

**COMPANY ANNOUNCEMENT**

**15 September 2023**

## **2023 Annual General Meeting**

JB Hi-Fi Limited will hold its 2023 Annual General Meeting on Thursday 26 October 2023 at 10.30 a.m (AEDT).

Attached for release is a letter from the Chairman, the 2023 Notice of Meeting and a sample Proxy Form.

Authorised by  
Doug Smith  
Company Secretary.

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## Chairman's letter to Shareholders

15 September 2023

Dear Shareholders

I am pleased to invite you to attend JB Hi-Fi's 2023 AGM to be held at 10.30 am (AEDT) on Thursday 26 October 2023 at RACV City Club, 501 Bourke Street, Melbourne, Victoria 3000, and online at <https://meetnow.global/MUZNF6C>.

The AGM is an important part of the JB Hi-Fi calendar and we encourage you to read these materials and attend the Meeting.

As we did last year, we are offering shareholders a choice of how to attend the Meeting. Attendance can be in person, or online using a smartphone, tablet or computer. If you choose to participate online, you will be able to listen to a live webcast of the Meeting, view the presentations, ask questions and submit your votes in real time during the Meeting.

If you cannot attend the Meeting at the scheduled time, you can still participate by appointing a proxy to attend and vote. A proxy form is enclosed with this letter. If you intend to appoint a proxy, please complete and return your proxy form or appoint a proxy online by 10.30 am (AEDT) on Tuesday 24 October 2023.

Even if you are planning to attend the Meeting online or in person, you are encouraged to cast proxy votes and lodge any questions that you have prior to the Meeting, in case of technical difficulties during the Meeting.

The following information is included in this Notice of Meeting:

- Details of the Items of Business (page 2), which should be read in conjunction with the Explanatory Notes on pages 6 - 16;
- Information on how to participate in the Meeting, vote, appoint a proxy and ask questions (pages 3 - 5); and
- Proxy Form (see separate document).

The AGM Presentation (including the Chairman's and the Group CEO's addresses) will be uploaded prior to the Meeting to the ASX platform and to the JB Hi-Fi Investors website at <https://investors.jbhifi.com.au>. For a detailed overview of the JB Hi-Fi Group's performance and operations for the year ended 30 June 2023, please refer to the 2023 JB Hi-Fi Limited Annual Report and the 2023 Sustainability Report, which can be found on the JB Hi-Fi Investors website.

If you haven't done so already, I encourage you to make the switch to paperless shareholder communications. It enables us to provide you with information more quickly, at a lower cost, and is better for the environment. To make the switch please visit the Company's share registry, Computershare Investor Services, at [www.investorcentre.com/au](http://www.investorcentre.com/au).

On behalf of the Board, thank you for your continued support as a shareholder. We look forward to your attendance at the Meeting.

Yours sincerely,



**Stephen Goddard**  
Chairman  
JB Hi-Fi Limited

## **NOTICE OF ANNUAL GENERAL MEETING 2023**

JB Hi-Fi Limited (“**Company**”) will hold its Annual General Meeting (‘AGM’ or ‘Meeting’) at 10.30am (AEDT) on Thursday 26 October 2023.

The Meeting will be held at RACV City Club, 501 Bourke Street, Melbourne, Victoria 3000 and attendees may also attend online at <https://meetnow.global/MUZNF6C>.

### **ITEMS OF BUSINESS**

#### **Item 1 Financial and other Reports**

To receive and consider the Financial Report, the Directors’ Report and Auditor’s Report for the financial year ended 30 June 2023.

#### **Item 2 Election and Re-election of Directors**

To consider and, if thought fit, pass the following as separate ordinary resolutions:

- (a) "That Mr Stephen Goddard, being a Director of the Company who retires by rotation pursuant to the Company’s Constitution, and being eligible offers himself for re-election, is re-elected as a Director of the Company."
- (b) "That Ms Melanie Wilson, being a Director of the Company who retires by rotation pursuant to the Company’s Constitution, and being eligible offers herself for re-election, is re-elected as a Director of the Company."
- (c) "That Ms Christy Boyce, being a Director of the Company appointed since the last Annual General Meeting, who retires pursuant to the Company’s Constitution and being eligible offers herself for election, is elected as a Director of the Company."

#### **Item 3 Remuneration Report**

To consider and, if thought fit, pass the following as a non-binding ordinary resolution:

"That the Remuneration Report (which forms part of the Directors’ Report) for the financial year ended 30 June 2023 be adopted."

#### **Item 4 Approval of allocation of restricted shares to Executive Directors**

To consider and, if thought fit, pass the following as separate ordinary resolutions:

- (a) "That the allocation of restricted ordinary shares to Executive Director, Mr Terry Smart, on the terms and conditions described in the Explanatory Notes to this Notice of Meeting, be approved."
- (b) "That the allocation of restricted ordinary shares to Executive Director, Mr Nick Wells, on the terms and conditions described in the Explanatory Notes to this Notice of Meeting, be approved."

Doug Smith  
Company Secretary  
15 September 2023

## **INFORMATION FOR SHAREHOLDERS**

### **Participating in the Meeting**

All shareholders are entitled to attend the AGM.

#### **Attending in person**

Shareholders can attend the Meeting in person at RACV City Club, 501 Bourke Street, Melbourne, VIC 3000.

#### **Participating online**

To participate in the Meeting online via the Computershare Meeting Platform, visit <https://meetnow.global/MUZNF6C> on your smartphone, tablet or computer. You will need the latest versions of Chrome, Safari, Edge or Firefox.

Registration for attendees will open at 10 am (AEDT).

To make the registration process quicker, please have your SRN/HIN and registered postcode or country ready. Proxyholders attending online will need to contact Computershare on +61 3 9415 4024 prior to the Meeting to obtain their login details.

