



ASX Announcement

22 August 2016

REVISED USA RETAIL DISTRIBUTION ARRANGEMENTS

1. Reliance signs sole supplier contract with Lowe's

Reliance Worldwide Corporation Limited (ASX: RWC) ("Reliance") is pleased to announce that it has signed a contract to supply its full range of SharkBite branded Push to Connect (PTC) fittings and related products to Lowe's Companies, Inc. (Lowe's). Lowe's has in excess of 1700 home improvement big box stores in the USA. This will increase Reliance's presence in the USA plumbing retail market. Key terms of the arrangement are:

- Sole Supplier arrangement, whereby Reliance's SharkBite range of PTC fittings and accessories and related products, including PEX pipe, crimp fittings and clamps, will be the only products sold by Lowe's in those product categories.
- Reliance will retain the right to continue to sell those products to other Retail/Big Box distributors, including The Home Depot (THD), which is a major Reliance customer. Reliance will also continue to sell those products through its existing wholesale and hardware channels.
- There will be a national rollout of Reliance product to the Lowe's 1700+ stores in the USA, with most of those stores being rolled out in 2017/2018.

2. THD exclusivity terminated and now non-exclusive

- Subsequent to Reliance's proposal to supply Lowe's, THD's previous two way exclusive agreement with Reliance in relation to SharkBite PTC fittings and related products has moved to a non-exclusive arrangement covered by THD's standard Supplier Buying Agreement.
- Reliance regards THD as an important and valued customer and is fully committed to providing it with ongoing support in order to continue to grow THD's sales of SharkBite products. Reliance continues to provide THD with the benefits of the strength of the SharkBite brand, the range and quality of SharkBite product and Reliance's excellent delivery execution and marketing support.

3. FY2017 Profit Forecast

- Reliance does not anticipate the above matters having a material impact on the profit forecast for FY2017 set out in its recent Prospectus.

4. Strategic Assessment

- Reliance is confident that these changes will position the SharkBite product range optimally for the long term in the USA market. The PTC product category has excellent growth prospects and this will be aided by SharkBite products being sold and marketed as widely as possible across all sales channels.

For further enquiries, please contact:

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