

2nd April 2020

Dear Valued Partner,

As a result of the unprecedented developments of the COVID-19 Pandemic, as we look to understand this unparalleled impact, we are wanting to ensure we are mutually best positioned to see our partnership only strengthen through this 'situation'.

Fully appreciating obviously what this 'downturn' will have on your commitments with regard to forward orders with us, for now, as a rule, we are looking to do the following:

1. Suspend ALL March/April orders unless specifically requested to be dispatched.
2. All Q2 (March – June) orders to be closely reviewed with you with the directive to defer / re-flow to later months with the following exceptions
 - a. Orders specifically requested to be shipped in April/May
3. We will not at this time be accepting Spring 20 cancellations. Spring 20 will be reflowed in line with Global timelines across July – Nov. See further below.

Further to the above, until your respective Account Manager is able to meet with yourself and work through the balance of your calendar year order hold with us, we will not be making any adjustments.

To assist further, in order for us to mutually manage Inventory levels as required as we work through the ensuing months, we will now NOT be moving forward with the planned Summer 20 range. Only a potential 'injection' assortment. We will work closely alongside you to use this period to accommodate our/your earlier committed position.

Thank you for your understanding and the partnership. During this challenging period, you can be assured of our close leadership and support. We are in this together and by working closely alongside in partnership we will certainly see ourselves come out the other side like we must!

We hope this meets with your understanding and duly recognizes our commitment to your business.

Yours sincerely,



Haydon Gray
Group General Manager



Josh de Souza
Brand Manager

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