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## **DAVID JONES SECURES EXCLUSIVE DISTRIBUTION OF TRENT NATHAN AND TRENT RESORT**

David Jones Limited (DJS) today announced that it has secured **exclusive distribution** of **Trent Nathan and Trent Resort** branded products, in an arrangement entered into with Gazal Corporation Limited, the new owner of these brands.

Following the recent announcement by The Nathan Group Pty Ltd, of its intention to sell Trent Nathan and Trent Resort, David Jones initiated and brokered a sale and purchase agreement between the Nathan Group and Gazal Corporation. Under the terms of the agreement Gazal Corporation has acquired certain assets from the Nathan Group, including all intellectual property relating to the Trent Nathan and Trent Resort brands.

In addition, Gazal Corporation has entered into an exclusive distribution agreement with David Jones, granting David Jones the exclusive distribution rights to Trent Nathan and Trent Resort branded products for a **period of up to 15 years** – comprised of a 5 year initial term, a further 5 years (at David Jones' option) and a third 5 year period (if agreed to by both parties).

Trent Nathan is an iconic Australian brand. It was founded in 1961 by one of Australia's true fashion design pioneers, Trent Nathan and has endured the Australian fashion scene. The brand successfully expanded into resort wear through the launch of Trent Resort in 1987 and today both brands are well recognised and enjoy a loyal customer following within the Australian market.

David Jones CEO Mr Mark McInnes said, "Trent Nathan has been a very strong performing brand in our stores, **generating approximately 1% of our total annual sales revenue**.

"It has the potential to grow even further with good brand management, good design, a strong marketing and promotional campaign and a broadening of the existing category range. We look forward to working with the Gazal group in reinvigorating these highly regarded brands," Mr McInnes said.

Ends

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