

The Warehouse Group Limited
Supplementary Information

Quarterly Sales

| | |
|----------------------------------|---------------------------|
| Reporting Period | 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 (3 August 2020 to 31 January 2021) | Sales 2021 (\$ Million) | Sales 2020 (\$ Million) | Sales 2019 (\$ Million) | Change in sales vs 2020 | Change in sales vs 2019 |
|--|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| The Warehouse | 967.3 | 938.8 | 929.5 | + 3.0 % | + 4.1 % |
| Warehouse Stationery | 136.6 | 133.8 | 132.8 | + 2.1 % | + 2.9 % |
| Noel Leeming | 593.2 | 512.8 | 487.3 | + 15.7 % | + 21.7 % |
| Torpedo7 ¹ | 84.9 | 65.8 | 59.1 | + 29.0 % | + 43.6 % |
| Total Group ² | 1,808.3 | 1,683.4 | 1,640.5 | + 7.4 % | + 10.2 % |

| Third quarter sales (1 February 2021 to 2 May 2021) | Sales 2021 (\$ Million) | Sales 2020 (\$ Million) | Sales 2019 (\$ Million) | Change in sales vs 2020 | Change in sales vs 2019 |
|--|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| The Warehouse | 409.9 | 297.3 | 386.3 | + 37.9 % | + 6.1 % |
| Warehouse Stationery | 71.8 | 64.5 | 71.5 | + 11.3 % | + 0.4 % |
| Noel Leeming | 263.0 | 193.6 | 217.0 | + 35.9 % | + 21.2 % |
| Torpedo7 ¹ | 35.4 | 22.0 | 27.2 | + 60.8 % | + 29.9 % |
| Total Group ² | 791.2 | 586.3 | 714.4 | + 35.0 % | + 10.8 % |

| Year to date sales (3 August 2020 to 2 May 2021) | Sales 2021 (\$ Million) | Sales 2020 (\$ Million) | Sales 2019 (\$ Million) | Change in sales vs 2020 | Change in sales vs 2019 |
|---|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| The Warehouse | 1,377.2 | 1,236.1 | 1,315.8 | + 11.4 % | + 4.7 % |
| Warehouse Stationery | 208.4 | 198.3 | 204.3 | + 5.1 % | + 2.0 % |
| Noel Leeming | 856.2 | 706.3 | 704.3 | + 21.2 % | + 21.6 % |
| Torpedo7 ¹ | 120.2 | 87.8 | 86.4 | + 36.9 % | + 39.2 % |
| Total Group ² | 2,599.5 | 2,269.7 | 2,354.9 | + 14.5 % | + 10.4 % |

| Store Numbers | The Warehouse | | Noel Leeming | | Warehouse Stationery | | Torpedo7 | |
|----------------------|---------------|------|--------------|------|----------------------|------|----------|------|
| | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 |
| Start Quarter 3 | 90 | 92 | 73 | 76 | 71 | 70 | 20 | 20 |
| End Quarter 3 | 90 | 92 | 72 | 75 | 71 | 70 | 21 | 20 |

| Store footprint (Square Metres) | The Warehouse | | Noel Leeming | | Warehouse Stationery | | Torpedo7 | |
|--|---------------|---------|--------------|--------|----------------------|--------|----------|--------|
| | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 |
| Start Quarter 3 | 487,884 | 499,756 | 77,795 | 79,790 | 65,849 | 69,865 | 27,030 | 26,489 |
| End Quarter 3 | 488,201 | 499,756 | 78,021 | 77,667 | 65,805 | 69,865 | 28,230 | 26,489 |

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

Note:

- 1) Sales for the Torpedo7 segment have been restated to exclude sales relating to the 1-day online business which have been reclassified and reported as part of TheMarket segment in the current financial year.
- 2) In addition to the 4 main retail operations, total Group sales includes TheMarket segment, eliminations and other Group operations.