

Clicks Group Limited
(Incorporated in the Republic of South Africa)
Registration number: 1996/000645/06
JSE share code: CLS
ISIN: ZAE000134854
CUSIP: 18682W205
LEI: 378900E967958A677472

TRADING UPDATE FOR 20 WEEKS TO 12 JANUARY 2020

- Group turnover up 9.9%
- Retail health and beauty sales up 9.0%
- UPD turnover up 13.1%

Group turnover increased by 9.9% to R12.9 billion in the 20 weeks to 12 January 2020 (2019: increase of 5.2%).

Retail health and beauty sales, including Clicks and the franchise brands of The Body Shop, GNC and Claire's, increased by 9.0% (2019: 8.6%) for the period.

Health and beauty sales in comparable stores increased by 5.4% (2019: 5.1%) and showed real volume growth of 3.0% (2019: 4.3%) as selling price inflation averaged 2.4% (2019: 0.8%) for the 20 weeks.

Total group retail sales increased by 7.9% (2019: 7.8%) and by 4.7% (2019: 4.5%) in comparable stores, with selling price inflation of 2.6% (2019: 1.1%).

UPD increased reported turnover by 13.1% (2019: 2.5%). Total managed turnover, combining wholesale turnover and turnover managed on behalf of bulk distribution clients, increased by 10.2% (2019: 16.2%) as the business traded well and benefited from gaining new wholesale and distribution contracts.

Segmental turnover		
	Sales growth (%)	Inflation (%)
Retail	7.9	2.6
Distribution	13.1	2.1
Intragroup turnover	9.1	-
Total group	9.9	2.4

Clicks Group chief executive Vikesh Ramsunder said the strong trading performance in the weak consumer economy again demonstrated the resilience of the Clicks brand and the defensive nature of the health and beauty markets in which the group trades.

“Our wide range of gifting and value offering, supported by the convenience of the Clicks chain’s extensive retail and pharmacy footprint, ensured that we maintained our robust sales momentum of recent years and sustained volume growth.

“This was achieved despite the increasing pressures on consumer disposable income, negative sentiment and the serious impact of electricity load shedding on retail trading hours and shoppers in general over the past two months,” he said.

The financial information in this trading update has not been reviewed or reported on by the group’s independent auditor.

Clicks Group’s interim results for the six months to 29 February 2020 will be released on SENS on or about 23 April 2020.

Cape Town
23 January 2020

For further information contact
Tier 1 Investor Relations
Tel: +27 (21) 702 3102

Sponsor
Investec Bank Limited