
MEDIA RELEASE

THE WAREHOUSE GROUP LIMITED

Third Quarter Sales Update

Auckland, 11 May 2012 – The Directors of The Warehouse Group Limited reported sales for the third quarter ended 29 April 2012 of \$394.2 million, up 3.3% on the corresponding year period last year.

Group sales for the financial year to date were \$1,330.0 million, up 3.3% on the same period last year.

Commenting on overall sales performance for the quarter, Group Chief Executive Officer, Mark Powell said that the performance in both The Warehouse and Warehouse Stationery is encouraging.

The Warehouse third quarter sales were \$338.4 million up 3.5% compared to the third quarter last year. Year to date sales are \$1,174.1 million, up 3.4%. Same store sales for the third quarter were up 1.2%, however if Christchurch stores were excluded to take into account the sales impact of the Christchurch earthquake, same store sales were up 3.2%.

In relation to The Warehouse, Mr Powell said that all major merchandise departments other than apparel performed ahead of last year at both a sales and gross profit level, with Technology, Indoor Furniture and Everyday Family Needs areas performing particularly well. Apparel continued to be impacted in February and March by the challenges of exiting a mild summer.

During the quarter the first five stores of the major store rejuvenation program were refitted and relaunched (Riccarton, Te Rapa, Albany, Te Awamutu and Taupo) on time and on budget. These successful store relaunches and five consecutive quarters of same store sales growth provide further signs that the strategic initiatives underway are gaining traction.

Warehouse Stationery third quarter sales were \$55.8 million, up 2.4% compared to the third quarter last year. Year to date sales are \$155.9 million, up 2.2%. Same store sales for the third quarter were up 4.1%. This continues a trend in quarterly same store sales growth and market share gain for Warehouse Stationery since the first quarter of F10.

Chairman Graham Evans said that the long term strategy outlined last year is in its early stages, but is showing encouraging progress. However, as previously indicated, due to cost pressures and the ongoing need to compensate for previous underinvestment, this will take time to translate into profit growth. Consequently guidance is unchanged and, subject to any material change in anticipated trading conditions, the Directors expect adjusted net profit after tax for the full year to be between \$62.0 million and \$66.0 million.

ENDS

Background: The Warehouse Group Limited

The Warehouse Group Limited comprises 89 Warehouse stores and 53 Warehouse Stationery stores in New Zealand. The company has a turnover of \$1.7 billion and employs over 9,000 people.

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THE WAREHOUSE GROUP LIMITED	
Supplementary Information	
Reporting Period	30 January 2012 to 29 April 2012
Previous Reporting	31 January 2011 to 1 May 2011

Quarterly sales information:

Third quarter sales (30 January 2012 to 29 April 2012)	Sales 2012 (NZ\$ Million)	Sales 2011 (NZ\$ Million)	Change in sales	Change in same store sales
The Warehouse	338.4	327.0	+ 3.5 %	+ 1.2 %
Warehouse Stationery	55.8	54.5	+ 2.4 %	+ 4.1 %
Total	394.2	381.5	+ 3.3 %	

Year to date sales (1 August 2011 to 29 April 2012)	Sales 2012 (NZ\$ Million)	Sales 2011 (NZ\$ Million)	Change in sales	Change in same store sales
The Warehouse	1,174.1	1,135.0	+ 3.4 %	+ 2.3 %
Warehouse Stationery	155.9	152.5	+ 2.2 %	+ 2.8 %
Total	1,330.0	1,287.5	+ 3.3 %	

Store Numbers	The Warehouse		Warehouse Stationery	
	2012	2011	2012	2011
Start Quarter 3	89	88	52	50
End Quarter 3	89	88	53	51

Store footprint (Square Metres)	The Warehouse		Warehouse Stationery	
	2012	2011	2012	2011
Start Quarter 3	484,299	475,498	57,164	58,369
End Quarter 3	484,299	475,498	60,789	57,990

Store changes during the quarter	Re-opened stores	Replacement stores	New Location	Store Extension
The Warehouse	-	-	-	-
Warehouse Stationery	-	-	New Plymouth Central	-