

COMPANY ANNOUNCEMENT

28 October 2021

FY22 Sales Update

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For the period 1 July 2021 to 30 September 2021 (Q1 FY22):

Sales Growth Q1 FY22	Comparable		Total	
	vs FY21	vs FY20	vs FY21	vs FY20
JB HI-FI Australia	(7.9%)	17.3%	(7.5%)	17.3%
JB HI-FI New Zealand (NZD)	(6.4%)	(8.8%)	(6.4%)	(8.8%)
The Good Guys	(6.1%)	22.9%	(5.6%)	23.6%

In Q1 FY22, despite the disruption and variability to sales as a result of the various state based Covid-19 restrictions, the Group continued to see heightened customer demand and strong sales growth rates over a two-year period.

In October, the Group has seen sales momentum continue and has benefitted from the re-opening of stores in NSW (from 11 October) and changes to the timing of key product releases versus prior years.

Group CEO Terry Smart said “while the start to this year has been significantly impacted by Covid-19 restrictions and in some states extended periods of store closures, we have demonstrated our ability to adapt and respond to continue to meet the strong demand from our customers.”

Terry added “the combination of our passionate and knowledgeable team members, and our multichannel offer, including our quality store locations and our established online offerings, gives us confidence as we enter the important Christmas trading period.”

Authorised by the Board.

Media & Investors:

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