JB Hi-Fi Limited

2023 AGM

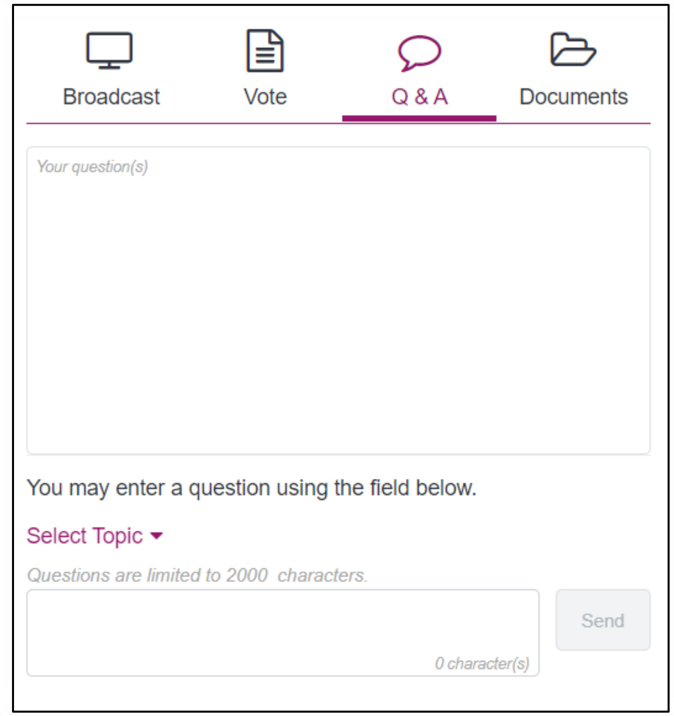
Agenda

1. Procedural Issues
2. Summary of Items of Business and Voting Opens
3. Chairman's Address
4. Group CEO's Address
5. Further information on each Item of Business
   (including hearing from the Directors standing for election/re-election and the disclosure of Proxy Votes already received on each Item)
6. Questions
7. Voting Closes
8. Close of Meeting

1. Procedural Issues

How to ask a question

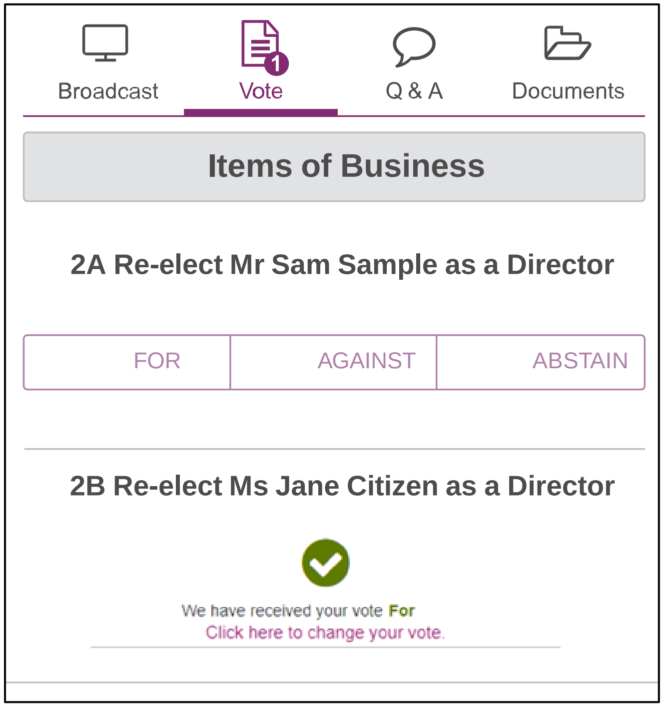
- To ask a written question select the "Q & A" icon
- Type your question in the text box and **press** the send button
- To ask a verbal question follow the instructions on the virtual meeting platform



