



JACQUES HAU

EST. 1937

**THE JACQUES HAU
STORY**

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INTRODUCTION

Jacques Hau (Pty) Ltd is a leading clothing manufacturer and design centre based in Lansdowne, Cape Town, South Africa. Jacques Hau has facilities in South Africa and Lesotho and employs over 1500 people across these facilities.

Our manufacturing and design capability service numerous clients with operations throughout the world. We are constantly seeking new opportunities which will enable us to demonstrate our world-class design and manufacturing capabilities.

Our highly motivated teams subscribe and embody our ambition to efficiently and consistently produce quality products for our customers.



WE ARE A COMPANY OF **COURAGEOUS PIONEERS**

In the late 1930's Jacques Louis Hau came to South Africa from Belgium. He was an experienced tailor and arrived with just enough money to buy a piece of land in Salt River, on which he would eventually build his business premises and four plots in Camps Bay where he initially lived.

He established Jacque Hau (Et Cie), a manufacturing business in order to supply children's clothing to the open market. His eldest daughter, Valerie, worked in this growing business alongside him. In the mid 1940's, after a disagreement in the family, Valerie left the business and established Valerie Hau (Et Cie) next door to her father's business. Her focused efforts in the lingerie and underwear categories saw her business grow into a national enterprise. Jacques Hau continued to sell his manufactured products, via agents to general retailers all around South Africa. In a few years, the business had grown to such a point that Jacques convinced his son, Victor, to leave school at the age of 16 and join the family business. Victor, the 2nd generation, remained active in the business until he retired.

Under Victor's leadership the business survived the turbulent 1960's and 1970's. During the 1960's Woolworths, a leading South African retailer, approached Jacques Hau (Et Cie) with the request to make men's pyjamas exclusively for them. Victor agreed and

the business was rightsized in order to provide a focused and dedicated manufacturing service for Woolworths.

In 1972, on the back of the growth which came with the Woolworths account, history repeated itself as Victor asked his son, David, to leave school at the age of 16 and join the family business. During the 1970's, 3rd generation David Hau began to assume leadership of the business which enabled 2nd generation Victor Hau to retire in 1979.

In a strange sequence of events, both the bookkeeper and accountant passed away in 1980 and David Hau found managing the operations and the finances of the business an overwhelming proposition. He convinced his brother, Gavin a recently qualified Chartered Accountant to join the business. Gavin brought the necessary financial rigour to the business during the period of unprecedented growth which followed. In 1982, Woolworths asked Jacques Hau Clothing to manufacture their range of boys wear. In response, the business re-engineered itself and over the next four years, grew from its current compliment of 70 people to a team of 170 people.

In 1985, Woolworths asked Jacques Hau Clothing to manufacture 50,000 pairs of trousers. The Hau brothers managed to purchase a business which was about to go into liquidation that had both the equipment and requisite skills and fulfilled their promise to deliver on this request. As a result the business grew to a staff compliment of 220 people forcing them to move from the Salt River premises to Landsdowne.

In 1990, on the back of growing demand, the business expanded to include more than 300 people and the space occupied become



unable to meet their needs. Jacques Hau Clothing bought a warehouse across the road and expanded it to include the current head office. Growth continued through the 1990's and by the end of the millennium the business employed more than 550 people.

After 2000, Gavin Hau retired and David Hau decided to lead the business in an untested direction. China presented an unknown threat as they became world leaders in produced and export ready-made garments. Rather than shy away, Jacques Hau Clothing embraced this opportunity and actively engaged with the Chinese manufacturing offering. This allowed the business to offer a combination of import and locally made garments which proved to be a very worthwhile option.

In 2009 with the cost of manufacture in South Africa becoming more and more expensive, as well as the decline in the Chinese order book, we established operations in Lesotho. Today this operation employs more than 1000 people.

OUR COMPETITIVE ADVANTAGE



FULL SERVICE VENDOR

We offer a comprehensive range of services which includes fabric development and sourcing, design, manufacturing and warehousing. Our focus on internal quality processes has ensured our status as a product responsible supplier.



