3200 trade names of dyestuffs and prints
- approximately 4800 trade names of auxiliary agents

The positive lists are available to all operators participating in the GOTS certification system through their certifier.

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Minimum social criteria

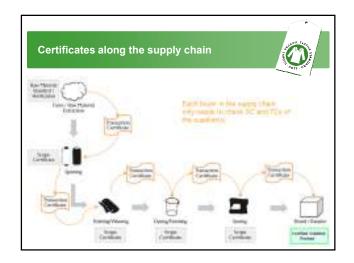


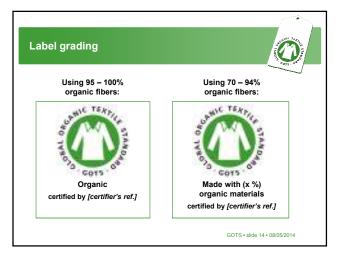
- Meeting social minimum criteria based on the International Labor Organization (ILO) key norms is required for all processing and manufacturing stages.
- · The requirements include e.g.:
 - · No child labor
- Payment of living wages
- · Working hours must not be excessive
- · Safe and hygienic working conditions
- · No discrimination nor harsh or inhumane treatment.
- Operators must establish social compliance management tools that support the implementation and monitoring of the social minimum criteria.

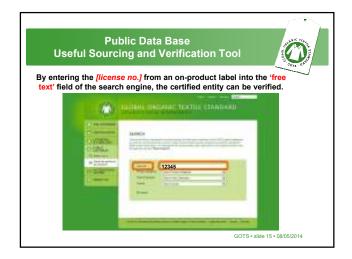
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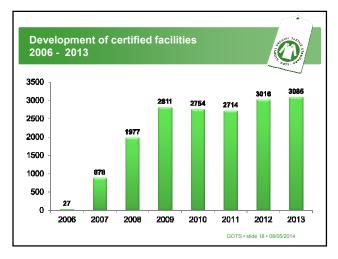


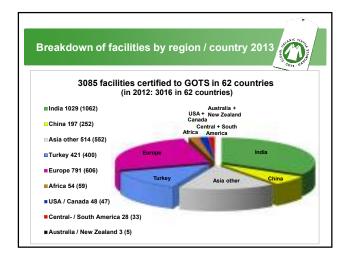






























Organic Fiber Product Sales - Global



Textile Exchange (TE's) 2013 Organic Cotton Market Report:

- The international market for organic cotton products reached \$8.9 billion in 2012.
- This equals a 31% increase over \$6.8 billion in 2011.
- 71 percent of respondents were planning to increase organic cotton for 2013.
- The Top Ten organic cotton users by volume are (in order by rank):
 C&A, H&M, Nike, Puma, Coop Swiss, Anvil, William-Sonoma, Inditex,
 Carrefour and Target, in order. For the first time, Top Ten users by volume had to consume over two million pounds of organic cotton each to make it onto this list!

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The Business Case for GOTS

The textile and apparel industry is a global industry, thus, standards must be international.

Developed - like GOTS - in partnership with international stakeholder communities, they ensure global acceptance.

Being GOTS certified businesses are furthermore:

- SAFE GOTS helps reduce or control risks
- CREDIBLE Independent certification includes onsite inspection and product testing, and enables companies to improve or retain their image and reputation
- EFFICIENT GOTS improves productivity and efficiency
- INNOVATIVE GOTS provides market differential
- TRANSFORMATIVE GOTS drives change in the overall textile marketplace. GOTS slide 27 14.11.12