To participate in the Meeting online follow the instructions below.

1. Click on 'Join Meeting Now'.
2. Enter your SRN/HIN, or the proxyholder login details provided by Computershare.
3. Enter your postcode registered to your holding if you are an Australian securityholder. If you are an overseas securityholder select the country of your registered holding from the drop-down list.
4. Accept the Terms and Conditions and click 'Continue'.

Further information regarding participating in the Meeting online, including browser requirements, is detailed in the Online Meeting Guide available at [www.computershare.com.au/virtualmeetingguide](http://www.computershare.com.au/virtualmeetingguide).

Corporate shareholders and corporate proxies who wish to appoint a representative to attend and vote at the Meeting on their behalf must provide that person with a properly executed letter or other document confirming that they are authorised to act as their representative. A form of authorisation may be obtained from Computershare. A copy of the authorisation must be lodged with Computershare before the Meeting.

### **Entitlement to vote**

You are eligible to vote at the AGM if you are registered as a shareholder at 7.00 pm (AEDT) on Tuesday 24 October 2023. Transactions in the Company's shares which are registered after that time will be disregarded in determining entitlements to vote at the Meeting.

With respect to joint shareholders, all holders may attend the Meeting but only one shareholder may vote at the Meeting in respect of the relevant shares (including by proxy). If multiple joint shareholders are present and vote in respect of the relevant shares, only the vote of the joint shareholder whose name appears first in the register in respect of the relevant shares is counted.

### **Voting**

Voting on all resolutions will be conducted by a poll.

All resolutions are ordinary resolutions and will be passed if at least 50% of votes cast by shareholders entitled to vote on the resolution are cast in favour of the resolution.

Shareholders may vote at the Meeting in one of two ways:

- in advance of the Meeting, by appointing a proxy (preferably the Chairman of the Meeting) by 10.30 am (AEDT) on Tuesday 24 October 2023. The Company recommends that shareholders do this in case of technical difficulties at the Meeting; or

- live during the Meeting, either by attending in person or online. Further information for attendees in person will be provided during the Meeting and further information for online attendees is set out in the Online Meeting Guide available at [www.computershare.com.au/virtualmeetingguide](http://www.computershare.com.au/virtualmeetingguide).

## Appointing a Proxy

If you are a shareholder entitled to vote, you may appoint a proxy.

A proxy need not be a shareholder of the Company. Shareholders are encouraged to notify their appointed proxy of the appointment to enable the proxy to participate in the Meeting and to exercise your voting instructions. Appointed proxies will need to contact Computershare Investor Services to obtain their unique email invitation link to vote online. Further details are available in the Online Meeting Guide available at [www.computershare.com.au/virtualmeetingguide](http://www.computershare.com.au/virtualmeetingguide). We suggest that you appoint the Chairman of the Meeting as your proxy.

If you do not specify a proxy in your completed proxy form, or if the person you appoint as proxy does not participate in the AGM, the Chairman of the Meeting will be taken to be your proxy by default. In accordance with the Corporations Act 2001, any directed proxies that are not voted as directed at the Meeting will automatically default to the Chairman, who is required to vote proxies as directed.

If you are a shareholder entitled to cast two or more votes, you may appoint two proxies and specify the number or proportion of votes that each may exercise, failing which each may exercise half of the votes.

## Lodging your Proxy Form

Proxies must be received by **10.30 am (AEDT) on Tuesday 24 October 2023**.

The easiest way to appoint a proxy is to do it online at [www.investorvote.com.au](http://www.investorvote.com.au). If you need your six-digit Control Number and your Securityholder Reference Number (SRN) or Holder Identification Number (HIN), this information is located on the front of your Shareholder Letter/Proxy Form. You will be deemed to have signed your proxy form if you lodge it in accordance with the instructions on the website.

Alternatively, you can lodge your completed and signed Proxy Form (together with any Power of Attorney or other authority under which the appointment was signed, or a certified copy):

- by mail to: Computershare Investor Services Pty Limited, GPO Box 242, Melbourne Victoria 3001; or
- by fax to: 1800 783 447 (within Australia) or 61 3 9473 2555 (outside Australia).

Intermediary Online subscribers (custodians) can submit their voting intentions at [www.intermediaryonline.com](http://www.intermediaryonline.com).

## Directed and Undirected Proxies

If you appoint a proxy and specify how your proxy is to vote, your proxy must vote the way that you have specified. If you appoint a proxy but do not specify the way your proxy is to vote, your proxy may vote as they choose (subject to the voting restrictions and exclusions outlined in this Notice).

You are encouraged to appoint the Chairman of the Meeting as your proxy and to actively direct your proxy how to vote on each item of business by marking the appropriate boxes on the Proxy Form.

If you appoint the Chairman of the Meeting as your proxy, or the Chairman becomes your proxy by default, and you direct the Chairman how to vote on an item of business, the Chairman must vote in accordance with your direction.

If you appoint the Chairman of the Meeting as your proxy or he becomes your proxy by default, and you do not provide any voting directions on your proxy vote, by validly submitting your proxy you will be expressly authorising the Chairman to cast your vote on all Items as he

sees fit, including Items 3, 4(a) and 4(b) even though these resolutions are connected with the remuneration of the Company's key management personnel (KMP).

The Chairman of the Meeting intends to vote all available proxies in favour of all resolutions.

### **KMP Voting Restrictions and Exclusions**

Under the Corporations Act and ASX Listing Rules, voting restrictions and exclusions apply to the Company's KMP and their closely related parties for Resolutions 3, 4(a) and 4(b). The term "closely related party" in relation to a member of the Company's KMP includes a spouse, dependent and certain other close family members, as well as any companies controlled by the KMP's closely related parties. Please refer to the Explanatory Notes for further information.

