

8 August 2023

## TRADING UPDATE FOR FY23<sup>1</sup>

Myer Holdings Limited (ASX:MYR) today provided a trading update and guidance on expected results (post-AASB16) for the 52 weeks to 29 July 2023 (FY23).

### FY23 Total Sales<sup>2</sup> up 12.5% on FY22, and 12.4% on FY19 (Pre COVID)

- 2H23 Total Sales<sup>2</sup> up 0.4% on 2H22 despite deteriorating trading conditions during the half, and up 11.9% on 2H19;
- FY23 Full Year Total Sales<sup>2</sup> up 12.5% on FY22 to \$3,362.9 million, and up 12.4% on FY19;
- 2H23 Group online sales<sup>3</sup> returning to growth of 3.2% on 2H22. FY23 Group online sales<sup>3</sup> down 4.5% to \$690.5 million reflecting favourable impact of store closures in 1H22, and now represents 20.5% of Total sales. Compared to FY19, Group online sales<sup>3</sup> are up 163.2%.

### FY23 Expected Profit Growth

- 2H23 Net Profit After Tax (NPAT)<sup>4</sup> of between \$4 million and \$8 million despite the prevailing headwinds generated from the macroeconomic environment affecting sales, margin and Costs of Doing Business;
- FY23 NPAT<sup>4</sup> of between \$69 million and \$73 million, an increase of between 15% and 21% on FY22;
- Individually Significant Items and Implementation Costs expected to be recorded, including store and distribution centre exit costs.

### Balance Sheet remains strong with tight inventory management

Positive expected net cash position of approximately \$120 million, compared to \$186 million at the end of FY22. Total Group inventory is expected to be approximately flat to the same time last year, mainly reflecting well controlled intake in response to tightening trading conditions. Clearance inventory continues to be well managed at 8.0% (compared to 5.8% in FY22) of current department store stock on hand<sup>5</sup>.

Myer anticipates releasing its FY23 final results during September 2023, following the completion of financial close procedures, Board approval and completion of audit.

Following the Company's recent announcement that the CEO and Managing Director, John King, will retire from his role in 2024, the Board has engaged search firm Egon Zehnder for the CEO replacement process.

### Myer CEO, John King, commented:

*"Myer's Customer First Plan has continued to deliver both positive sales growth and positive profit growth in FY23, despite the prevailing macroeconomic headwinds that have buffeted the retail sector throughout the second half.*

*"We continue to tightly manage costs, inventory and cash to ensure we have a strong balance sheet as we begin FY24 where we expect the ongoing uncertainty around the macroeconomic environment to persist."*

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<sup>1</sup> Unaudited Management Information (post AASB16).

<sup>2</sup> Including revenue from concession sales.

<sup>3</sup> Group online sales includes sass & bide and Marcs and David Lawrence. Excludes sales via in-store iPads.

<sup>4</sup> Excluding Individually Significant Items and Implementation Costs.

<sup>5</sup> Excludes Stock in Transit.



This announcement was authorised by the Board of Myer Holdings Limited.

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**Retail Calendars**

Full Year 2022	1 August 2021 to 30 July 2022 (52 weeks)
1H22	1 August 2021 to 29 January 2022 (26 weeks)
2H22	30 January 2022 to 30 July 2022 (26 weeks)
Full Year 2023	31 July 2022 to 29 July 2023 (52 weeks)
1H23	31 July 2022 to 28 January 2023 (26 weeks)
2H23	29 January 2023 to 29 July 2023 (26 weeks)