

JB Hi-Fi Limited

2022 AGM



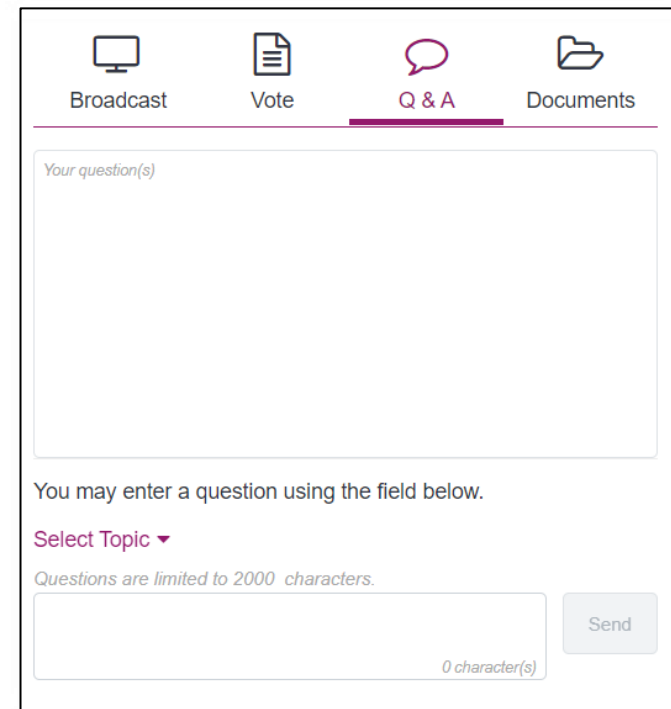
Agenda

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 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



The screenshot displays a virtual meeting platform interface with four tabs at the top: Broadcast, Vote, Q & A (selected), and Documents. Below the tabs is a large text box labeled "Your question(s)". Underneath this box, a message states "You may enter a question using the field below." followed by a "Select Topic" dropdown menu. Below the dropdown, a note says "Questions are limited to 2000 characters." and there is a text input field with a "Send" button to its right. The input field shows "0 character(s)" at the bottom right.

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

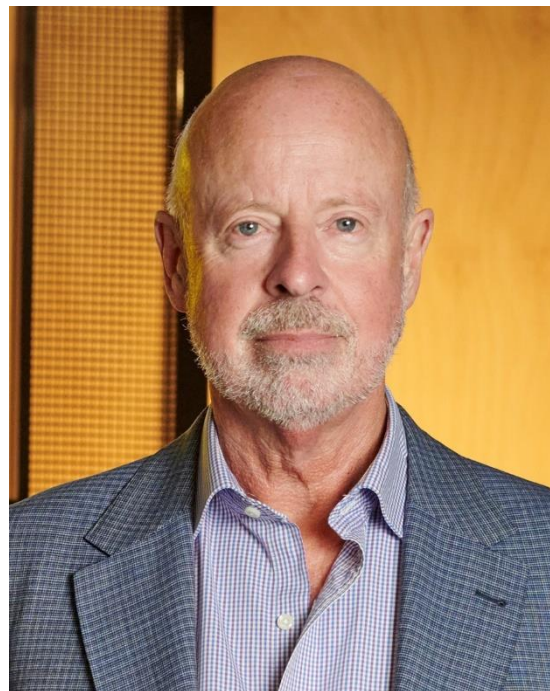
The screenshot displays a web-based voting interface. At the top, there are four navigation icons: a monitor for 'Broadcast', a document with a checkmark for 'Vote' (which is highlighted with a purple bar), a speech bubble for 'Q & A', and a folder for 'Documents'. Below the navigation bar is a section titled 'Items of Business'. The first item is '2A Re-elect Mr Sam Sample as a Director'. Below this item are three buttons: 'FOR', 'AGAINST', and 'ABSTAIN'. The 'FOR' button is highlighted with a green checkmark. The second item is '2B Re-elect Ms Jane Citizen as a Director'. Below this item is a green checkmark icon and the text 'We have received your vote For'. Below the text is a link that says 'Click here to change your vote.'.