### **Asking Questions – before and during the Meeting**

You can submit questions prior to the Meeting (including questions to the Auditor) at [www.investorvote.com.au](http://www.investorvote.com.au) no later than 10.30 am on Tuesday 24 October 2023.

You may also submit your questions and comments during the Meeting, whether you are attending in person or online:

- if you are attending in person – when the Chairman invites questions;
- If you are attending online – by following the instructions in the Online Meeting Guide at [www.computershare.com.au/virtualmeetingguide](http://www.computershare.com.au/virtualmeetingguide).

Written questions to the Auditor should relate to the content of the Auditor's Report or the conduct of the audit.

The Chairman of the Meeting will endeavour to address as many of the questions as possible during the course of the Meeting. However, there may not be sufficient time available at the Meeting to address all of the questions raised.

### **Technical Difficulties**

Technical difficulties may arise during the course of the Meeting. The Chairman has discretion as to whether and how the Meeting should proceed in the event that this happens. In exercising his discretion, the Chairman will have regard to the number of shareholders impacted and the extent to which participation in the business of the Meeting is affected.

Where he considers it appropriate, the Chairman may continue to hold the Meeting and transact business, including conducting a poll and voting in accordance with valid proxy instructions. For this reason, shareholders are encouraged to lodge a proxy by 10.30 am (AEDT) on Tuesday 24 October 2023, even if they plan to attend online.

In the event of the need to postpone or adjourn the Meeting, the Company will provide an update on the ASX platform and its investor website <https://investors.jbhifi.com.au/annualgeneralmeetings/>.

## **EXPLANATORY NOTES TO THE ITEMS OF BUSINESS**

### **Item 1: Financial and other reports**

The Company's Annual Report 2023 (which includes the Financial Report, the Directors' Report and the Auditor's Report) is available on the Company's investor website at <https://investors.jbhifi.com.au/annual-reports/>. A printed copy of the Annual Report has been sent only to those shareholders who have elected to receive a printed copy.

Whilst shareholders will be given a reasonable opportunity to ask questions about, and make comments on, the reports and the Company's management, businesses, operations, financial performance and prospects, there will be no formal resolution regarding the reports put to the Meeting. The Company's Auditor will also attend the Meeting to answer any questions in relation to the Auditor's Report and the conduct of the audit. Shareholders may also submit questions in advance of the Meeting in accordance with the instructions in this Notice.

### **2. Election and Re-election of Directors**

#### **Background and Further Information**

Under Listing Rule 14.5 the Company must hold an election of Directors at each Annual General Meeting.

Stephen Goddard and Melanie Wilson retire by rotation in accordance with the Company's Constitution and Listing Rule 14.4, and offer themselves for re-election as Directors. In the event that a resolution for the re-election of a Director is not passed, that Director will cease to hold office at the end of the Annual General Meeting.

Christy Boyce has been appointed as a Director by the Board with effect from 16 September 2023. In accordance with the Company's Constitution and Listing Rule 14.4, Ms Boyce will hold office until the conclusion of the Annual General Meeting unless elected at the Meeting. Ms Boyce therefore offers herself for election as a Director.

A profile of each candidate seeking election or re-election as a Director, and any other information that the Company believes to be relevant to the decision on whether or not to elect or re-elect such person, is set out below.

- (a) **Mr Stephen Goddard**  
Non-Executive Director  
MSc. BSc (Hons)

Stephen was appointed to the Board in August 2016 and became Chairman on 1 July 2020. Stephen is also Chair of the Company's Remuneration and Nominations Committee and was a member of the Audit and Risk Management Committee until 30 June 2020. Stephen has more than 30 years' retail experience having held senior executive positions with some of Australia's best known retailers. These include Finance Director and Operations Director for David Jones, founding Managing Director of Officeworks, and various senior management roles with Myer. Stephen is currently a non-executive director and Chair of the Audit and Risk Management Committees of Accent Group Limited and Nick Scali Limited and was previously a non-executive director and Chair of the Audit and Risk Management Committee of GWA Group Limited

The Board considers Stephen to be an independent director.

- (b) **Ms Melanie Wilson**  
Non-Executive Director  
MBA, B.Comm (Hons), GAICD

Melanie was appointed to the Board in June 2020 and is a member of the Audit and Risk Management Committee. Melanie gained extensive experience in senior management roles across global retail brands, including Woolworths (Head of Online, Big W and Manager, Strategy Group), Limited Brands (Victoria's Secret and Bath & Bodyworks, New York), and Diva/Lovisa. Her retail experience includes online/e-commerce, store operations, merchandise systems, marketing, brand development and logistics/fulfilment. Melanie has also held roles with Bain & Company (Boston) and Goldman Sachs (Hong Kong/Sydney) and completed an MBA at Harvard Business School. Melanie is currently

a non-executive director and Chair of Baby Bunting Group Limited and a member of its Remuneration & Nominations and Audit & Risk Committees. She is also a non-executive director of Property Guru Group (Singapore). Melanie was previously a non-executive director of Shaver Shop Group Limited and EML Payments Limited, and a non-executive director and Chair of the Audit & Risk Committee of iSelect Limited.

The Board considers Melanie to be an independent director.

- (c) Ms Christy Boyce  
Non-Executive Director  
MBA, B.Econ, GAICD

Christy has been appointed to the Board with effect from 16 September 2023 and will also join the Company's Audit and Risk Management Committee at that time.

Christy has over 25 years' advisory experience in Australia and the United States with extensive involvement in retail, including pricing, online strategy, loyalty programs and sales & marketing. Christy was a director (senior partner) of Port Jackson Partners. Prior to this, she was a partner at McKinsey & Co, working in the firm's Sydney, New York and Chicago offices, and was co-leader of its retail/consumer goods practice. Christy is currently a non-executive director of CSR Limited, BAI Communications Australia, EMM Consulting and the SCEGGS Darlinghurst Trust. Her previous experience includes acting as a non-executive director of ASX-listed companies Greencross Limited, Monash IVF Group Limited and OneView Healthcare Plc.

