



News Release

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TFG BUYS LUXURY MENSWEAR BRAND FABIANI

SA's leading speciality credit retailer, TFG (The Foschini Group), has bought luxury menswear brand Fabiani, with effect from 1 October 2011.

It will operate as a division within TFG and add a jewel to the group's crown by giving it an entrée into the high wealth customer segment that only a few of its brands currently tap into.

Doug Murray, TFG CEO says the group will in turn add value to the Fabiani brand by providing on-line shopping, in-store credit, launching gift cards and optimising supply chain benefits.

"We believe that Fabiani, which currently trades out of 7 up market outlets, has great potential for expansion," says Murray.

TFG, which aims to be the leading fashion lifestyle retailer in Africa, consists of women and men's clothing chains, jewellery, sport, home ware and furniture retail divisions, as well as financial services and apparel supply divisions.

Fabiani was established in 1978 and originally became renowned for the exceptional cut of its suits, highest quality fabric and powerful design details. It expanded its offer to include casual clothing, shoes and fashion accessories, and is recognised in South Africa today as a leader in the luxury menswear market.

The 15 retail brands which are currently part of TFG include @home, @homelivingspace, Charles & Keith, Exact!, Foschini, Donna-Claire, Fashion Express, Luella, Markham, Sportscene, Due South, Totalsports, American Swiss, Matrix and Sterns. In addition, TFG has a sizeable financial services business as well as a controlling interest in the RCS Group.

@home, @homelivingspace, American Swiss, Donna-Claire, Duesouth, Exact!, Fabiani, Fashion Express, Foschini, Luella, Markham, Matrix, Sportscene, Sterns, Totalsports

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