

THE WAREHOUSE GROUP LIMITED	
Third Quarter Sales	
Reporting Period	29 January 2018 to 29 April 2018
Previous Reporting Period	30 January 2017 to 30 April 2017

Quarterly Retail Sales information:

Third quarter sales (29 January 2018 to 29 April 2018)	Sales 2018 (NZ\$ Million)	Sales 2017 (NZ\$ Million)	Change in sales	Change in same store sales
The Warehouse	388.2	391.7	- 0.9 %	- 2.4 %
Warehouse Stationery	71.1	72.1	- 1.4 %	- 2.1 %
Noel Leeming (NLG)	212.2	190.9	+ 11.2 %	+ 6.8 %
Torpedo7	36.5	34.4	+ 6.1 %	+ 4.4 %

Year to date sales (31 July 2017 to 29 April 2018)	Sales 2018 (NZ\$ Million)	Sales 2017 (NZ\$ Million)	Change in sales	Change in same store sales
The Warehouse	1,328.2	1,366.8	- 2.8 %	- 3.3 %
Warehouse Stationery	200.1	210.9	- 5.1 %	- 6.0 %
Noel Leeming (NLG)	666.1	613.0	+ 8.7 %	+ 5.6 %
Torpedo7	125.1	120.9	+ 3.5 %	+ 1.5 %

Store Numbers	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2018	2017	2018	2017	2018	2017	2018	2017
Start Quarter 3	93	92	79	77	70	67	11	11
End Quarter 3	93	92	79	77	69	68	11	12

Store footprint (Square Metres)	The Warehouse		Noel Leeming		Warehouse Stationery		Torpedo7	
	2018	2017	2018	2017	2018	2017	2018	2017
Start Quarter 3	507,476	501,098	76,055	73,591	72,895	71,959	12,652	10,109
End Quarter 3	506,106	502,500	76,055	73,591	71,029	72,890	12,652	10,826

Store changes during the quarter	New Store	Replacement stores	Store Closure	Store Extension/ Reduction
The Warehouse	-	-	-	1
Warehouse Stationery	-	1	1	-
Noel Leeming	-	-	-	-
Torpedo7	-	-	-	-