Prior to her appointment, the Company conducted appropriate checks into Christy's background and experience and those checks revealed no information of concern.

The Board considers Christy to be an independent director.

#### Board Recommendation

Having considered the skills, experience, knowledge and the independence of each candidate (and being of the view that each candidate has sufficient capacity to undertake the duties expected of them by the Company), the Board recommends (with each Director abstaining in respect of their own election or re-election) that shareholders vote in favour of each of these resolutions. The Chairman will vote all available undirected proxies in favour of these resolutions.

### **Item 3: Remuneration Report**

#### Background and Further Information

The Directors' Report for the year ended 30 June 2023 (which is contained in the Company's Annual Report) contains a Remuneration Report, which sets out the policy for the remuneration of key management personnel (being the Chairman, the other Non-Executive Directors, the two Executive Directors and the 2 other senior executives classed as KMP in the Company's Remuneration Report).

The Corporations Act requires that a resolution that the Remuneration Report be adopted be put to a vote. The vote is advisory only and does not bind the Company or its Directors. However, when considering the future remuneration arrangements of the Company, the Remuneration & Nominations Committee and the Board will take into account feedback from shareholders in relation to the Company's remuneration strategy, including the discussion and vote on this resolution.

As a result of provisions in the Corporations Act known generally as the "two strikes rule", shareholders should note that the result of the vote on this Item may affect next year's Annual General Meeting. If 25% or more of the votes cast are "against" the adoption of the Remuneration Report at both the 2023 and 2024 Annual General Meetings, the Corporations Act requires a resolution whether to spill the Board to be put to the 2024 AGM. The Directors therefore encourage shareholders to apply the same level of diligence as for the other resolutions being considered at the Meeting in casting their vote on this Item 3.

A summary of the key points in the Remuneration Report is set out below, with further detail available in the full Report which can be found in the Company's Annual Report.



## Remuneration overview

The Board recognises that the performance of the Group depends on the quality and motivation of its people, including both the Executive KMP and the approximately 14,500+ employees of the Group across Australia and New Zealand. The Company's remuneration strategy seeks to appropriately reward, incentivise and retain key employees. The Board aims to achieve this by setting competitive remuneration packages ("packages") that include a mix of fixed remuneration and incentives under the Company's Variable Reward Plan ("VRP").

### *Another year of financial and strategic achievement*

The 2023 financial year has been another outstanding year for the Group and follows the exceptional results achieved in the previous three financial years. The performance of the Group was very strong throughout the year, with the Group's unique consumer electronics and home appliance offering resonating with its customers and strong execution by management growing its market share in a challenging economic environment.

This strong performance has been reflected in the Group's financial results, with management having delivered record revenue (up 4.3%) and EPS (up 0.1%), cycling record results in FY2022. Over the four years from FY2019 to FY2023, management have delivered four-year absolute revenue growth of 35.7% and compound annual revenue growth of 7.9%, and four-year absolute EPS growth of 120.7% and compound annual EPS growth of 21.9%.

In addition to driving these financial outcomes, management has also executed on a number of key strategic initiatives aimed at further developing and reinforcing the Group over the longer term. These include further enhancing the Group's multichannel capability, improving the Group's supply chain and successfully implementing sustainability initiatives.

As a result of the above, and despite macroeconomic headwinds, the Group has continued to grow dividends paid to shareholders to new record levels of \$382.7m in FY2023 and generate absolute total shareholder return of more than 21.7% in the past 12 months. This has resulted in excellent outcomes for shareholders, and is reflected in the Executive KMP VRP achievement outcomes for the year as set out below.

### *Executive KMP FY2023 Incentive Achievement*

Vesting outcomes in respect of FY2023 VRP incentives resulted in Executive KMP earning between 95% and 97% of rewards available for FY2023.

The VRP scorecard for FY2023 provided that 75% of available rewards were linked to financial measures, primarily four-year compound annual EPS growth, in order to reflect the elevated demand experienced in FY2020 to FY2022 and to address the potential volatility of the trading environment in FY2023. 100% of available rewards for financial performance were earned by each Executive KMP as a result of the exceptional four-year compound annual EPS growth achieved (21.9%).

The remaining 25% of available rewards were dependent upon the achievement of various strategic measures deemed relevant for the individual executive, and between 80% and 90% of available rewards for this strategic component were earned by Executive KMP.

As with recent years, 25% of VRP rewards achieved in relation to FY2023 are paid in cash and the remaining 75% of the VRP rewards achieved in relation to FY2023 are delivered in deferred shares. One third of these shares will be released from dealing restrictions in each of August 2024, August 2025 and August 2026, such that the vast majority of VRP rewards will therefore be subject to share price performance and align Executive KMP with the experience of shareholders over the medium to longer term.

## Board Recommendation

Noting the interest of each Director, the Board recommends that shareholders vote in favour of this non-binding resolution. The Chairman will vote all available undirected proxies in favour of this resolution.

### Voting Exclusion

The Company will disregard any votes cast on Item 3:

- in any capacity by or on behalf of a member of the key management personnel whose remuneration is disclosed in the Remuneration Report or his/her closely related parties; or
- as a proxy by a member of the key management personnel at the date of the Meeting or any of his/her closely related parties,

unless the vote is cast as proxy for a person entitled to vote on Item 3:

- in accordance with a direction on the proxy form; or
- by the Chairman of the Meeting pursuant to an express authorisation to exercise the proxy as the Chairman thinks fit, even though the resolution is connected directly or indirectly with the remuneration of the key management personnel of the Company.