1. Procedural Issues

How to vote

- When the poll is open, select the “Vote” icon and the voting options will appear on your screen
- To vote, select your voting direction. A tick will appear to confirm receipt of your vote
- To change your vote, select “Click here to change your vote” and press a different option to override

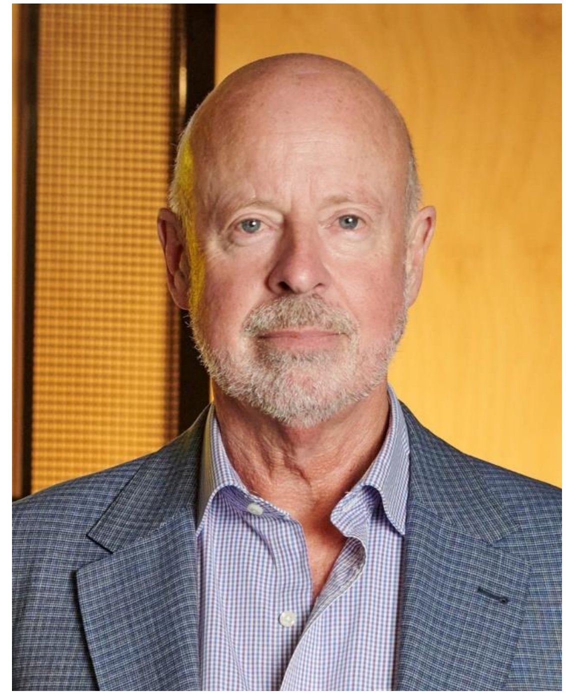


2. Summary of Items of Business

1. **Consideration of Financial and other Reports**
2. **Election and Re-election of Directors**
3. **Adoption of Remuneration Report**
4. **Approval of allocation of restricted shares to the Executive Directors**

3. Chairman's Address

STEPHEN GODDARD



3. Chairman’s Address

Motivated, passionate and knowledgeable staff

3. Chairman's Address

Two iconic retail brands

	JB HI-FI	THE GOOD GUYS
Purpose	Help people with better ways to live, learn, work, and play	Help families live better for less
Product offering	Leading retailer of **technology** and consumer electronics	Leading retailer of **home appliances** and consumer electronics
Channels	200+ Stores; Online; JB HI-FI Business; JB HI-FI Education; Phone Sales	100+ Stores; Online; TGG Commercial; Phone Sales
Target customer base	Dominant position with a **young tech-savvy** demographic	Dominant position with **home-making families**
Value proposition	Known and **trusted** for **value** Best **brands,** big **range**, low **prices**	
Customer focus	Known for **passionate, knowledgeable team members** **Exceptional customer service**	

leveraging a **Group support function** and underpinned by 4 **key competitive advantages**

