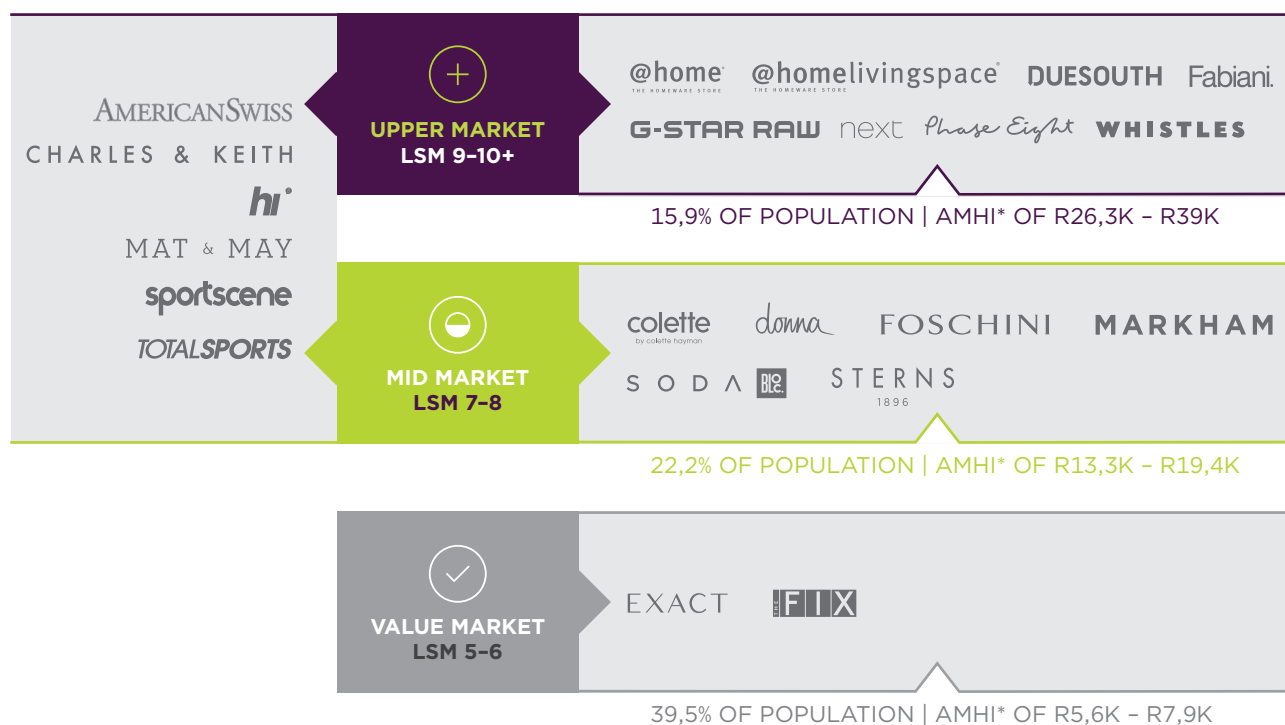


OUR BRANDS

TFG's retail brands span various market segments. Our brands offer fashionability from core to high fashion, and appeal to a broad customer base across a range of LSM groups:



* AMHI: Average monthly household income.
Source: AMPS Individual Databases (2014B, 2015B).

The merchandise offering of each brand is as follows:

