

## COMPANY ANNOUNCEMENT

28 April 2021

### Q3 FY21 Sales Update

JB Hi-Fi Limited ("Group") today provides the following Q3 sales update.<sup>1</sup>

#### JB HI-FI Australia

- Q3 FY21 total sales growth was 10.4% (Q3 FY20: 11.6%) with comparable sales growth of 11.5% (Q3 FY20: 11.3%); and
- Q3 FY21 YTD total sales growth was 19.4% (YTD FY20: 6.9%) with comparable sales growth of 20.7% (YTD FY20: 6.4%).

#### JB HI-FI New Zealand

- Q3 FY21 total sales growth was 16.0% (Q3 FY20: -3.3%) with comparable sales growth of 16.0% (Q3 FY20: -3.3%); and
- Q3 FY21 YTD total sales growth was 11.0% (YTD FY20: -0.4%) with comparable sales growth of 11.0% (YTD FY20: -0.4%).

#### The Good Guys

- Q3 FY21 total sales growth was 5.8% (Q3 FY20: 13.9%) with comparable sales growth of 5.8% (Q3 FY20: 13.9%); and
- Q3 FY21 YTD total sales growth was 19.5% (YTD FY20: 5.4%) with comparable sales growth of 19.5% (YTD FY20: 4.9%).

The Group is pleased with the Q3 sales result and trading in April to date. Whilst from mid-March we commenced cycling elevated sales growth last year, we continue to see heightened customer demand and strong sales growth rates over a two-year period.

In view of the ongoing uncertainty arising from Covid-19, the Group does not currently consider it appropriate to provide FY21 sales and earnings guidance.

Authorised by the Board.

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#### Media & Investors:

Richard Murray  
Group Chief Executive Officer  
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#### Investors:

Nick Wells  
Group Chief Financial Officer  
03 8530 7303

<sup>1</sup> Q3 FY21 is 1 January 2021 to 31 March 2021 and Q3 FY21 YTD is 1 July 2020 to 31 March 2021

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