1. Scale
2. Low Cost Operating Model
3. Multichannel Capability
4. People and Culture

3. Chairman's Address

Generating sustainable long-term growth

Our People

- Diversity & inclusion
- Health, safety and wellbeing

Our Communities

- Community investment
- Ethical sourcing
- Data security & privacy

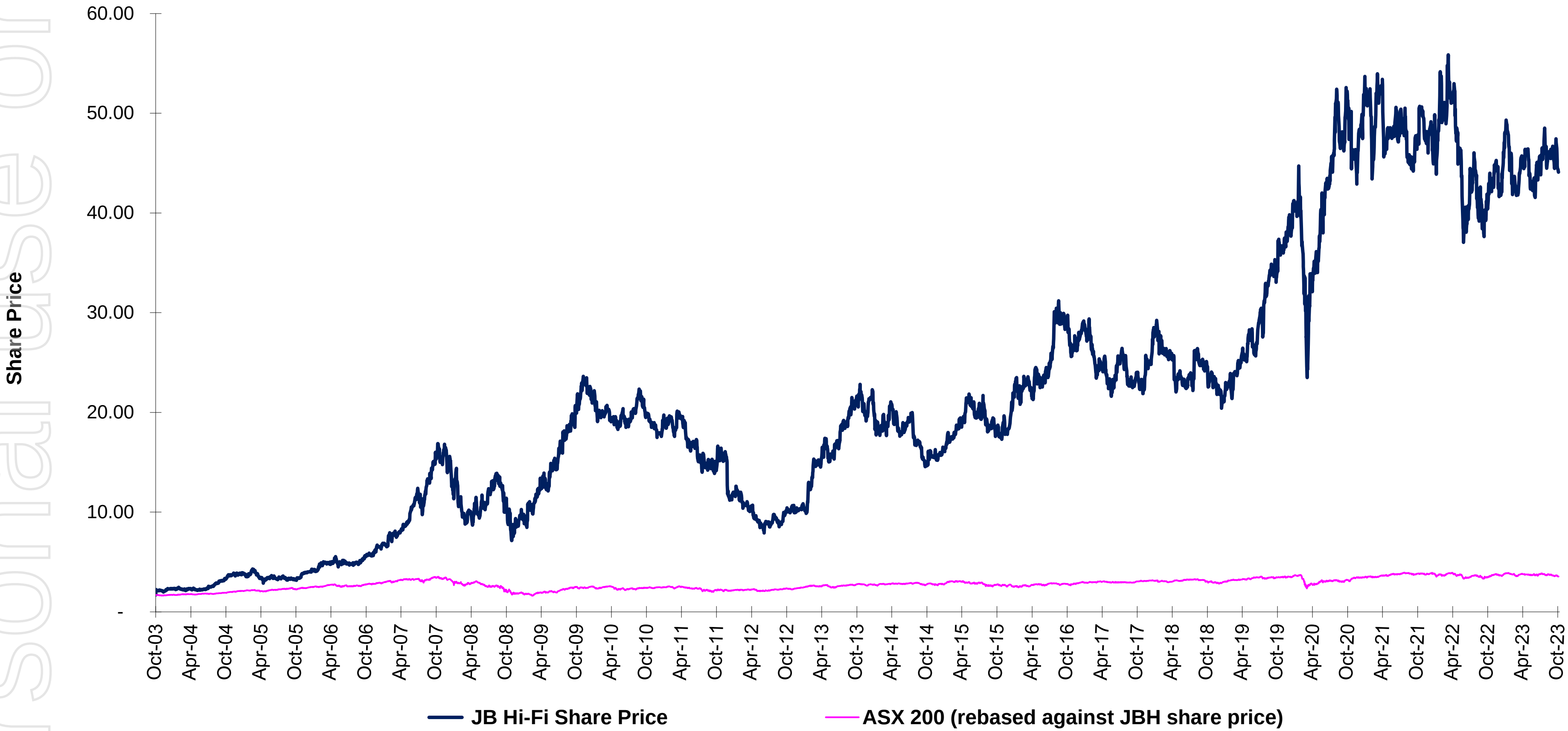
Our Environment

- Climate action
- Product & waste recycling

3. Chairman’s Address

A focus on long-term shareholder value

JBH share price CAGR of 17.6% since listing, compared to 3.7% on the ASX 200 over the same period



