

## COMPANY ANNOUNCEMENT

30 April 2019

### Q3 FY19<sup>1</sup> Sales Update and FY19 Guidance

JB Hi-Fi Limited today, at the 2019 Macquarie Australia Conference, provides the below Easter adjusted sales update and reaffirms its FY19 guidance.

#### Q3 FY19 Sales Update

##### **JB HI-FI Australia**

- Q3 FY19 total sales growth was 2.6% (Q3 FY18: 7.5%) with comparable sales growth of 1.5% (Q3 FY18: 4.3%); and
- YTD FY19 total sales growth was 4.1% (YTD FY18: 9.8%) with comparable sales growth of 2.7% (YTD FY18: 6.7%).

##### **JB HI-FI New Zealand**

- Q3 FY19 total sales growth was -1.2% (Q3 FY18: -4.4%) with comparable sales growth of 4.6% (Q3 FY18: -0.6%); and
- YTD FY19 total sales growth was 3.7% (YTD FY18: -1.7%) with comparable sales growth of 10.2% (YTD FY18: 1.4%).

##### **The Good Guys**

- Q3 FY19 total sales growth was 2.2% (Q3 FY18: -1.3%) with comparable sales growth of 1.0% (Q3 FY18: -2.9%); and
- YTD FY19 total sales growth was 2.6% (YTD FY18: 1.2%) with comparable sales growth of 1.3% (YTD FY18: 0.3%).

#### FY19 Guidance

The Company reaffirms its previously announced FY19 guidance with:

- Total Group sales to be circa \$7.1 billion comprising:
  - JB HI-FI Australia \$4.73 billion;
  - JB HI-FI New Zealand (NZD) \$0.24 billion;
  - The Good Guys \$2.15 billion; and
- Total Group NPAT to be in the range of \$237 million to \$245 million, an increase of 1.6% to 5.1% on the pcp

#### Notes

1. Easter adjusted FY19 sales results

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