KEY RELATIONSHIPS WITH FABRIC MILLS LOCALLY AND ABROAD

Enjoy preferential treatment and access to the best fabric pricing and delivery lead-times. Work hand in hand with our fabric agents to ensure continual innovation and added value to our clients.



DIVERSE PRODUCT MIX

Through our network of factories in South Africa, Lesotho and Bangladesh we can offer a wide variety of product across both knit and woven categories.



QUICK RESPONSE

The infrastructure together with supplier relationships ensures quick turn-around and efficient delivery to the market.

OUR TRACK RECORD

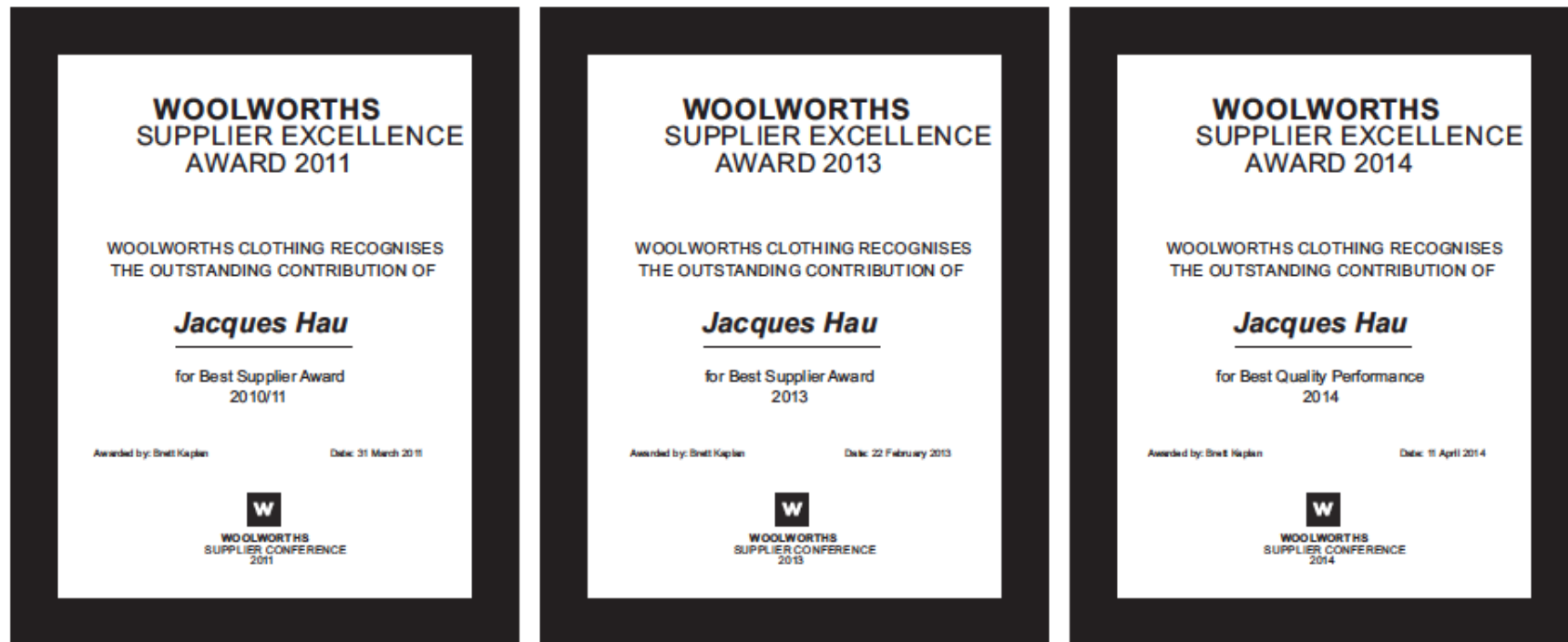
REGULAR RECIPIENT OF A RANGE OF WOOLWORTHS SUPPLIER EXCELLENCE AWARDS:

