

**NZX Release**

26 March 2018

## **Methven signs a nationwide Distribution Agreement in China**

Methven today announced that they have signed a new nationwide distribution agreement with the Yuexin Building Materials Company. The agreement will mean that Methven's proprietary shower technology will roll out into 500 stores over the next three years, with the first three stores having opened on Saturday 24 March 2018.

David Banfield, Group CEO at Methven commented "We are delighted to have gained agreement to partner with Yuexin, a leading innovator and pioneer in the bathroom industry in China. The opportunity to deliver nationwide distribution of our award-winning showerware and tapware allows us to tell our compelling brand and technology story to discerning Chinese consumers.

Yuexin Building Materials Co., Ltd. was set up in 1999 in China and specialises in supplying bathroom fittings, shower enclosures and sanitary ware, and successfully distributes renowned international and local sanitary products across the country.

The store roll-out plan starts immediately, with an initial goal to open the first 50 stores in 2018, a further 150 in 2019, with full roll-out completed by March 2021.

Mr Banfield added "Using shower technology designed and manufactured in Auckland, our China team has already established 30 distributors, and delivered a number of high quality projects that serve to build our reputation and brand awareness in the China market. The roll-out of an additional 50 stores in 2018 will further aid our development. The current and anticipated performance from these new stores supports our business model assumptions and increases our confidence in our ability to deliver long term profitable growth in China.

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*For queries, please contact:*

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### **About Methven:**

Methven is an NZX-listed market-leading designer and manufacturer of showers, taps and valves. Our business is headquartered in Auckland where we design, develop and manufacture many award-winning products and technologies. Our international operations see our products distributed in Australia, China, UK, Middle East, USA and Europe in addition to our home market of New Zealand. In 2016 we celebrated 130 years of innovation and shared our long term growth plans, Methven 130 - the aim to grow sales to \$130 million by June 2020. Our business transformation plan, Fit 4 the Future, kicked off in July 2017 to ensure we have a simplified and strengthened platform for long term growth.

For more company information, visit <http://www.methven.com/nz>