

COMPANY ANNOUNCEMENT

25 October 2018

## Q1 FY19 Sales Update and FY19 Sales Guidance

### Group Q1 FY19 Sales Update

For the period 1 July 2018 to 30 September 2018:

- Total sales growth for JB HI-FI Australia was 5.3% (pcp: 8.1%), with comparable sales growth of 3.4% (pcp: 4.9%);
- Total sales growth for JB HI-FI New Zealand was 4.0% (pcp: -6.3%), with comparable sales growth of 9.8% (pcp: -6.2%); and
- Total sales growth for The Good Guys was 2.3% (pcp: 4.1%), with comparable sales growth of 1.0% (pcp: 3.4%).

### FY19 Sales Guidance

We reaffirm our previously announced FY19 Group sales guidance of total sales of circa \$7.1 billion, comprising:

- JB HI-FI Australia \$4.75 billion;
- JB HI-FI New Zealand (NZD) \$0.22 billion; and
- The Good Guys \$2.15 billion.

\*\*\*\*\*

Media & Investors:

Richard Murray  
Group Chief Executive Officer  
03 8530 7303

Investors:

Nick Wells  
Group Chief Financial Officer  
03 8530 7303