

The Warehouse Group Limited

Quarterly Sales

Reporting Period	39 weeks to 1 May 2022
Previous Reporting Period (2021)	39 weeks to 2 May 2021
Previous Reporting Period (2020)	39 weeks to 26 April 2020
Previous Reporting Period (2019)	39 weeks to 28 April 2019

Quarterly Retail Sales information:

First half sales (2 August 2021 to 30 January 2022)	Sales 2022 (\$ Million)	Sales 2021 (\$ Million)	Sales 2020 (\$ Million)	Sales 2019 (\$ Million)	Change in sales vs 2021	Change in sales vs 2020	Change in sales vs 2019
The Warehouse	895.4	967.3	938.8	929.5	- 7.4 %	- 4.6 %	- 3.7 %
Warehouse Stationery	122.0	136.6	133.8	132.8	- 10.6 %	- 8.8 %	- 8.1 %
Noel Leeming	582.7	593.2	512.8	487.3	- 1.8 %	+ 13.6 %	+ 19.6 %
Torpedo7	97.5	84.9	65.8	46.7	+ 14.9 %	+ 48.2 %	+ 108.8 %
Total Group ¹	1,730.0	1,808.3	1,683.4	1,640.5	- 4.3 %	+ 2.8 %	+ 5.5 %

Third quarter sales (31 January 2022 to 1 May 2022)	Sales 2022 (\$ Million)	Sales 2021 (\$ Million)	Sales 2020 (\$ Million)	Sales 2019 (\$ Million)	Change in sales vs 2021	Change in sales vs 2020	Change in sales vs 2019
The Warehouse	401.9	409.9	297.3	386.3	- 2.0 %	+ 35.2 %	+ 4.0 %
Warehouse Stationery	67.4	71.8	64.5	71.5	- 6.1 %	+ 4.5 %	- 5.7 %
Noel Leeming	256.5	263.0	193.6	217.0	- 2.5 %	+ 32.5 %	+ 18.2 %
Torpedo7	36.5	35.4	22.0	16.5	+ 3.1 %	+ 65.9 %	+ 121.2 %
Total Group ¹	771.6	791.2	586.3	714.4	- 2.5 %	+ 31.6 %	+ 8.0 %

Year to date sales (2 August 2021 to 1 May 2022)	Sales 2022 (\$ Million)	Sales 2021 (\$ Million)	Sales 2020 (\$ Million)	Sales 2019 (\$ Million)	Change in sales vs 2021	Change in sales vs 2020	Change in sales vs 2019
The Warehouse	1,297.3	1,377.2	1,236.1	1,315.8	- 5.8 %	+ 5.0 %	- 1.4 %
Warehouse Stationery	189.4	208.4	198.3	204.3	- 9.1 %	- 4.5 %	- 7.3 %
Noel Leeming	839.2	856.2	706.3	704.3	- 2.0 %	+ 18.8 %	+ 19.2 %
Torpedo7	134.0	120.2	87.8	63.2	+ 11.5 %	+ 52.6 %	+ 112.0 %
Total Group ¹	2,501.6	2,599.5	2,269.7	2,354.9	- 3.8 %	+ 10.2 %	+ 6.2 %

Store Numbers	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2022	2021	2022	2021	2022	2021	2022	2021
Start Quarter 3	90	90	71	73	70	71	22	20
End Quarter 3	89	90	69	72	70	71	23	21

Store footprint (Square Metres)	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2022	2021	2022	2021	2022	2021	2022	2021
Start Quarter 3	486,051	487,884	85,541	77,795	62,867	65,849	28,319	27,030
End Quarter 3	481,518	488,201	84,516	78,021	61,245	65,805	29,900	28,230

Store changes during the quarter	New store	Replacement store	Store closure	Store extension/reduction
The Warehouse	-	-	1	4
Warehouse Stationery	-	4	-	-
Noel Leeming	-	-	2	-
Torpedo7	1	-	-	-

Note:

1) Total Group sales includes TheMarket segment, eliminations and other Group operations in addition to the 4 main retail operations detailed above.