



## 3<sup>rd</sup> Quarter Sales to 27 October 2019

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Briscoe Group Limited (NZX/ASX code: BGP)

### Highlights for the 3<sup>rd</sup> quarter (13 weeks) to 27 October 2019:

- Total Group sales \$140.3 million, +5.67%
- Homeware sales growth, +4.65%
- Sporting goods sales growth, +7.41%
- Group same-store sales growth, +4.13%

### Third Quarter: 29 July 2019 – 27 October 2019:

Unaudited sales for the third quarter period, being the thirteen weeks ended 27 October 2019, of \$140.3 million, 5.67% above the \$132.8 million for the same quarter last year. For the quarter, homeware sales increased by 4.65% to \$87.9 million, while sporting goods sales were \$52.4 million, an increase of 7.41% from the \$48.8 million achieved for the equivalent quarter last year.

On a same-store basis the Group's sales for the third quarter ended 27 October 2019 were 4.13% above the third quarter for last year. The same-store calculation adjusts for the new Rebel Sport stores opened by the Group at Papanui, Christchurch (November 2018) and Newmarket, Auckland (September 2019).

On a same-store basis homeware sales increased by 4.65% for the quarter and by 3.23% for sporting goods.

### Year-to-date: 28 January 2019 – 27 October 2019:

The directors of Briscoe Group Limited announce unaudited sales for the thirty nine week period from 28 January 2019 to 27 October 2019 were \$443.3 million, an increase of 4.06% on the \$426.0 million achieved for the first three quarters of last year. The Group's homeware segment increased sales by 3.22% during this period and the sporting goods segment by 5.54%.

On a same-store basis the Group's sales for the nine month period ended 27 October 2019 were 3.17% ahead of the same period last year.

On a same-store basis, homeware sales increased by 3.32%, while sporting goods sales increased by 2.91% compared to the first three quarters of last year.

Group Managing Director, Rod Duke said, "The Group has delivered very solid sales growth during this third quarter in a highly competitive retail market."

“We continue to expand our store network and look forward to the opening of the new Briscoes Homeware and Rebel Sport stores, including online fulfilment centres, in Mt Roskill, Auckland at the end of November.

“Online sales for the nine months of this financial year remain strong at 20% growth on last year.

“As we commence the crucial final quarter we remain confident that we have the right programmes in place to continue to deliver quality products, service and shopping experience to ensure that we remain the first choice for homeware and sporting goods in New Zealand across our store network and online.”

Monday 4 November 2019

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