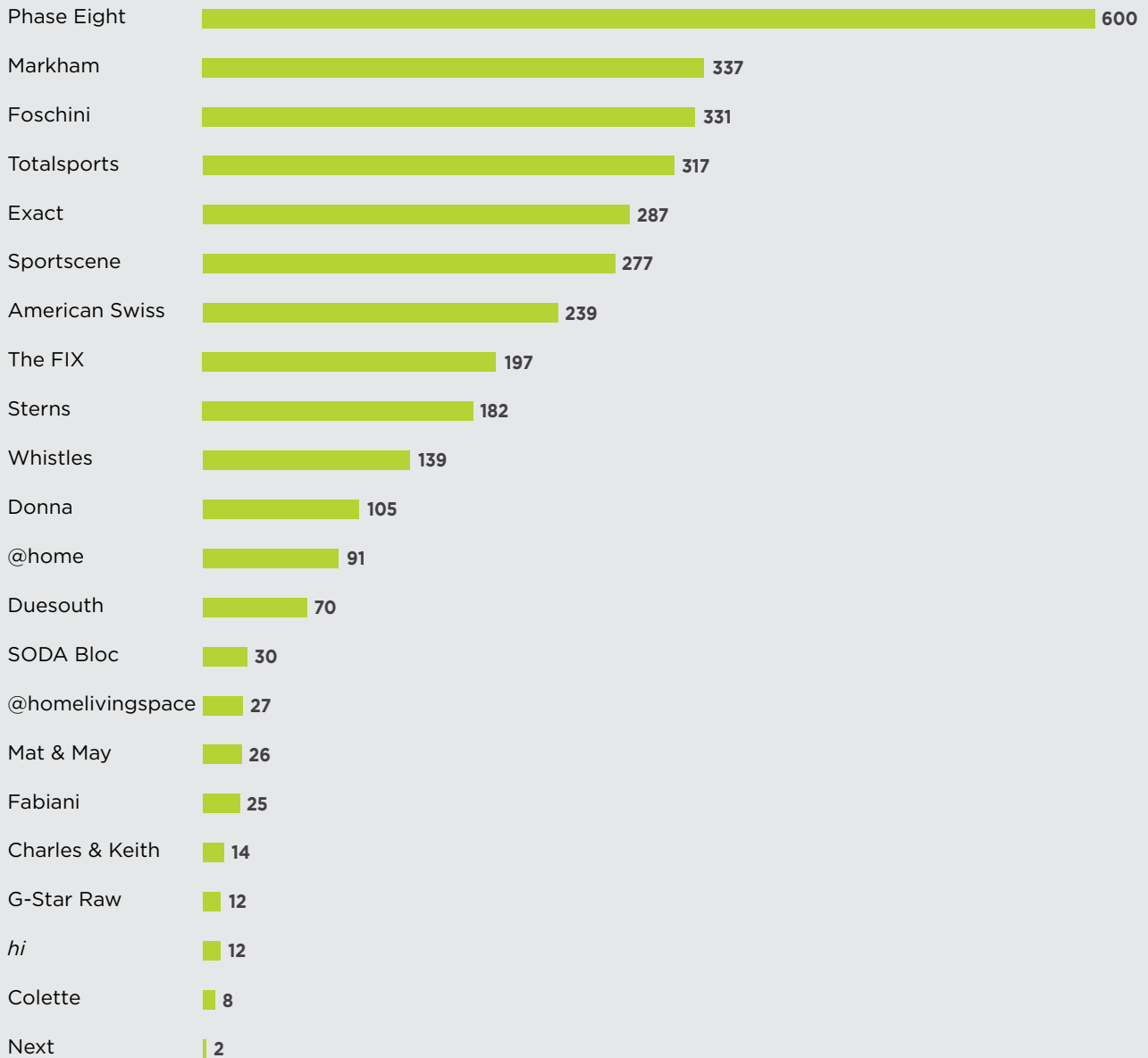
MERCHANDISE CATEGORY	BRANDS	CONTRIBUTION TO TURNOVER
CLOTHING - FASHION	Charles & Keith, Colette, Donna, Fabiani, Foschini, G-Star Raw, Markham, Next, Phase Eight, SODA Bloc, Whistles	43,8%
CLOTHING - SPORT	Duesouth, Sportscene, Totalsports	20,4%
CLOTHING - VALUE	Exact, The FIX	10,4%
COSMETICS	Foschini	4,8%
HOMEWARE AND FURNITURE	@home, @homelivingspace	6,1%
JEWELLERY	American Swiss, Mat & May, Sterns	6,3%
CELLPHONES	American Swiss, Charles & Keith, Donna, Duesouth, Exact, Fabiani, Foschini, G-Star Raw, <i>hi</i> , Markham, Mat & May, SODA Bloc, Sportscene, Sterns, The FIX, Totalsports	8,2%



OUR BRANDS CONTINUED




The footprint of each brand is as follows:

OUTLETS BY BRAND 2017



TOTAL
OUTLETS
3 328

BRAND OVERVIEW

 Brand offering  Target audience  Number of outlets

UPPER LSM CATEGORY



@home offers a comprehensive range of premium fashion homeware needed to equip and decorate a stylish modern home.



Men and women of all age groups



2017: 91
2016: 89



@homelivingspace offers a comprehensive range of contemporary homeware and furniture for lounge, dining, bedroom, office and outdoor.



Men and women of all age groups



2017: 27
2016: 26



Duesouth offers apparel, footwear, equipment and technology to the informed, urban adventurer who shares a passion for the freedom of the outdoors.



