

Lewis Group Limited
Incorporated in the Republic of South Africa
Registration number: 2004/009817/06
JSE share code: LEW
ISIN: ZAE000058236
Bond code: LEWI
("Lewis Group" or "the group")

TRADING UPDATE FOR THE THIRD QUARTER AND NINE MONTHS ENDED DECEMBER 2019

Lewis Group's strategy of diversifying across target markets and sales channels continued to offer resilience in the constrained consumer spending climate for the nine months to 31 December 2019.

The group delivered a strong trading performance and increased merchandise sales by 6.6% for the first nine months of the financial year.

Merchandise sales increased by 6.9% for the third quarter to December 2019, supported by a robust Black Friday performance. Comparable stores grew sales by 5.6% for the quarter and 4.0% for the nine months.

Other revenue, consisting of finance charges and initiation fees, insurance premiums and services rendered, increased by 5.2% for the quarter and by 5.6% for the nine months.

Total revenue, comprising merchandise sales and other revenue, increased by 6.3% for the quarter and 6.2% for the nine months.

Debtor costs continued to show an improving trend, supported by strong collections and a resultant improvement in collection rates, reducing by 0.8% for the quarter and 0.6% for the nine months.

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

Cape Town
28 January 2020

Sponsor
UBS South Africa (Pty) Ltd

Debt sponsor
Absa Bank Limited acting through its Corporate and Investment Banking Division