2. Summary of Items of Business

- 1. Consideration of Financial and other Reports**
- 2. 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

Group Model

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

Target customer base / demographic

Strong position with a **young tech-savvy** demographic

Strong position with **home-making families**

Value proposition

Best **brands**, big **range**, low **prices**

Customer focus

Exceptional customer service provided by **passionate, knowledgeable team members**

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

1

Scale

2

Low Cost
Operating Model

3

Multichannel
Capability

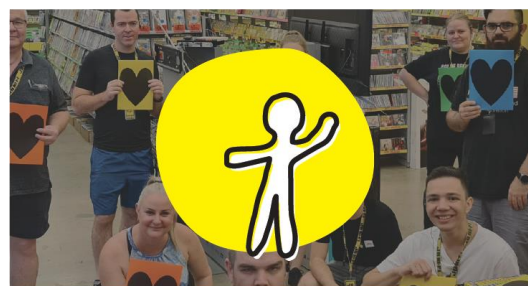
4

People and
Culture

3. Chairman's Address

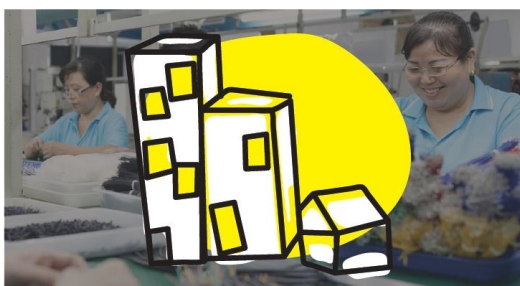
Generating sustainable long-term growth

The Group's FY22 Sustainability Report outlines our commitment to having a positive impact on our people, our community and our environment



Our People

- Diversity & inclusion
- Health, safety and wellbeing



Our Communities

- Community investment
- Ethical Sourcing



Our Environment

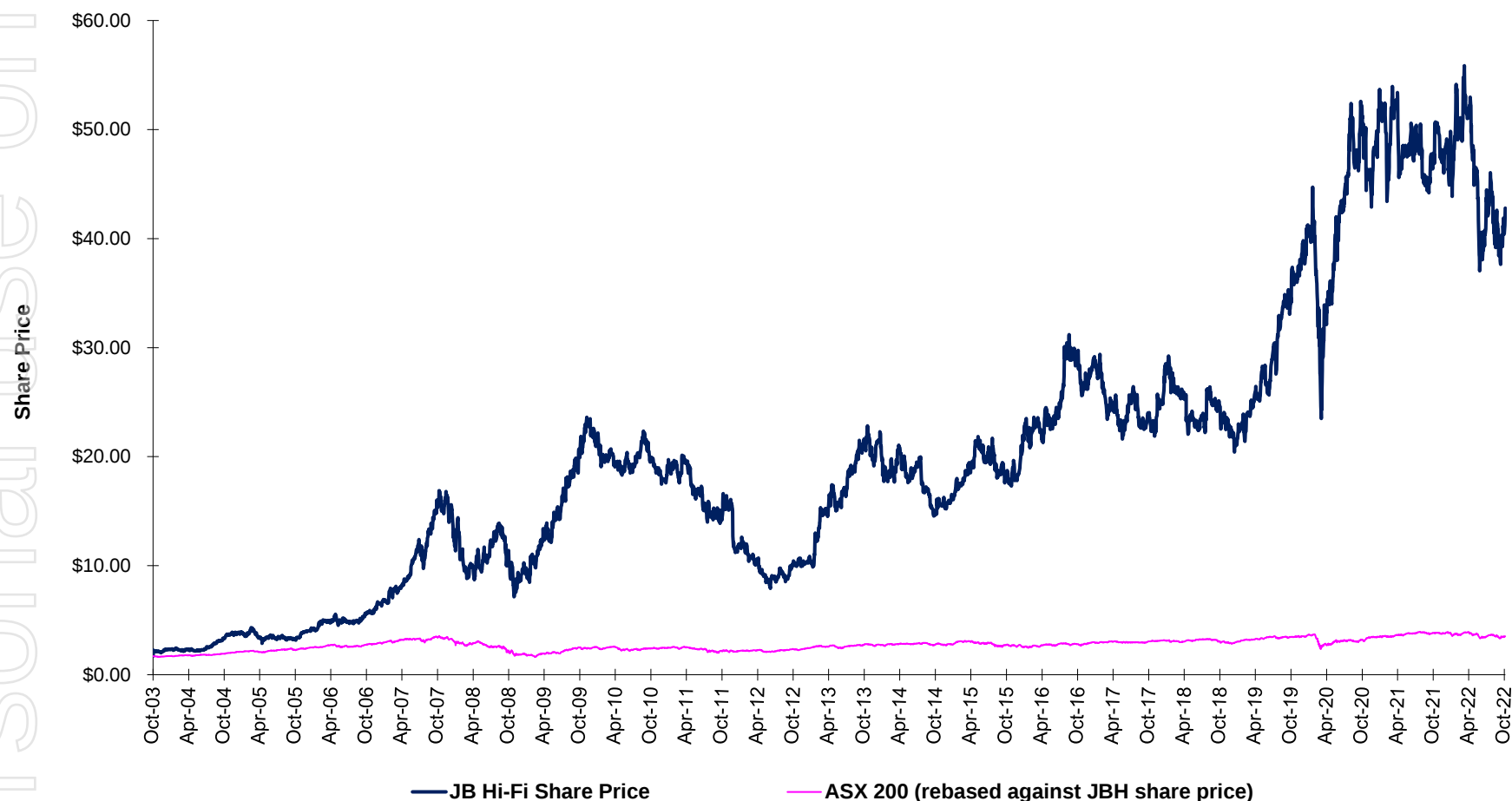
- Climate action
- Product & waste recycling