4. Group CEO’s Address

TERRY SMART

4. Group CEO's Address

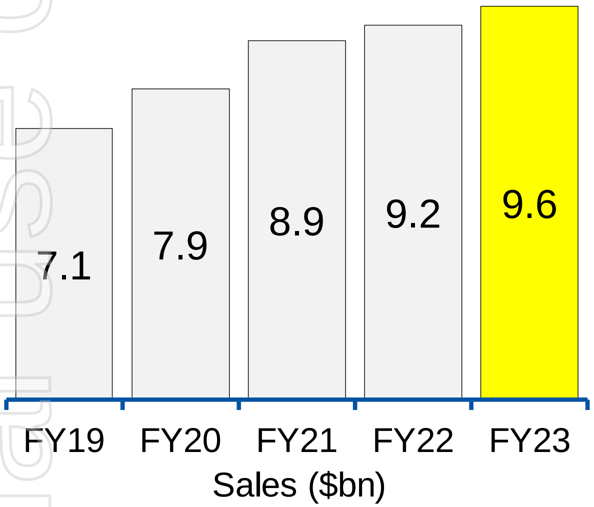
Generating sustainable long-term growth

Sustainability Policy focus areas	FY23 Achievements
 **Our People** - Diversity & inclusion - Health, safety and wellbeing	▪ Continued to improve gender diversity across the Group, with an increase in the number of women in leadership positions ▪ Ongoing focus on safety including mental health and wellbeing training programs
 **Our Communities** - Community investment - Ethical sourcing - Data security and privacy	▪ FY23 workplace giving donations totalling \$3.9 million and \$35.7 million since inception ▪ ongoing focus on privacy, cyber security, and the Payment Card Industry Data Security Standards
 **Our Environment** - Climate action - Product & waste recycling	▪ A 9.6% decrease in Scope 1 and 2 emissions, supported by the installation of Solar power generation in 9 stores in FY23, bringing the total number of stores to 24 as the Group works towards net-zero direct (scope 1 and 2) carbon emissions by 2030 ▪ 12% decrease in plastic bag usage, with plastic bags to be phased out nationally and replaced with 100% recyclable paper bags

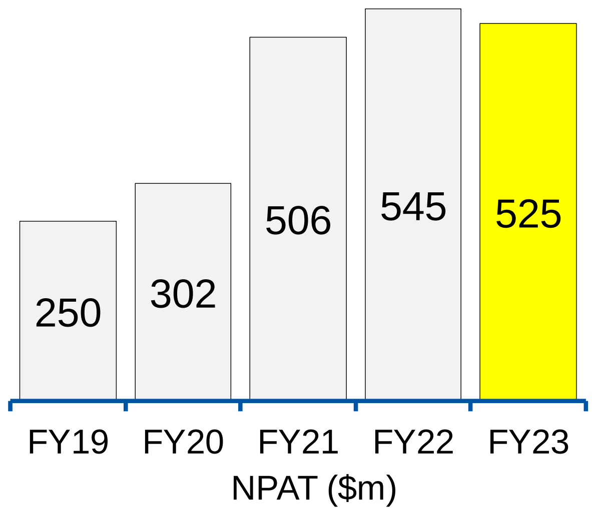
4. Group CEO’s Address

FY23 Group Results

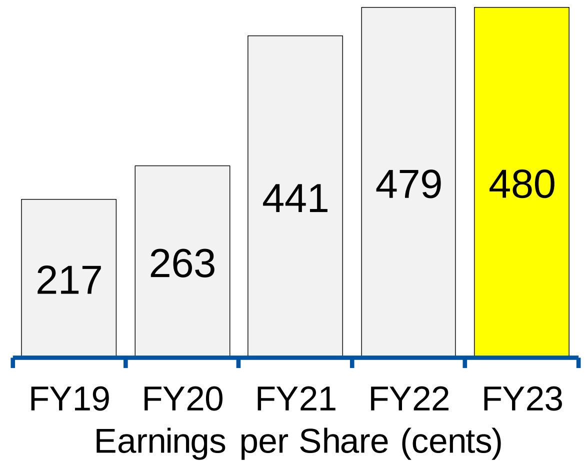
Total sales of $9.6b



NPAT of $524.6m



EPS of 479.9 cps



4. Group CEO's Address

The Group continues to leverage and evolve its unique offer and capabilities

5 Key Group Focus areas

Retail Execution	▪ Deliver value to the customer ▪ Grow our market share ▪ Leverage the efficiency of the model
Multichannel	▪ Expand our reach ▪ Evolve our categories and store layouts ▪ Improve the customer experience online ▪ Connect with our customers ▪ Find new ways to engage and deal
New Zealand	▪ Grow the existing retail base ▪ New store rollout ▪ Grow Multichannel capability
Commercial	▪ Evolve the brand ▪ Strengthen the value proposition ▪ Deliver a better customer experience
Supply Chain	▪ Fit-for-purpose Group Supply Chain that supports In-store and Online channels ▪ Highly focused on customer delivery solutions

