

COMPANY ANNOUNCEMENT

6 April 2017

The Good Guys Management Update

JB HI-FI Group Chief Executive, Richard Murray, today announces that Michael Ford has resigned from his position as CEO of The Good Guys and will leave the business on 28 April 2017, and that Terry Smart will rejoin the Group as CEO of The Good Guys on 18 April 2017.

Terry is the former CEO of JB HI-FI having held that position from May 2010 to June 2014 following 10 years as Chief Operating Officer. Terry will report to Group CEO, Richard Murray.

Richard Murray paid tribute to Michael Ford, saying that Michael has been a critical part of The Good Guys' success since his appointment in 2004.

"We would like to express our thanks and appreciation to Michael for his huge contribution to The Good Guys, particularly during a period of significant change for the business over the past 18 months."

Michael Ford said his decision to leave was difficult.

"After 13 years with The Good Guys it was a hard decision to make" Michael said. "I have enjoyed my time with The Good Guys and it has been an honour to be part of The Good Guys' growth story and see the business go from strength to strength. Having been with the business since 2004 and most recently navigated the business through the buy-out of the joint venture partners, the potential listing, and the sale process to JB Hi-Fi, I believe this is the right time for me to seek new challenges and for the business to move forward under new leadership. I look forward to seeing The Good Guys continue to grow and thrive as part of the JB Hi-Fi Group."

Richard Murray said that he looked forward to working with Terry Smart again.

"I am delighted to welcome Terry Smart back to the Group as CEO of The Good Guys. Terry has a proven track-record as one of Australia's best retail executives and we look forward to him building on The Good Guys' previous success."

Terry Smart said "I am very excited to be taking on this role with The Good Guys. It is an iconic brand, and a business that I have admired for a long time. I look forward to building on the business' many strengths and continuing to grow the brand as part of the JB Hi-Fi Group."

Trading Update

March FY17 Quarter sales update:

- for the JB HI-FI business comparable sales growth for the March quarter was 8.2% and total sales growth was 10.8%; and



- for The Good Guys business comparable sales growth for the March quarter was 1.2% and total sales growth was 2.6%.

JB HI-FI reaffirms guidance given on 13 February 2017 that in FY17 the Company expects total Group sales to be circa \$5.58 billion (JB HI-FI \$4.33 billion and The Good Guys \$1.25 billion¹), and Group underlying NPAT² to be in the range of \$200 million to \$206 million, an increase of 31.4% to 35.4% on the pcp.

Media & Investors:

Richard Murray (Group CEO)
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¹ 28 November 2016 to 30 June 2017.

² Underlying NPAT excludes transaction fees and implementation costs associated with the acquisition of The Good Guys on 28 November 2016.