## **Item 4: Approval of allocation of Restricted Shares to Executive Directors**

### Background and Further Information

The Board believes that a significant portion of Executive remuneration should be linked to sustained growth in long term shareholder wealth. In that regard, the Company operates a Variable Reward Plan (“VRP”) as part of its long term remuneration strategy.

While shareholder approval of the allocation of restricted shares to the Executive Directors pursuant to the VRP is not required under the Listing Rules as the Company will continue its practice of acquiring shares on market to satisfy these allocations, the Company continues to seek shareholder approval as a matter of good governance.

Accordingly, shareholder approval is sought for:

- (a) the allocation to Executive Director, Mr Terry Smart, of 54,602 ordinary shares earned by Mr Smart under the Variable Reward Plan during FY2023, the terms and conditions attaching to which are summarised in the Table set out in Appendix 1; and
- (b) the allocation to Executive Director, Mr Nick Wells, of 24,372 ordinary shares earned by Mr Wells under the Variable Reward Plan during FY2023, the terms and conditions attaching to which are summarised in the Table set out in Appendix 2.

If allocated, details of these shares will be published in the Company’s 2024 Annual Report. If shareholders do not approve the allocation, issues may arise with the competitiveness of the total remuneration packages of Mr Smart and Mr Wells and alignment of rewards with other senior executives in the Group. The Board would then need to consider alternative remuneration arrangements for Mr Smart and Mr Wells which are consistent with the Company’s remuneration principles, including providing a cash amount to each up to the value of the earned incentive component of his total FY2023 remuneration package in lieu of the allocation of the restricted shares.

### Board Recommendation

The Board (other than Mr Smart and Mr Wells) recommend that shareholders vote in favour of these resolutions. The Chairman will vote all available undirected proxies in favour of these resolutions.

### Voting Exclusion

The Company will disregard any votes cast in favour of Item 4(a) or 4(b):

- in any capacity, by or on behalf of Mr Smart, Mr Wells or any of their associates; and
- as a proxy by a member of the key management personnel at the date of the Meeting or any of their closely related parties,

unless the vote is cast on Item 4(a) or 4(b):

- as proxy or attorney for a person entitled to vote on Item 4(a) or 4(b) in accordance with a direction given to the proxy or attorney to vote on Item 4(a) or 4(b) in that way; or
- as proxy for a person entitled to vote on the resolution by the Chairman of the Meeting pursuant to an express authorisation to exercise the proxy as the Chairman thinks fit,

even though the resolution is connected directly or indirectly with the remuneration of the key management personnel of the Company; or

- by a holder acting solely in a nominee, trustee, custodial or other fiduciary capacity on behalf of a beneficiary, provided the following conditions are met:
  - the beneficiary provides written confirmation to the holder that the beneficiary is not excluded from voting, and is not an associate of a person excluded from voting, on the resolution; and
  - the holder votes on the resolution in accordance with directions given by the beneficiary to the holder to vote in that way.

For the purposes of the Voting Exclusions above, the key management personnel (“KMP”) are the Chairman, the other Non-Executive Directors, Mr Smart and Mr Wells as Executive Directors, and the 2 other senior executives classed as KMP in the Company’s Remuneration Report.

The term ‘closely related party’ is defined in the Corporations Act 2001 and “associate” has the meaning given in the ASX Listing Rules. Both terms include a spouse, dependants and certain other close family members, as well as any companies controlled by the KMP.

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## **Appendix 1: Summary of Restricted Shares to be allocated to T. Smart**

<b>Number and value of restricted shares earned</b>	<p>Approval is being sought for the allocation to Mr Smart of \$2,568,562 worth of restricted shares, being Mr Smart's FY2023 VRP share award. Based on the volume weighted average price of shares traded on the ASX in the 5 trading days immediately following the release of the Company's FY2023 financial results (\$47.04), this amounts to 54,602 restricted shares.</p> <p>This amount represents 95% of the shares that could have been earned by Mr Smart under the FY2023 VRP, based on Mr Smart's incentive achievement outcomes against the relevant KPIs (see below for further detail).</p>
<b>Achievement against KPIs</b>	<p>Under the FY2023 VRP for Mr Smart, performance was assessed against a scorecard of robust measures, with:</p> <ul style="list-style-type: none"> <li>• 75% of the available rewards under the plan based on Group EPS growth; and</li> <li>• 25% of the available rewards under the plan based on strategic measures approved by the Board and aligned with the Group's long term corporate plans.</li> </ul> <p>Overall, based on performance in FY2023, Mr Smart achieved 95% of the available incentive.</p> <p><b>Details of the composition and achievement of targets/measures for FY2023 are set out in Appendix 3.</b></p> <p>Restricted shares are not subject to any additional performance-based vesting conditions during the restriction period.</p>
<b>Price payable on allocation</b>	<p>No amount will be payable by Mr Smart in respect of the allocation of the restricted shares.</p>
<b>Restrictions</b>	<p>Following allocation, the restricted shares will be held on trust for Mr Smart in the JB Hi-Fi Employee Share Trust. Mr Smart will be restricted from transferring, selling, gifting, encumbering, granting security over, or hedging the restricted shares until the relevant restriction period has ended as follows:</p> <ul style="list-style-type: none"> <li>• one third will cease to be subject to restriction one year after allocation (August 2024);</li> <li>• one third will cease to be subject to restriction two years after allocation (August 2025); and</li> <li>• one third will cease to be subject to restriction three years after allocation (August 2026).</li> </ul> <p>The effective allocation date for the purpose of these restriction periods will be 15 August 2023 (the date following the release of the Company's FY2023 results).</p>
<b>Minimum Shareholding Policy</b>	<p>Mr Smart is subject to the Group's Minimum Shareholding Policy for Group Executives which requires Mr Smart to hold shares equal in value to 1.5 times fixed annual remuneration within 5 years of his appointment as Group CEO in August 2021. Based on the Company's share price on 31 August 2023, the value of Mr Smart's current shareholding significantly exceeds this amount.</p>
<b>Dividends and Votes</b>	<p>Whilst the restricted shares are subject to the restrictions set out above, Mr Smart is still entitled to receive the dividends on the shares (and associated franking credits) and to exercise the votes on those shares. Mr Smart is also entitled to participate in any bonus or rights issue in respect of the restricted shares, although any share issued under any bonus issue</p>

