

COMPANY ANNOUNCEMENT

24 October 2019

Q1 FY20 Sales Update and FY20 Sales Guidance

Q1 FY20 Sales Update

- Total sales growth for JB HI-FI Australia was 4.7% (pcp: 5.3%), with comparable sales growth of 3.7% (pcp: 3.4%);
- Total sales growth for JB HI-FI New Zealand was 3.8% (pcp: 4.0%), with comparable sales growth of 3.8% (pcp: 9.8%); and
- Total sales growth for The Good Guys was -0.5% (pcp: 2.3%), with comparable sales growth of -1.8% (pcp: 1.0%).

FY20 Sales Guidance

The Company reaffirms its previously announced FY20 guidance of total sales of circa \$7.25 billion, comprising:

- JB HI-FI Australia \$4.84 billion;
- JB HI-FI New Zealand (NZD) \$0.24 billion; and
- The Good Guys \$2.18 billion.

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