



Release to the Australian Securities Exchange

Adairs Limited
FY23 Trading Update and Updated Guidance

2 June 2023

Adairs Limited (ASX: ADH)

Adairs today provides a trading update for the 48 weeks ending 28 May 2023 and updated guidance for the 52 weeks ending 25 June 2023 (FY23).

Trading update¹

	H2 sales growth Weeks 27 to 48 vs FY22	YTD sales growth Weeks 1 to 48 vs FY22
Adairs	-3.4%	+5.2%
Focus on Furniture	-10.9%	+5.4% ²
Mocka	-23.8%	-25.5%
Group	-7.0%	1.9% ²

After a solid sales performance in 1H FY23, the impact of rising interest rates and higher cost of living has created a more subdued trading environment since April with lower traffic observed both in stores and online. Group gross margin for 2H FY23 remains in line with plan and is expected to be ahead of 2H FY22. Group inventory has been well managed and will finish below December 2022 levels.

Updated FY23 guidance

	Updated FY23 Guidance	Previous
Group Sales (\$m)	616 – 622	625 - 665
Group EBIT (\$m)	62 - 65	70 – 80
Capital expenditure (\$m)	12 - 13	12 - 15

Adairs Limited will release its full year results on Monday 21 August 2023.

This announcement has been approved by the Board of Adairs Limited.

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¹ This trading update is based on unaudited management accounts and other information.

² YTD total sales growth is based on Focus on Furniture's full year performance in FY22 (Weeks 1-48), noting that Adairs ownership commenced on 1 December 2021 (Week 22 onwards).



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About Adairs Limited

Adairs Limited is Australia's largest omni channel specialty retailer of home furnishings, home furniture and home decoration products. We own and operate three vertically integrated brands in the Home category – Adairs, Mocka and Focus on Furniture. All brands are design led, customer focused, and sell quality in-house designed product direct to customers in Australia and New Zealand.

Adairs head office is in Melbourne, Australia.

For further information visit our investor relations website www.investors.adairs.com.au