The FY22 Sustainability Report can be found on the Group's investor website (<https://investors.jbhifi.com.au/>)

3. Chairman's Address

A focus on long-term shareholder value

JBH share price CAGR of 18.5% since listing, compared to 3.9% on the ASX 200 over the same period



4. Group CEO's Address

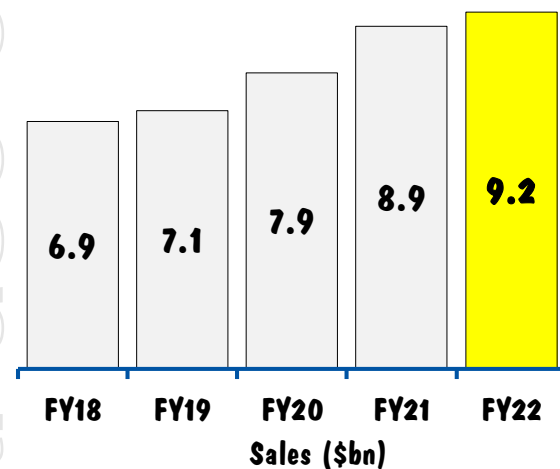
**TERRY
SMART**



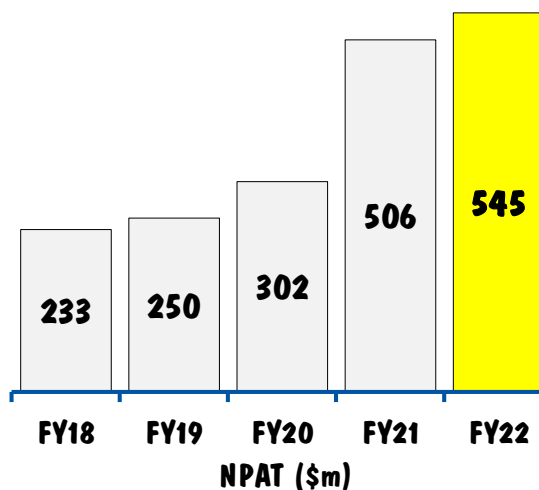
4. Group CEO's Address

FY22 Group Results

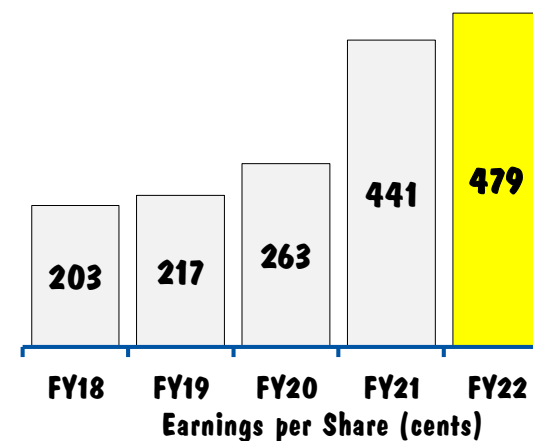
Total sales up 3.5% to \$9.2b



NPAT up 7.7% to \$545m



EPS up 8.8% to 479.5 cps



4. Group CEO's Address

FY22 Divisional Performance

	FY22	FY21	Growth	
			\$m	%
Sales (\$m)				
- JB HI-FI Australia	6,196.5	5,956.8	239.7	4.0% ▲
- JB HI-FI New Zealand (NZD)	262.4	261.6	0.8	0.3% ▲
- The Good Guys	2,789.4	2,715.7	73.7	2.7% ▲
Total Sales (AUDm)	9,232.0	8,916.1	315.9	3.5% ▲
EBIT (\$m)				
- JB HI-FI Australia	544.9	523.0	21.9	4.2% ▲
- JB HI-FI New Zealand (NZD)	8.8	5.8	3.0	51.7% ▲
- The Good Guys	241.4	214.7	26.8	12.5% ▲
Total EBIT (AUDm)	794.6	743.1	51.6	6.9% ▲
EBIT Margin (%)				
- JB HI-FI Australia	8.79%	8.78%	+1 bps	▲
- JB HI-FI New Zealand	3.37%	2.23%	+114 bps	▲
- The Good Guys	8.65%	7.90%	+75 bps	▲
Total EBIT Margin (%)	8.61%	8.33%	+27 bps	▲

4. Group CEO's Address

FY23 sales update

- For the period 1 July 2022 to 30 September 2022 (Q1 FY23)
 - Total sales growth for JB HI-FI Australia was 14.6% (Q1 FY22: -7.5%) with comparable sales growth of 14.2% (Q1 FY22: -7.9%)
 - Total sales growth for JB HI-FI New Zealand was 27.7% (Q1 FY22: -6.4%) with comparable sales growth of 27.7% (Q1 FY22: -6.4%)
 - Total sales growth for The Good Guys was 12.3% (Q1 FY22: -5.6%) with comparable sales growth of 12.3% (Q1 FY22: -6.1%)
- The Group is pleased with its start to FY23, with continued sales momentum and strong sales growth rates over a three-year period

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 2022

5. Items of Business

Item 2(a) Re-election of Mark Powell

