

## COMPANY ANNOUNCEMENT

3 May 2023

### Sales update

JB Hi-Fi Limited ("Group") provides the following sales update for the period 1 January 2023 to 31 March 2023 ("Q3 FY23"):

Q3 FY23 Sales Growth	vs FY22		vs Pre Covid FY19
	Comparable	Total	Total
JB Hi-Fi Australia	(0.1%)	0.8%	38.8%
JB Hi-Fi New Zealand (NZD)	10.8%	10.8%	30.1%
The Good Guys	(3.8%)	(3.8%)	22.4%

Q3 FY23 YTD Sales Growth	vs FY22		vs Pre Covid FY19
	Comparable	Total	Total
JB Hi-Fi Australia	5.8%	6.5%	38.6%
JB Hi-Fi New Zealand (NZD)	14.5%	14.5%	24.2%
The Good Guys	3.8%	3.8%	32.1%

A breakdown of quarterly total sales for FY23 is provided as an appendix below

The Group is pleased with the Q3 FY23 trading result, with sales continuing to be well above pre Covid FY19. As anticipated, sales growth has started to moderate from the elevated levels seen in the first half of FY23, but the Group's trusted value-based offerings have continued to resonate with our customers and grown market share.

Authorised by the Group CEO, Terry Smart.

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Media & Investors:  
Terry Smart  
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## Appendix:

## FY23 quarterly total sales breakdown

Total Sales Growth	Q1 FY23		Q2 FY23		Q3 FY23	
	vs FY22	vs Pre Covid FY19	vs FY22	vs Pre Covid FY19	vs FY22	vs Pre Covid FY19
JB HI-FI Australia	14.6%	40.6%	5.6%	37.1%	0.8%	38.8%
JB HI-FI New Zealand (NZD)	27.7%	21.0%	9.8%	22.4%	10.8%	30.1%
The Good Guys	12.3%	38.1%	3.3%	35.3%	(3.8%)	22.4%