

3 May 2023

TRADING UPDATE

Super Retail Group Managing Director and Chief Executive Officer, Mr Anthony Heraghty, will deliver a presentation at the Macquarie Group Australia Conference on Thursday, 4 May 2023.

The presentation includes an update on trading for the first 43 weeks of FY23, which is set out below:

	H2 LFL sales growth Weeks 27 to 43 vs FY22	LFL sales growth Weeks 1 to 43 vs FY22	Total sales growth Weeks 1 to 43 vs FY22
Supercheap Auto	5%	11%	11%
rebel	9%	10%	11%
BCF	3%	0%	2%
Macpac	18%	38%	38%
Group	6%	9%	10%

Mr Heraghty said “Following strong trading in the key Easter holiday period, I am pleased to report that the Group has continued to deliver positive like-for-like sales growth in FY23 YTD.”

Supercheap Auto has seen an ongoing shift in consumer demand to less discretionary items with auto maintenance and lubricants the strongest performing categories.

rebel has achieved strong sales growth in football and basketball. The trading performance of new regional stores in Ballina, Nowra, Tamworth and Bunbury is highly encouraging.

BCF sales reflect a growing contribution from strategic brands. The level of promotional intensity in the camping and outdoor category remains high, with aggressive mark down activity from competitors.

Macpac delivered a record Easter trading result driven by higher sales in both Australia and New Zealand.

Group gross margin (%) in the second half year to date is 10bps below gross margin (%) delivered in the first half.

Offshore freight costs have returned to pre-pandemic levels however inflationary pressures on wages, rent and energy expenses will impact Group CODB in the second half.

The Group is continuing to invest in customer loyalty, digital capability, new store openings, store refurbishments and alternative store formats.

The Group has opened 14 stores in FY23 year to date, with a further 13 stores scheduled to be opened by the end of FY23. Given delays in construction & development approvals, there is a risk that some store openings will slip into FY24.

The macro environment remains challenging; however, the Group's large active club member loyalty base and leading market positions in the resilient auto and sports categories mean it is well positioned to perform throughout the economic cycle.

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