

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
("the group")

TRADING UPDATE FOR 20 WEEKS TO 15 JANUARY 2023

- Retail sales excluding Covid-19 vaccinations up 12.2%
- UPD total managed turnover up 9.9%
- Group turnover excluding vaccinations up 7.8%

The group's retail sales (which includes Clicks and the franchise brands of The Body Shop and GNC) excluding Covid-19 vaccinations increased by 12.2% in the first 20 weeks of the 2023 financial year to 15 January 2023 ("the period") compared to the corresponding 20 weeks in the previous financial year.

Sales in comparable stores increased by 8.9% excluding vaccinations, with selling price inflation averaging 6.8% (2022: 3.3%) for the period.

In the prior year corresponding 20 week period, Clicks generated R685 million from vaccinations compared to only R4 million in the current period. Accordingly, total retail sales including vaccinations for the period increased by 5.5% compared to the prior year.

UPD's total managed turnover, combining wholesale turnover and turnover managed on behalf of bulk distribution clients, increased by 9.9%. Wholesale turnover in UPD declined by 0.6% owing to lower demand. Turnover managed for bulk distribution clients grew 27.2%, benefiting from new contracts and growth in existing clients.

Group turnover for the period increased by 7.8% to R15.6 billion (2.9% including vaccinations).

Chief executive Bertina Engelbrecht said Clicks experienced good volume growth following robust Black Friday and Christmas trading which translated into market share gains across all product categories.

"Clicks reported particularly strong growth in beauty, personal care and baby with customer purchasing behaviour normalising post the relaxation of Covid-19 regulations."

Engelbrecht said the double-digit retail sales growth was achieved despite the significantly higher levels of load shedding which impacted trading patterns, particularly in December and January. "In this disrupted environment Clicks continued to focus on its strategic growth drivers of value, convenience and

differentiation in response to the needs of our customers throughout our expanding store, pharmacy and online presence.”

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

The group’s interim results for the six months to 28 February 2023 are expected to be released on SENS on or about 20 April 2023.

Cape Town
24 January 2023

Sponsor
Investec Bank Limited