4. Group CEO’s Address

FY24 sales update

- For the period 1 July 2023 to 30 September 2023 (Q1 FY24)
  - Total sales growth for JB HI-FI Australia was -0.1% with comparable sales growth of -1.4%. As compared to pre Covid FY19, total sales growth was 40.5%
  - Total sales growth for JB HI-FI New Zealand was 1.0% with comparable sales growth of -1.0%. As compared to pre Covid FY19, total sales growth was 22.2%
  - Total sales growth for The Good Guys was -12.2% with comparable sales growth of -12.2%. As compared to pre Covid FY19, total sales growth was 21.1%

- Q1 FY24 sales are in line with the Group’s expectations cycling the elevated period from last year. While total sales continue to be well above pre Covid Q1 FY19, the Group continues to see variability in category performance

5. Items of Business

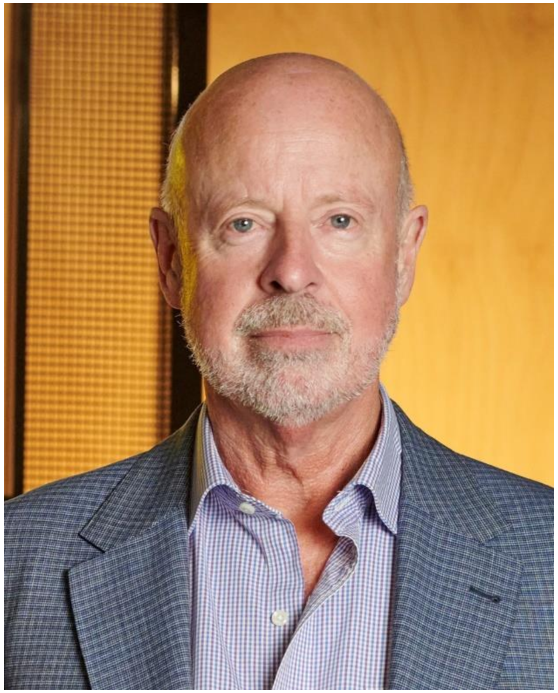
Item 1

To receive and consider the Financial Report, the Directors' Report and Auditor's Report for the financial year ended 30 June 2023

5. Items of Business

Item 2(a) Re-election of Stephen Goddard

That Mr Stephen Goddard, being a Director of the Company who retires by rotation pursuant to the Company's Constitution, and being eligible offers himself for re-election, is re-elected as a Director of the Company.



5. Items of Business

Item 2(a) Re-election of Stephen Goddard

In respect of this item of business, the following proxies have been received.

	Votes Received	% of Eligible Votes Cast (excluding abstentions)
For	69,701,706	94.99
Open / Undirected (Chairman)	112,911	0.15
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	3,379,588	4.61
Open / Undirected (Other)	180,052	0.25
Abstain	802,975	N/A

5. Items of Business

Item 2(b) Re-election of Melanie Wilson

That Ms Melanie Wilson, being a Director of the Company who retires by rotation pursuant to the Company's Constitution, and being eligible offers herself for re-election, is re-elected as a Director of the Company.

5. Items of Business

Item 2(b) Re-election of Melanie Wilson

In respect of this item of business, the following proxies have been received.

	Votes Received	% of Eligible Votes Cast (excluding abstentions)
For	66,200,946	90.17
Open / Undirected (Chairman)	113,284	0.15
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	6,935,025	9.44
Open / Undirected (Other)	178,476	0.24
Abstain	749,501	N/A

5. Items of Business

Item 2(c) Election of Christy Boyce

That Ms Christy Boyce, being a Director of the Company appointed since the last Annual General Meeting, who retires by rotation pursuant to the Company's Constitution and being eligible offers herself for election, is elected as a Director of the Company.

