

THE FOSCHINI GROUP LIMITED
Reg. No. : 1937/009504/06
Code: TFG
ISIN: ZAE000148466
("TFG")

Sales Update

December 2017 Sales Update

Following very strong Black Friday trade on 24 November, December trading was pleasing and above management's expectation with TFG consolidated turnover growth for December (26 November 2017 to 30 December 2017) of 31,0%.

In constant currency TFG consolidated turnover growth was 30,5%(using the corresponding prior period average exchange rate of R17,3411:£1 compared to a current month average of R17,7459:£1).

TFG Africa turnover growth was 6,6% (same store turnover growth 1,7%)and turnover growth for TFG London was 63,9% in GBP, including Hobbs which was acquired effective 25 November 2017. TFG consolidated December trade also includes TFG Australia for the first time, which traded above management's expectation.

Turnover growths in the various merchandise categories for TFG Africa were as follows: clothing 11,4% (same store growth 5,9%); homewares -1,5% (same store growth -5,7%); cosmetics -4,6% (same store growth -5,9%); jewellery -0,8% (same store growth -2,9%) and cellphones -10,8% (same store growth -13,8%). Cash turnover growth for December was 11,9% and credit turnover grew by 0,6%.

Nine Month Sales Update

TFG consolidated turnover for the 9 months to 31 December 2017 increased by 17,1%. In constant currency TFG consolidated turnover growth was 19,1% (using the corresponding prior period average exchange rate of R19,1426:£1 compared to a current period average of R17,4484:£1).

Turnover growth for TFG Africa for the 9 months to 31 December 2017 was 5,6% with same store turnover growth of 1,5%. TFG London turnover growth was 13,5% in GBP, including Hobbs which was acquired effective 25 November 2017. TFG Australia, only included for the first time this financial year, continues to perform strongly and ahead of management's expectation.

Turnover growths in the various merchandise categories for TFG Africa were as follows: clothing 8,5% (same store growth 3,7%); homewares -1,0% (same store growth -3,4%); cosmetics -2,7% (same store growth -4,1%); jewellery -1,3% (same store growth -2,8%) and cellphones 0,2% (same store growth -2,9%). Cash turnover growth was 6,4% and credit turnover grew by 4,8%.

Merchandise deflation for the 9 month period in TFG Africa remained at similar levels to the number reported at interim, averaging approximately 0,7%.

The pro forma constant currency information disclosed is the responsibility of the Group's directors. The pro forma constant currency information has been presented to illustrate the impact of changes in currency rates on the Group's results and may not fairly present the Group's results of operations. This sales update as well as the pro forma constant currency information has not been reviewed or reported on by the Company's auditors.

Cape Town
16 January 2018

Sponsor:
UBS South Africa Proprietary Limited