



Release to the Australian Securities Exchange

Adairs Limited

Trading update and group sales guidance for FY20

19 June 2020

Adairs Limited (ASX: ADH)

All Adairs stores re-opened in May with increased measures to ensure the safety and wellbeing of our customers and team. With all stores having now been open for at least two weeks, a trading update to 14 June 2020 is provided below.

Trading update	LFL sales growth in 2H FY20 (HTD) (24 weeks to 14 June 2020)	LFL sales growth in FY20 (YTD) (50 weeks to 14 June 2020)
Adairs – Stores ⁽¹⁾	5.3%	3.5%
Adairs – Online ⁽²⁾	92.6%	64.0%
Adairs – Total	27.4%	15.7%
Mocka (100% online) ^{(2) (3)}	52.1%	n/a

Note 1: New Zealand stores closed on 24 March and re-opened on 14 May. Australian stores closed on 30 March and re-opened progressively from 7 May to 29 May. To provide a true like-for-like comparison LFL sales growth has been calculated on a store by store daily basis (only stores open on the same day in each corresponding period have been included).

Note 2: Mocka NZ and Adairs online business in NZ were closed from 25 March to 28 April due to NZ Government restrictions. Prior year data has been amended as required to provide a true like-for-like comparison.

Note 3: Adairs did not own Mocka in the prior corresponding period. Provided for information purposes only.

Commenting on today's trading update, Mark Ronan, Managing Director and CEO, said:

"Since Adairs stores re-opened we have seen strong sales across both the store network and online channel as customers return for the instore service and experience they expect from Adairs. Pleasingly, Mocka's sales growth has also continued at high levels. Both businesses have also remained disciplined on inventory and margin management.

Our omni channel strategy and focus on the home decorating and furnishing category has served us well during this period where our customers have spent significantly more time at home."



FY20 Group sales guidance

The Company expects Group sales for FY20 to be in the range A\$385-390 million.

FY20 Sales Guidance	
Adairs (1)	\$358m - \$362m
Mocka (30 weeks contribution)	\$27m - \$28m
Total	\$385m - \$390m

(1) Adairs online channel is expected to be ~27% of Adairs sales

The Company acknowledges the elevated level of uncertainty that is likely to persist for the medium term. Management are focussed on ensuring the business is well positioned to respond to the associated risks and opportunities as they emerge.

FY20 results

Adairs expects to announce its FY20 results on Wednesday 26 August 2020.

ENDS

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

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About Adairs

Adairs is a retailer of home furnishings in Australia with a national footprint of stores across a number of formats and a growing online format. The company presents customers with a differentiated proposition, which combines on-trend fashion products, quality staples, strong value and superior in-store customer service. For further information visit www.adairs.com.au

About Mocka

Mocka, a wholly owned subsidiary of Adairs, is a vertically integrated pure-play online home and living products designer and retailer operating in Australia and New Zealand. Mocka sells its own exclusive, well designed, functional and stylish products in the Home Furniture & Décor, Kids and Baby categories. Delivering great product and compelling everyday value-for-money is core to the Mocka customer proposition. For further information visit www.mocka.com.au