5. Items of Business

Item 2(c) Election of Christy Boyce

In respect of this item of business, the following proxies have been received.

	Votes Received	% of Eligible Votes Cast (excluding abstentions)
For	72,946,267	99.35
Open / Undirected (Chairman)	137,732	0.19
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	160,684	0.22
Open / Undirected (Other)	179,052	0.24
Abstain	753,497	N/A

5. Items of Business

Item 3

That the Remuneration Report (which forms part of the Directors' Report) for the financial year ended 30 June 2023 be adopted.

5. Items of Business

Item 3 Remuneration Report

In respect of this item of business, the following proxies have been received.

	Votes Received	% of Eligible Votes Cast (excluding abstentions)
For	69,748,764	97.29
Open / Undirected (Chairman)	109,323	0.15
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	1,651,860	2.31
Open / Undirected (Other)	177,541	0.25
Abstain	2,337,722	N/A

5. Items of Business

Item 4

a) That the allocation of restricted ordinary shares to Executive Director, Mr Terry Smart, on the terms and conditions described in the Explanatory Notes to this Notice of Meeting, be approved.

b) That the allocation of restricted ordinary shares to Executive Director, Mr Nick Wells, on the terms and conditions described in the Explanatory Notes to this Notice of Meeting, be approved.

5. Items of Business

Item 4(a) Approval of allocation of restricted shares to Terry Smart

In respect of this item of business, the following proxies have been received.

	Votes Received	% of Eligible Votes Cast (excluding abstentions)
For	57,909,607	79.04
Open / Undirected (Chairman)	110,406	0.15
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	15,079,470	20.57
Open / Undirected (Other)	178,541	0.24
Abstain	899,208	N/A

5. Items of Business

Item 4(b) Approval of allocation of restricted shares to Nick Wells

In respect of this item of business, the following proxies have been received.

	Votes Received	% of Eligible Votes Cast (excluding abstentions)
For	57,909,675	79.03
Open / Undirected (Chairman)	106,350	0.15
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	15,083,134	20.58
Open / Undirected (Other)	178,541	0.24
Abstain	899,532	N/A

6. Questions

QUESTIONS?

How to vote

How to vote

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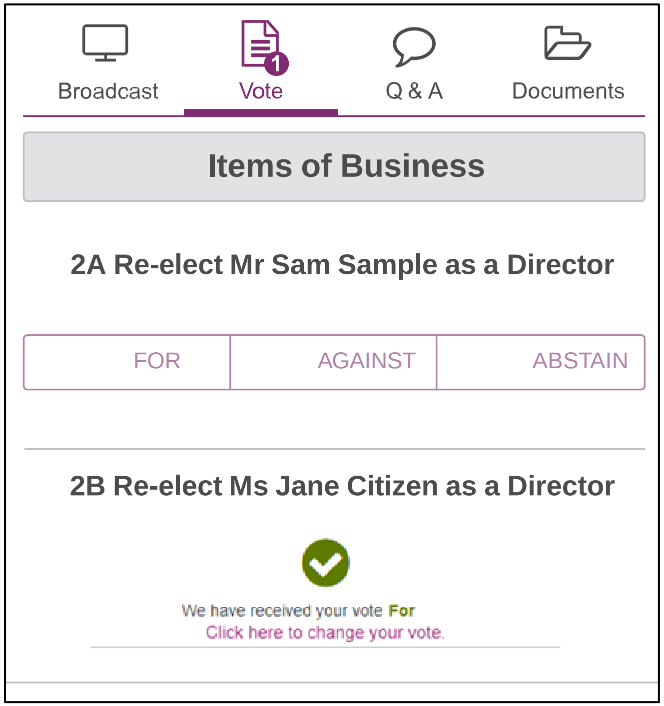

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