That Mr Mark Powell, 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 Mark Powell

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

	Votes Received	% of Eligible Votes Cast (excluding abstentions)
For	70,495,882	91.70
Open / Undirected (Chairman)	121,244	0.16
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	6,107,819	7.95
Open / Undirected (Other)	143,413	0.19
Abstain	242,653	N/A

5. Items of Business

Item 2(b) Re-election of Beth Laughton

That Ms Beth Laughton, 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 Beth Laughton

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

	Votes Received	% of Eligible Votes Cast (excluding abstentions)
For	71,711,081	93.28
Open / Undirected (Chairman)	121,244	0.16
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	4,897,162	6.37
Open / Undirected (Other)	143,289	0.19
Abstain	238,235	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 2022 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	72,253,103	94.25
Open / Undirected (Chairman)	115,464	0.15
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	4,149,885	5.41
Open / Undirected (Other)	143,635	0.19
Abstain	261,274	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	62,515,472	81.41
Open / Undirected (Chairman)	122,479	0.16
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	14,012,814	18.24
Open / Undirected (Other)	142,673	0.19
Abstain	317,573	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	62,522,380	81.41
Open / Undirected (Chairman)	121,469	0.16
The Chairman intends to vote his open/undirected proxies in favour of the resolution		
Against	14,006,087	18.24
Open / Undirected (Other)	142,673	0.19
Abstain	318,402	N/A

6. Questions

QUESTIONS?

How to vote

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

Broadcast

Vote

Q & A

Documents

Items of Business

2A Re-elect Mr Sam Sample as a Director

FOR

AGAINST

ABSTAIN

2B Re-elect Ms Jane Citizen as a Director



We have received your vote **For**
[Click here to change your vote.](#)

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