	in respect of any restricted share will also be restricted until the end of the relevant restriction period.
<b>Clawback</b>	Restricted shares are subject to clawback at the Board's discretion in the event of fraud, dishonesty, material misstatement, material breach or negligence by Mr Smart and in certain other circumstances.
<b>Cessation of employment</b>	<p>If Mr Smart ceases to be employed during the restriction period he will, subject to the Board's discretion:</p> <ul style="list-style-type: none"> <li>• forfeit the restricted shares if he is a "bad leaver" (termination for cause or resignation to work for a competitor);</li> <li>• retain the restricted shares, subject to the restrictions, if he is a "good leaver" (retirement, redundancy, disablement, mental/terminal illness or death).</li> </ul> <p>The treatment of restricted shares if Mr Smart leaves during the restriction period in other circumstances is at the Board's discretion.</p>
<b>Trading restrictions</b>	The trading restrictions set out in the Company's Securities Trading Policy will apply to any shares acquired under the VRP, even when the restriction period has ended.
<b>Board Discretion</b>	The Board has broad discretions under the VRP Rules in respect of: the forfeiture of awards; the treatment of awards in the event of a change of control of the Company, reorganisation of the issued share capital of the Company, or disposal of material assets by the Company; and in certain other circumstances including those summarised above.

## **Appendix 2: Summary of Restricted Shares to be allocated to N. Wells**

<b>Number and value of restricted shares earned</b>	<p>Approval is being sought for the allocation to Mr Wells of \$1,146,487 worth of restricted shares, being Mr Wells' FY2023 VRP share award. Based on the volume weighted average price of shares traded on the ASX in the 5 trading days immediately following the release of the Company's FY2023 financial results (\$47.04), this amounts to 24,372 restricted shares.</p> <p>This amount represents 96% of the shares that could have been earned by Mr Wells under the FY2023 VRP, based on Mr Wells' incentive achievement outcomes against the relevant KPIs (see below for further detail).</p>
<b>Achievement against KPIs</b>	<p>Under the FY2023 VRP for Mr Wells, performance was assessed against a scorecard of robust measures, with:</p> <ul style="list-style-type: none"> <li>• 75% of the available rewards under the plan based on Group EPS growth; and</li> <li>• 25% of the available rewards under the plan based on strategic measures approved by the Board and aligned with the Group's long term corporate plans.</li> </ul> <p>Overall, based on performance in FY2023, Mr Wells achieved 96% of the available incentive.</p> <p><b>Details of the composition and achievement of targets/measures for FY2023 are set out in Appendix 3.</b></p> <p>Restricted shares are not subject to any additional performance-based vesting conditions during the restriction period.</p>
<b>Price payable on allocation</b>	<p>No amount will be payable by Mr Wells in respect of the allocation of the restricted shares.</p>
<b>Restrictions</b>	<p>Following allocation, the restricted shares will be held on trust for Mr Wells in the JB Hi-Fi Employee Share Trust. Mr Wells will be restricted from transferring, selling, gifting, encumbering, granting security over, or hedging the restricted shares until the relevant restriction period has ended as follows:</p> <ul style="list-style-type: none"> <li>• one third will cease to be subject to restriction one year after allocation (August 2024);</li> <li>• one third will cease to be subject to restriction two years after allocation (August 2025); and</li> <li>• one third will cease to be subject to restriction three years after allocation (August 2026).</li> </ul> <p>The effective allocation date for the purpose of these restriction periods will be 15 August 2023 (the date following the release of the Company's FY2023 results).</p>
<b>Minimum Shareholding Policy</b>	<p>Mr Wells is subject to the Group's Minimum Shareholding Policy for Group Executives which requires Mr Wells to hold shares equal in value to 1 times fixed annual remuneration. Based on the Company's share price on 31 August 2023, the value of Mr Wells' current shareholding significantly exceeds this amount.</p>
<b>Dividends and Votes</b>	<p>Whilst the restricted shares are subject to the restrictions set out above, Mr Wells is still entitled to receive the dividends on the shares (and associated franking credits) and to exercise the votes on those shares. Mr Wells is also entitled to participate in any bonus or rights issue in respect of the restricted shares, although any share issued under any bonus issue in respect of any restricted share will also be restricted until the end of the</p>

	relevant restriction period.
<b>Clawback</b>	Restricted shares are subject to clawback at the Board's discretion in the event of fraud, dishonesty, material misstatement, material breach or negligence by Mr Wells and in certain other circumstances.
<b>Cessation of employment</b>	<p>If Mr Wells ceases to be employed during the restriction period he will, subject to the Board's discretion:</p> <ul style="list-style-type: none"> <li>• forfeit the restricted shares if he is a "bad leaver" (termination for cause or resignation to work for a competitor);</li> <li>• retain the restricted shares, subject to the restrictions, if he is a "good leaver" (retirement, redundancy, disablement, mental/terminal illness or death).</li> </ul> <p>The treatment of restricted shares if Mr Wells leaves during the restriction period in other circumstances is at the Board's discretion.</p>
<b>Trading restrictions</b>	The trading restrictions set out in the Company's Securities Trading Policy will apply to any shares acquired under the VRP, even when the restriction period has ended.
<b>Board Discretion</b>	The Board has broad discretions under the VRP Rules in respect of: the forfeiture of awards; the treatment of awards in the event of a change of control of the Company, reorganisation of the issued share capital of the Company, or disposal of material assets by the Company; and in certain other circumstances including those summarised above.

