



3rd Quarter Sales to 28 October 2018

Briscoe Group Limited (NZX/ASX code: BGP)

Highlights for the 39 weeks to 28 October 2018:

- Total Group sales \$426.0 million, +3.77%
- Homeware sales growth, +4.16%
- Sporting goods sales growth, +3.09%
- Group same-store sales growth, +2.14%

Year-to-date: 29 January 2018 – 28 October 2018:

The directors of Briscoe Group Limited announce unaudited sales for the thirty nine week period from 29 January 2018 to 28 October 2018 were \$426.0 million, an increase of 3.77% on the \$410.5 million achieved for the first three quarters of last year. The Group's homeware segment increased sales by 4.16% during this period and the sporting goods segment by 3.09%.

On a same-store basis the Group's sales for the nine month period ended 28 October 2018 were 2.14% ahead of the same period last year.

On a same-store basis, homeware sales increased by 2.16%, while sporting goods sales increased by 2.09% compared to the first three quarters of last year.

Third Quarter: 30 July 2018 – 28 October 2018:

Unaudited sales for the third quarter period, being the thirteen weeks ended 28 October 2018, of \$132.8 million, 2.59% above the \$129.4 million for the same quarter last year. For the quarter, homeware sales increased by 3.26% to \$84.0 million, while sporting goods sales were \$48.8 million, an increase of 1.46% from the \$48.1 million achieved for the equivalent quarter last year.

On a same-store basis the Group's sales for the third quarter ended 28 October 2018 were 1.43% above the third quarter for last year. The same-store calculation adjusts for the new Rebel Sport store opened by the Group at Kerikeri (February 2018), the new Briscoes Homeware stores opened at Rangiora (September 2017) and Glenfield (December 2017), and also for the Living & Giving store closure at Riccarton (March 2018).

On a same-store basis homeware sales increased by 1.91% for the quarter and by 0.62% for sporting goods.

Group Managing Director, Rod Duke said, "The Group has delivered satisfactory sales growth during this third quarter as well as increasing gross profit margin percentage in a highly competitive retail market. We certainly do not underestimate the obvious effects we're seeing on the market from higher fuel prices and subdued consumer confidence.

"We continue to optimise our network of online and bricks and mortar stores and look forward to opening brand new Briscoes Homeware and Rebel Sport stores at Papanui in Christchurch on 21st November. The new Briscoes Homeware store replaces the existing store at Northlands and will almost double the retail space of the current store while the new Rebel Sport store will be the biggest Rebel Sport store in Christchurch.

"As we commence the crucial final quarter we remain confident that we have the right programmes in place to continue to deliver the quality products, service and shopping experience to ensure improved bottom line profit and returns to shareholders."

Thursday 1 November 2018

Contact for enquiries:
Rod Duke
Group Managing Director
Tel: +64 9 815 3737