

The Warehouse Group Limited

Quarterly Sales

Reporting Period	52 weeks to 31 July 2022
Previous Reporting Period (2021)	52 weeks to 1 August 2021
Previous Reporting Period (2020)	53 weeks to 2 August 2020
Previous Reporting Period (2019)	52 weeks to 28 July 2019

Quarterly Retail Sales information:

Fourth quarter sales (2 May 2022 to 31 July 2022)	(13 weeks)	(13 weeks)	(14 weeks)	(13 weeks)	Change in sales vs 2021	Change in sales vs 2020	Change in sales vs 2019
	Sales 2022 (\$ Million)	Sales 2021 (\$ Million)	Sales 2020 (\$ Million)	Sales 2019 (\$ Million)			
The Warehouse	429.6	427.7	469.9	389.9	+ 0.4 %	- 8.6 %	+ 10.2 %
Warehouse Stationery	60.3	66.2	70.5	64.3	- 8.9 %	- 14.5 %	- 6.2 %
Noel Leeming	257.5	272.0	303.7	220.3	- 5.3 %	- 15.2 %	+ 16.9 %
Torpedo7	37.5	38.5	42.1	27.9	- 2.6 %	- 10.9 %	+ 34.4 %
Total Group ¹	792.7	815.1	903.1	716.5	- 2.7 %	- 12.2 %	+ 10.6 %

Year to date sales (2 August 2021 to 31 July 2022)	(52 weeks)	(52 weeks)	(53 weeks)	(52 weeks)	Change in sales vs 2021	Change in sales vs 2020	Change in sales vs 2019
	Sales 2022 (\$ Million)	Sales 2021 (\$ Million)	Sales 2020 (\$ Million)	Sales 2019 (\$ Million)			
The Warehouse	1,726.9	1,804.9	1,706.0	1,705.7	- 4.3 %	+ 1.2 %	+ 1.2 %
Warehouse Stationery	249.7	274.6	268.8	268.6	- 9.1 %	- 7.1 %	- 7.0 %
Noel Leeming	1,096.7	1,128.2	1,010.0	924.6	- 2.8 %	+ 8.6 %	+ 18.6 %
Torpedo7	171.5	158.7	129.9	114.3	+ 8.0 %	+ 32.0 %	+ 50.0 %
Total Group ¹	3,294.3	3,414.6	3,172.8	3,071.4	- 3.5 %	+ 3.8 %	+ 7.3 %

Store Numbers	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2022	2021	2022	2021	2022	2021	2022	2021
Start Quarter 4	89	90	69	72	70	71	23	21
End Quarter 4	89	90	68	71	68	70	24	21

Store footprint (Square Metres)	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2022	2021	2022	2021	2022	2021	2022	2021
Start Quarter 4	482,016	488,201	84,516	78,021	60,748	65,805	29,900	27,030
End Quarter 4	479,900	487,553	83,064	83,672	56,638	63,684	31,200	27,030

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

Note:

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