WOOLWORTHS SUPPLIER OF THE YEAR 2011

WOOLWORTHS SUPPLIER OF THE YEAR 2013

WOOLWORTHS BEST QUALITY PERFORMANCE 2014

THE FOSCHINI GROUP A++ SUPPLIER RATING



OUR FOOTPRINT

2. CUTTING



4. FICKSBURG DISTRIBUTION



1. JACQUES HAU HEAD OFFICE



2. WAREHOUSING



3. LESOTHO FACTORY



OUR INFRASTRUCTURE

1. JACQUES HAU HEAD OFFICE

Our purpose-designed and company-owned head office is located in Cape Town, South Africa. This property is home to:-

- Fabric procurement and testing
- Design centre including designers, merchandisers, pattern makers and sample room
- Central planning for all factories
- All other administrative functions

2. CUTTING AND STORES

This facility is ideal for both raw material storage and central cutting for all factories . The warehouse is capable of storing up to 600,000 metres of fabric and can cut up to 700,000 units per month. It houses state of the art equipment including automatic cutters, a number of automated spreaders, and fabric inspection machinery. This allows us to utilise our raw materials efficiently, which is important as this forms the biggest portion of the finished garments cost. All cut work is transported to the factories through our own fleet of trucks.

3. LESOTHO FACTORY

We own a 7 500m² factory in Maputsoe, Lesotho which can produce more than 600 000 units a month. The strategic advantage of this facility is that it offers compliant low wages and is centrally located to service the South African market. This facility is currently SMETA compliant.

4. FICKSBURG DISTRIBUTION

We own this 5 000m² warehouse which boasts a fully automated hanging system capable of holding more than 750 000 units. All finished garments manufactured in Lesotho are stored here. From this property we distribute finished orders to customers including the ability to pick and pack by store. We are also able to offer our customers a holding facility to hold strategic stock.



OUR CUSTOMERS



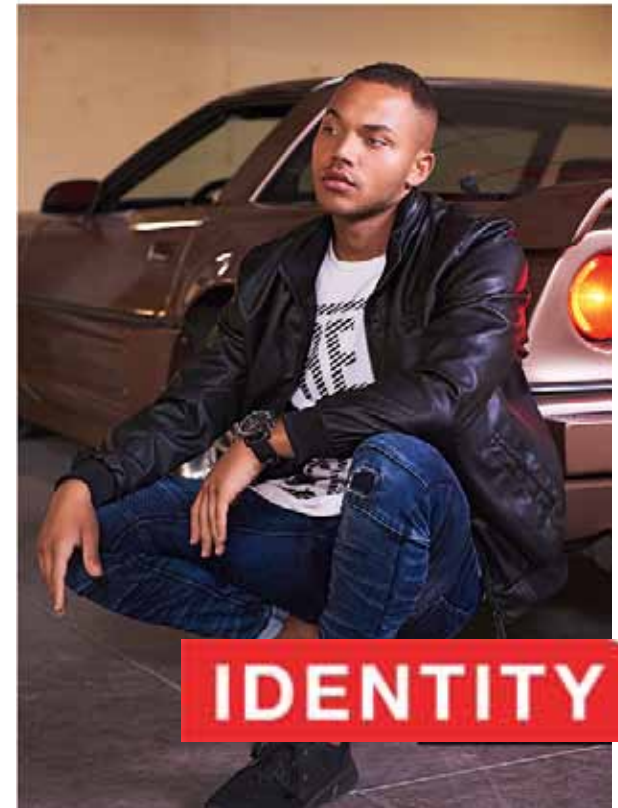
WOOLWORTHS



TRUWORTHS



DUESOUTH.



IDENTITY

EXACT



DUNNS



MARKHAM

OUR PRODUCT

BOYS AND MENS



OUR PRODUCT

BOYS AND MENS



OUR PRODUCT

LADIES AND GIRLS



OUR PRODUCT

LADIES AND GIRLS





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