

The Warehouse Group Limited

Quarterly Sales

Reporting Period	39 weeks to 30 April 2023
Previous Reporting Period (2022)	39 weeks to 1 May 2022
Previous Reporting Period (2021)	39 weeks to 2 May 2021

Quarterly Retail Sales information:

First half sales (1 August 2022 to 29 January 2023)	Sales 2023 (\$ Million)	Sales 2022 (\$ Million)	Sales 2021 (\$ Million)	Change in sales vs 2022	Change in sales vs 2021
The Warehouse	1,013.7	895.4	967.3	+ 13.2 %	+ 4.8 %
Warehouse Stationery	124.1	122.0	136.6	+ 1.7 %	- 9.2 %
Noel Leeming	556.7	582.7	593.2	- 4.5 %	- 6.1 %
Torpedo7	96.4	97.5	84.9	- 1.1 %	+ 13.6 %
Total Group ¹	1,813.2	1,730.0	1,808.3	+ 4.8 %	+ 0.3 %

Third quarter sales (30 January 2023 to 30 April 2023)	Sales 2023 (\$ Million)	Sales 2022 (\$ Million)	Sales 2021 (\$ Million)	Change in sales vs 2022	Change in sales vs 2021
The Warehouse	444.1	401.9	409.9	+ 10.5 %	+ 8.3 %
Warehouse Stationery	65.7	67.4	71.8	- 2.5 %	- 8.5 %
Noel Leeming	247.8	256.5	263.0	- 3.4 %	- 5.8 %
Torpedo7	35.4	36.5	35.4	- 3.0 %	+ 0.1 %
Total Group ¹	801.3	771.6	791.2	+ 3.8 %	+ 1.3 %

Year to date sales (1 August 2022 to 30 April 2023)	Sales 2023 (\$ Million)	Sales 2022 (\$ Million)	Sales 2021 (\$ Million)	Change in sales vs 2022	Change in sales vs 2021
The Warehouse	1,457.8	1,297.3	1,377.2	+ 12.4 %	+ 5.9 %
Warehouse Stationery	189.8	189.4	208.4	+ 0.2 %	- 8.9 %
Noel Leeming	804.6	839.2	856.2	- 4.1 %	- 6.0 %
Torpedo7	131.8	134.0	120.2	- 1.6 %	+ 9.7 %
Total Group ¹	2,614.5	2,501.6	2,599.5	+ 4.5 %	+ 0.6 %

Store Numbers	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2023	2022	2023	2022	2023	2022	2023	2022
Start Quarter 3	88	90	68	71	67	70	25	22
End Quarter 3	87	89	67	69	66	70	25	23

Store footprint (Square Metres)	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2023	2022	2023	2022	2023	2022	2023	2022
Start Quarter 3	473,359	486,051	83,064	85,541	51,285	62,867	33,179	28,319
End Quarter 3	468,689	481,518	82,619	84,516	50,660	61,245	33,179	29,900

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

Note:

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