

## The Warehouse Group Limited

### Supplementary Information

#### Quarterly Sales

Reporting Period	13 weeks to 1 November 2020
Previous Reporting Period	13 weeks to 27 October 2019

Quarterly Retail Sales information:

First quarter sales (3 August 2020 to 1 November 2020)	Sales 2021 (\$ Million)	Sales 2020 (\$ Million)	Change in sales	Change in same store sales
The Warehouse	379.5	368.9	+ 2.9 %	+ 8.1 %
Warehouse Stationery	61.8	63.0	- 1.9 %	+ 0.5 %
Noel Leeming	250.8	225.0	+ 11.5 %	+ 9.1 %
Torpedo7 <sup>1</sup>	33.8	23.8	+ 41.8 %	+ 39.2 %

Store Numbers	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2021	2020	2021	2020	2021	2020	2021	2020
Start Quarter 1	92	93	74	77	71	70	20	18
End Quarter 1	90	92	73	77	70	70	20	19

Store footprint (Square Metres)	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2021	2020	2021	2020	2021	2020	2021	2020
Start Quarter 1	498,955	501,537	77,281	80,273	67,239	70,550	27,030	25,890
End Quarter 1	487,884	500,342	77,795	80,254	65,849	69,976	27,030	25,676

Store changes during the quarter	New store	Replacement store	Store closure	Store extension/ reduction
The Warehouse	-	-	2	5
Warehouse Stationery	-	5	-	-
Noel Leeming	-	-	1	2
Torpedo7	-	-	-	-

#### Note:

1) Sales for the Torpedo7 segment have been adjusted to exclude sales relating to the 1-day online business which will be reported as part of TheMarket segment in the current financial year.

#### Same store sales definition

The same store sales percentage represents annual store sales growth calculated by month for comparable stores (same stores). Non comparable stores (changed and temporary changed stores) which, by virtue of a change in footprint, catchment or other known factors cause a stores sales to be impacted, are deemed to be changed stores and excluded from the same store sales calculation.

All stores are categorised as either a same store or a changed store or a temporary changed store. Web stores (online) for the purposes of calculating same store sales are include in the same store sales calculation providing there has been no fundamental changes to its operating activities during the prior comparable period.

#### COVID lockdown adjustments

Where the Groups physical stores are unable to open to the public as COVID-19 Alert Levels have been set at Levels 3 and 4, the impacted stores are treated as changed stores for the period of the lockdown and excluded from same store sales calculations. The same store sales calculations have been adjusted to exclude Auckland stores which were closed as a result of a 19 day COVID-19 lockdown period which commenced on 12 August 2020 and ended on 30 August 2020.