**Appendix 3: Composition and achievement of targets/measures for FY2023 VRP award**

MEASURE	OUTCOME	T SMART	N WELLS
<b>FINANCIAL (75%)</b>			
<b>Group EPS</b>	21.9% 4 year EPS CAGR from FY2019. EPS for FY2023 was 479.9 cents per share compared to 217.4 cents per share in FY2019.	At Maximum	At Maximum
<b>Financial outcome</b>		<b>100%</b>	<b>100%</b>
<b>STRATEGIC (25%)</b>			
<b>Group / Divisional OHS</b>	<p>Strong results in OHS metrics as set out in the Sustainability Report and rollout of key strategic OHS initiatives including:</p> <ul style="list-style-type: none"> <li>ongoing focus on, and enhancement of, mental health &amp; wellbeing training;</li> <li>enhancement of training on the management of aggressive customers and shoplifters, on the shopfloor and over the phone; and</li> <li>focus on safe manual handling practices and introduction of new manual handling equipment to safely move “big &amp; bulky” products.</li> </ul>	At Target	At Target
<b>Diversity &amp; Inclusion</b>	<p>Improvement in diversity statistics including:</p> <ul style="list-style-type: none"> <li>increase in female senior managers across the Group from 21% to 25%;</li> <li>increase in female territory/area managers from 17% to 28%; and</li> <li>increase in female store managers from 24% to 27%,</li> </ul> <p>and implementation of strategic Diversity &amp; Inclusion initiatives including:</p> <ul style="list-style-type: none"> <li>further embedding behavioural competencies for all roles throughout the Group, to identify high potential talent and equalise recruitment &amp; selection practices;</li> <li>continued promotion of the “Speak Up” initiative to create an environment where team members can bring forward any concerns relating to inclusion, respect, and safety in the workplace;</li> <li>updated Equal Opportunity and Workplace Behaviour Training and annual engagement and inclusion surveys; and</li> <li>participation of additional team members in the Group’s Women in Leadership Program.</li> </ul>	At Target	At Target
<b>Succession / Talent</b>	<p>Several internal promotions to senior management positions and implementation of strategic Succession/Talent initiatives including:</p> <ul style="list-style-type: none"> <li>continued focus on succession framework for management positions within the Group;</li> <li>ongoing use of Talent Mapping using the</li> </ul>	At Target	Above Target

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MEASURE	OUTCOME	T SMART	N WELLS
	<p>Group's Competency Framework across the businesses, designed to identify key behavioural competencies specific to each role type within the businesses and assist in identifying and growing diverse talent in a structured and measurable way; and</p> <ul style="list-style-type: none"> <li>• use of individual development plans for high performers.</li> </ul>		
<b>Group Strategic Growth Initiatives</b>	<p>Significant strategic initiatives implemented including:</p> <ul style="list-style-type: none"> <li>• ongoing implementation of turnaround/growth plan for the JB Hi-Fi NZ business;</li> <li>• new store formats and layouts tested and trialled at multiple locations;</li> <li>• ongoing implementation of long term growth initiatives, including new product lines, "multichannel", and supply chain initiatives; and</li> <li>• identification and evaluation of potential growth opportunities.</li> </ul>	Above Target	At Target
<b>Investor Relations</b>	<ul style="list-style-type: none"> <li>• Maintained strong investor relations engagement in an uncertain economic environment.</li> <li>• CFO continued to lead strong investor engagement on financial performance and ESG issues.</li> </ul>	At Target	Above Target
<b>Sustainability Initiatives</b>	<p>Driving and supporting Group Sustainability initiatives including;</p> <ul style="list-style-type: none"> <li>• implementation of initiatives to achieve "net zero" target (Scope 1 and 2) by 2030, including identification and implementation of energy reduction initiatives in store network, e.g, installation of solar panels and LED lights at certain stores;</li> <li>• driving and supporting the Group's initiatives on ethical sourcing/modern slavery;</li> <li>• implementation of waste management initiatives and roll-out of the Group's sustainable packaging strategy for private label products; and</li> <li>• driving workplace giving program membership and initiatives.</li> </ul>	At Target	Above Target
<b>Strategic outcome</b>		<b>80%</b>	<b>83%</b>
<b>FINAL OUTCOME (% of maximum)</b>		<b>95%</b>	<b>96%</b>

# JB HI-FI

JB Hi-Fi Limited

ABN 80 093 220 136

JBH

MR SAM SAMPLE  
FLAT 123  
123 SAMPLE STREET  
THE SAMPLE HILL  
SAMPLE ESTATE  
SAMPLEVILLE VIC 3030

## Need assistance?



Phone:

1300 302 417 (within Australia)  
+61 3 9415 4136 (outside Australia)



Online:

[www.investorcentre.com/contact](http://www.investorcentre.com/contact)



## YOUR VOTE IS IMPORTANT

For your proxy appointment to be effective it must be received by **10:30am (AEDT) on Tuesday, 24 October 2023.**

## Proxy Form

### How to Vote on Items of Business

All your securities will be voted in accordance with your directions.

#### APPOINTMENT OF PROXY

**Voting 100% of your holding:** Direct your proxy how to vote by marking one of the boxes opposite each item of business. If you do not mark a box your proxy may vote or abstain as they choose (to the extent permitted by law). If you mark more than one box on an item your vote will be invalid on that item.

