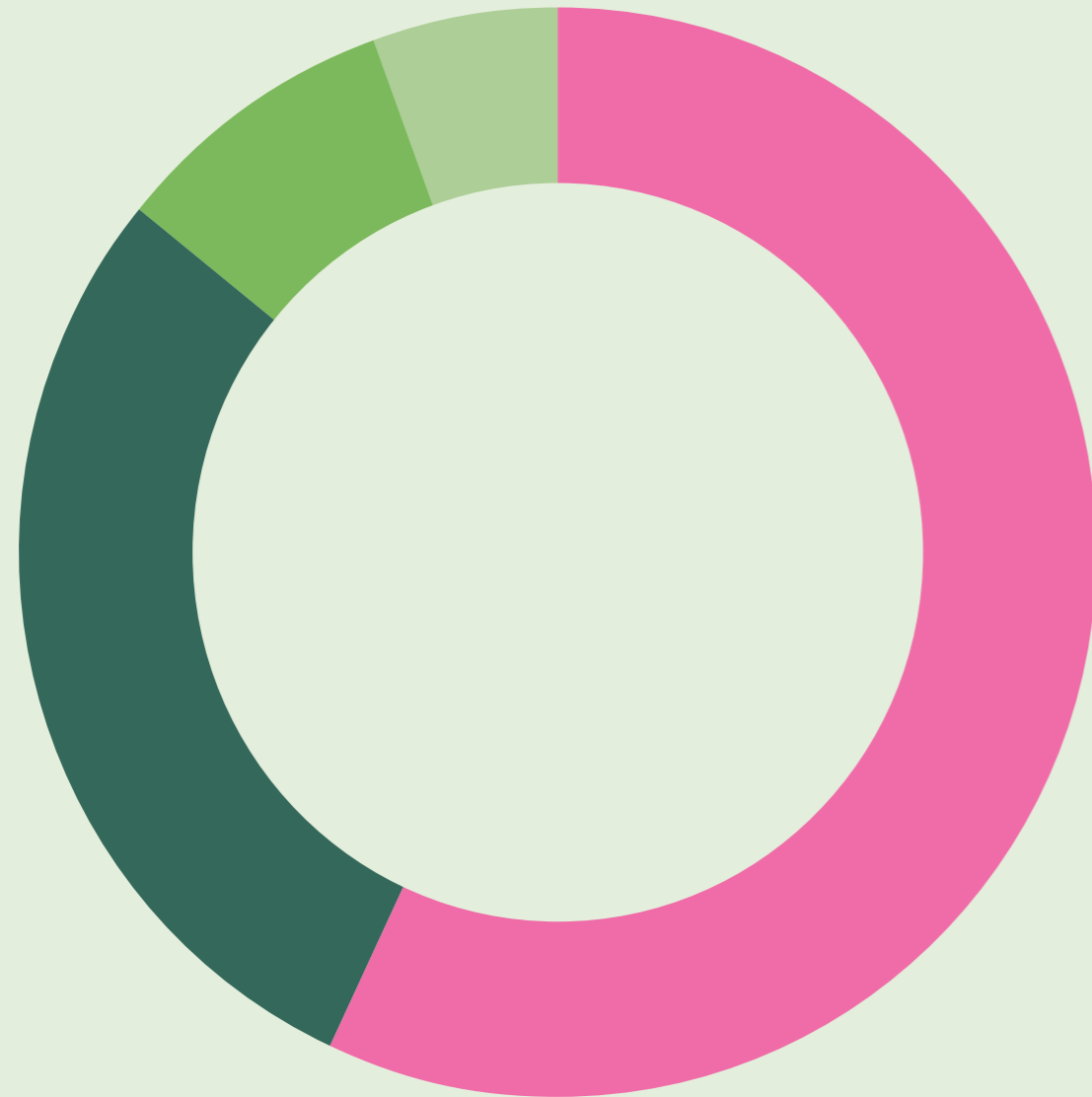


Sales by brand



56.8%
The Warehouse

29.1%
Noel Leeming

8.7%
Warehouse Stationery

5.4%
Torpedo7

Financial highlights

Total sales

\$3.0b

↑ 0.5%

Gross profit

\$991.2m

↑ 2.0%

NPAT

\$22.9m

↑ 12.0%

Online sales % of total sales

7.4%

↑ 6.6%

Group transactions

63m

↑ 3.0%

EBIT

\$57.3m

↓ 46.6%

Dividend

16cps

no change

Net debt

\$162.3m

↓ 25.6%

Other highlights

**Moved to EDLP
(Every Day Low
Prices) in Red**

17%

growth in Noel Leeming Services

6

new Group stores opened in FY18

Plus 3 Blue stores into Red

1

The Warehouse

2

Noel Leeming

3

Torpedo7

9.8%

SKU reduction from EDLP

\$5.0m

reduction in Marketing spend from EDLP

80%

of New Zealanders shop with a Group brand at least once a year