Men and women aged 25 - 35



2017: 70
2016: 54



Fabiani offers high-quality fabric and exceptionally cut suits and is renowned for its combination of style, quality, passion and the unexpected pop.






Men aged 25 - 40



2017: 25
2016: 22

OUR BRANDS CONTINUED

 Brand offering  Target audience  Number of outlets

UPPER LSM CATEGORY



G-Star Raw offers authentic denim wear and is renowned for its fusion of high-level craftsmanship with street-level edge.



Men and women aged 20 – 35



2017: 12
2016: 10



Next offers exquisitely designed and premium quality apparel and accessories for children, inspired by the latest trends.



Boys and girls aged 0 – 12



2017: 2
2016: 2



Phase Eight offers stylish and contemporary daywear, bridal wear, occasion wear, evening wear, holiday wear and accessories and is renowned for its high-quality fabric used for an impeccable cut and fit.



Women aged 35 – 55



2017: 600
2016: 542



Whistles offers contemporary fashion and is renowned for its quality and luxury detail.



Women and men aged 25 – 45



2017: 139
2016: 121

MID TO UPPER LSM CATEGORY



American Swiss offers luxury jewellery, watches and accessories and is renowned for its inspirational, exciting and indulgent retail experience.



Men and women of all age groups



2017: 239
2016: 238



Charles & Keith offers international footwear, handbags and accessories and is renowned for its unique fashion-forward collection for the urban trendsetter.



Women aged 18 – 40



2017: 14
2016: 13



hi offers a range of connected lifestyle products and is renowned for its must-have mobile technology hardware and related accessories, including cellular phones, notebooks, tablets, headphones, accessories, data, prepaid and contract airtime.



Men and women of all age groups



2017: 12
2016: 4



Mat & May offers lifestyle accessories, including leather bags, wallets, sunglasses and cellphones for the urban, fashion-savvy consumer.






Men and women aged 25 – 40



2017: 26
2016: 26

OUR BRANDS CONTINUED

 Brand offering  Target audience  Number of outlets

MID TO UPPER LSM CATEGORY



Sportscene offers sports-inspired footwear, apparel and accessories and is renowned for its blend of street-credible sports brands.



Men and women aged 18 - 25



2017: 277
2016: 256






Totalsports offers a broad range of apparel, footwear and equipment that focuses on football, running, fitness and rugby.



Men and women of all age groups



2017: 317
2016: 299

 Brand offering  Target audience  Number of outlets

MID MARKET LSM CATEGORY



Colette has become the essential destination for accessories and is renowned for jewellery and statement bags that embrace the pace of fast fashion.



Women aged 18+



2017: 8
2016: 6



Donna offers smart casual clothing, accessories, lingerie, footwear, cellphones and cosmetics that are dedicated to fuller-figure women and is renowned for its plus-size expertise.



Women of all age groups



2017: 105*
2016: 100



Foschini offers good value smart, casual, denim, leisurewear, accessories, lingerie, footwear, cellphones, cosmetics, fine jewellery and kids' wear, and is renowned for its fashionable and contemporary clothing in a modern environment.



Women aged 18 - 40
Children aged 2 - 14



2017: 331^
2016: 287



Markham offers on-trend smart and casual wear, including footwear, accessories, cellphones and fragrances and is renowned for its cool, youthful, fresh, vibrant and fun environment.



Men aged 18 - 35






2017: 337
2016: 323

* Includes four conversions from The FIX outlets.

^ Includes 33 conversions from The FIX outlets.

OUR BRANDS CONTINUED

 Brand offering  Target audience  Number of outlets

MID MARKET LSM CATEGORY



SODA Bloc offers denim, tees, dresses, skirts, shorts, gadgets and stationery, shoes and accessories to kit out tweens and is renowned for its coolest fashion fits for their generation.



Boys and girls aged 9 - 16



2017: 30
2016: 15



Sterns offers contemporary and classic bridal and gift jewellery and is renowned for its exceptional quality, craftsmanship and design.



Men and women of all age groups



2017: 182
2016: 184

VALUE LSM CATEGORY



Exact offers great value everyday essentials and is renowned for its trend-appropriate range of quality, well-priced contemporary fashion for the whole family.



Men, women and children



2017: 287
2016: 274



The FIX offers on-trend fashion, footwear and accessories and is renowned for its hot products at great prices.



Women aged 18 - 35



2017: 197*
2016: 234

* During the 2017 financial year, 37 outlets were converted to other brands within the Group.