**Voting a portion of your holding:** Indicate a portion of your voting rights by inserting the percentage or number of securities you wish to vote in the For, Against or Abstain box or boxes. The sum of the votes cast must not exceed your voting entitlement or 100%.

**Appointing a second proxy:** You are entitled to appoint up to two proxies to attend the meeting and vote on a poll. If you appoint two proxies you must specify the percentage of votes or number of securities for each proxy, otherwise each proxy may exercise half of the votes. When appointing a second proxy write both names and the percentage of votes or number of securities for each in Step 1 overleaf.

**A proxy need not be a securityholder of the Company.**

#### SIGNING INSTRUCTIONS FOR POSTAL FORMS

**Individual:** Where the holding is in one name, the securityholder must sign.

**Joint Holding:** Where the holding is in more than one name, all of the securityholders should sign.

**Power of Attorney:** If you have not already lodged the Power of Attorney with the registry, please attach a certified photocopy of the Power of Attorney to this form when you return it.

**Companies:** Where the company has a Sole Director who is also the Sole Company Secretary, this form must be signed by that person. If the company (pursuant to section 204A of the Corporations Act 2001) does not have a Company Secretary, a Sole Director can also sign alone. Otherwise this form must be signed by a Director jointly with either another Director or a Company Secretary. Please sign in the appropriate place to indicate the office held. Delete titles as applicable.

#### PARTICIPATING IN THE MEETING

##### Corporate Representative

If a representative of a corporate securityholder or proxy is to participate in the meeting you will need to provide the appropriate "Appointment of Corporate Representative". A form may be obtained from Computershare or online at [www.investorcentre.com/au](http://www.investorcentre.com/au) and select "Printable Forms".

### Lodge your Proxy Form:

XX

#### Online:

Lodge your vote online at [www.investorvote.com.au](http://www.investorvote.com.au) using your secure access information or use your mobile device to scan the personalised QR code.

Your secure access information is



**Control Number: 999999**

**SRN/HIN: I999999999**

**PIN: 99999**

For Intermediary Online subscribers (custodians) go to [www.intermediaryonline.com](http://www.intermediaryonline.com)

#### By Mail:

Computershare Investor Services Pty Limited  
GPO Box 242  
Melbourne VIC 3001  
Australia

#### By Fax:

1800 783 447 within Australia or  
+61 3 9473 2555 outside Australia



**PLEASE NOTE:** For security reasons it is important that you keep your SRN/HIN confidential.

You may elect to receive meeting-related documents, or request a particular one, in electronic or physical form and may elect not to receive annual reports. To do so, contact Computershare.

MR SAM SAMPLE  
FLAT 123  
123 SAMPLE STREET  
THE SAMPLE HILL  
SAMPLE ESTATE  
SAMPLEVILLE VIC 3030

**Change of address.** If incorrect, mark this box and make the correction in the space to the left. Securityholders sponsored by a broker (reference number commences with 'X') should advise your broker of any changes.



I 9999999999

I ND

## Proxy Form

Please mark  to indicate your directions

### Step 1 Appoint a Proxy to Vote on Your Behalf

XX

I/We being a member/s of JB Hi-Fi Limited hereby appoint

the Chairman of the Meeting **OR**

**PLEASE NOTE:** Leave this box blank if you have selected the Chairman of the Meeting. Do not insert your own name(s).

or failing the individual or body corporate named, or if no individual or body corporate is named, the Chairman of the Meeting, as my/our proxy to act generally at the meeting on my/our behalf and to vote in accordance with the following directions (or if no directions have been given, and to the extent permitted by law, as the proxy sees fit) at the Annual General Meeting of JB Hi-Fi Limited to be held at RACV City Club, 501 Bourke Street, Melbourne, VIC 3000 and as a virtual meeting on Thursday, 26 October 2023 at 10:30am (AEDT) and at any adjournment or postponement of that meeting.

**Chairman authorised to exercise undirected proxies on remuneration related resolutions:** Where I/we have appointed the Chairman of the Meeting as my/our proxy (or the Chairman becomes my/our proxy by default), I/we expressly authorise the Chairman to exercise my/our proxy on Items 3, 4(a) and 4(b) (except where I/we have indicated a different voting intention in step 2) even though Items 3, 4(a) and 4(b) are connected directly or indirectly with the remuneration of a member of key management personnel, which includes the Chairman.

**Important Note:** If the Chairman of the Meeting is (or becomes) your proxy you can direct the Chairman to vote for or against or abstain from voting on Items 3, 4(a) and 4(b) by marking the appropriate box in step 2.

### Step 2 Items of Business

**PLEASE NOTE:** If you mark the **Abstain** box for an item, you are directing your proxy not to vote on your behalf on a show of hands or a poll and your votes will not be counted in computing the required majority.

	For	Against	Abstain
Item 2(a) Re-election of Mr Stephen Goddard as a Director	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Item 2(b) Re-election of Ms Melanie Wilson as a Director	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Item 2(c) Election of Ms Christy Boyce as a Director	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Item 3 Adoption of Remuneration Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Item 4(a) Approval of allocation of restricted shares to Mr Terry Smart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Item 4(b) Approval of allocation of restricted shares to Mr Nick Wells	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

The Chairman of the Meeting intends to vote undirected proxies in favour of each item of business. In exceptional circumstances, the Chairman of the Meeting may change his/her voting intention on any resolution, in which case an ASX announcement will be made.

### Step 3 Signature of Securityholder(s) *This section must be completed.*

Individual or Securityholder 1

Sole Director & Sole Company Secretary

Securityholder 2

Director

Securityholder 3

Director/Company Secretary

/ /

Date

**Update your communication details** (Optional)

Mobile Number

Email Address

By providing your email address, you consent to receive future Notice of Meeting & Proxy communications electronically

J B H

3 0 1 7 7 8 A



Computershare

