JB HI-FI LIMITED
60 CITY ROAD
SOUTHBANK VIC 3006
ABN: 80 093 220 136
www.jbhifi.com.au

COMPANY ANNOUNCEMENT **17 August 2026**

JB Hi-Fi Limited Full Year 2026 Results

FY26 Group Highlights

	SALES	EBIT	NPAT	EPS	DIVIDEND
	$11.1B ▲ 4.8%	$734.4M ▲ 5.8%	$489.9M ▲ 6.0%	448.1CPS ▲ 5.9%	337.0CPS ▲ 22.5%
UNDERLYING[1]		▲ 3.8%	▲ 2.9%	▲ 2.9%	

JB Hi-Fi Limited ("Group") today reports for the 12 months ending 30 June 2026 ("FY26"):

- Record total sales of $11.06 billion, up 4.8%;
- Earnings before interest and tax (EBIT) of $734.4 million, up 5.8% on FY25 Statutory EBIT and up 3.8% on FY25 Underlying EBIT;
- Net profit after tax (NPAT)[2] of $489.9 million, up 6.0% on FY25 Statutory NPAT and up 2.9% on FY25 Underlying NPAT;
- Earnings per share (EPS)[2] of 448.1 cps up 5.9% on FY25 Statutory EPS and up 2.9% on FY25 Underlying EPS; and
- Final ordinary dividend of 127.0 cps, up 22.0 cps or 21.0%, bringing the total ordinary FY26 dividend to 337.0 cps, up 62.0 cps or 22.5%, representing 75% of NPAT.

Group CEO, Nick Wells said "We are pleased to report record sales and solid earnings for FY26. In an uncertain retail environment where customers are seeking value, our brands continued to resonate and our teams continued to execute to a high standard."

FY26 Trading Performance

JB HI-FI Australia

Total sales increased by 4.4% to $7.42 billion, with comparable sales up 3.2%. The key growth categories were Computers, Mobile Phones, Fitness, Small Appliances and IT. Online sales increased by 7.0% to $1.28 billion or 17.2% of total sales. Sales growth in Q4 was impacted by supplier price rises and stock availability shortages in the technology categories, along with cycling new product releases in the prior year.

Gross profit increased by 4.2% to $1.63 billion with gross margin down 5 bps to 21.94%, driven by sales mix. CODB was 12.46%, up 4 bps, and in absolute terms grew 4.8%, with continued disciplined cost control and investment in new stores and strategic initiatives. The business's low CODB remains a competitive advantage and is maintained through a continued focus on productivity, minimising unnecessary expenditure and leveraging scale.

EBIT increased by 3.2% to $547.3 million with EBIT margin down 9 bps to 7.38%.

[1] All references to Underlying disclosed in this Company Announcement exclude the impact of the one-off $13.7 million expense in FY25 relating to the resolution of the ACCC proceedings against The Good Guys.
[2] All references to Net profit after tax (NPAT) and Earnings per share (EPS) disclosed in this Company Announcement represent NPAT and EPS attributable to the owners of JB HI-FI Limited.

JB HI-FI New Zealand

Total sales increased by 26.0% to NZD499.5 million, with comparable sales up 15.3%, as the business continues to resonate with customers and expand its reach. The key growth categories were Mobile Phones, Computers, Audio, Small Appliances and Games Hardware. Online sales increased by 36.7% to NZD86.2 million or 17.3% of total sales.

Gross profit increased by 29.1% to NZD86.9 million with gross margin up 41 bps to 17.41%, driven by improvements in key product and services categories. CODB was 13.66%, down 106 bps, and in absolute terms grew 17.0%, with continued investment in new stores and strategic initiatives.

Operating leverage from sales growth and disciplined cost control resulted in EBIT of NZD4.1 million, up NZD4.3 million, with EBIT margin up 88 bps to 0.82%.

The Good Guys

Total sales increased by 2.7% to $2.94 billion, with comparable sales up 2.7%. The key growth categories were Portable Appliances, Floorcare, Cooking, Refrigeration and Audio. Online sales increased by 13.1% to $481.3 million or 16.4% of total sales. In a weaker home appliance market in Q4, The Good Guys continued to execute strongly and take market share.

Gross profit increased by 3.9% to $698.9 million with gross margin up 27 bps to 23.74%, driven by improvements in key product categories. CODB was 14.25%, up 8 bps on FY25 Underlying CODB, and in absolute terms grew 3.3%, with continued disciplined cost control.

EBIT was $184.0 million, up 6.0% on FY25 Underlying EBIT, with EBIT margin up 19 bps to 6.25%.

e&s

Total sales for the twelve months to 30 June 2026 were $273.1 million. In FY25, the Group consolidated ten months' sales and as a result, on a statutory basis, sales were up 21.3%. For comparative purposes for the full twelve months, total sales were down 0.2%, with comparable sales down 3.2%. Sales revenue has been impacted by the migration of wholesale sales to agency sales that, for external reporting purposes, are recognised as a commission. Total sales on a gross basis were up on the prior year.

Gross profit was $81.2 million with gross margin at 29.72%, up 117 bps, driven by sales mix and the migration to agency sales. CODB was 26.15%, up 284 bps, driven by investments in strategic initiatives, including in stores and the Commercial division, which are generating written sales growth that will be delivered and recognised in future periods.

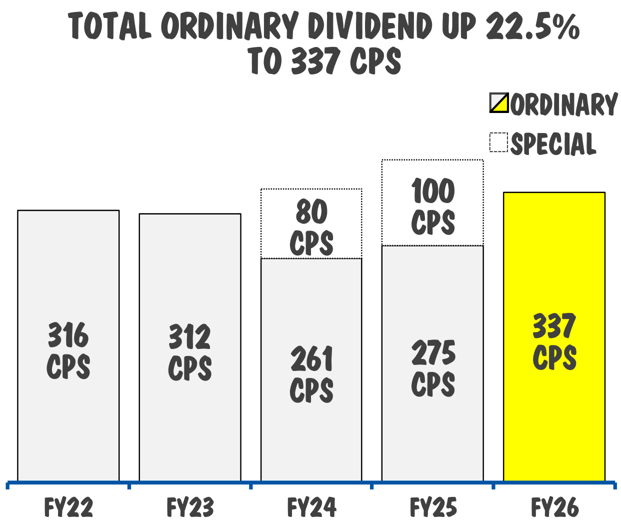
EBIT was -$0.4 million, as the business invests in strategic initiatives.

Capital Management

As announced in August 2025, from FY26 the Board increased the dividend payout ratio from 65% to a range of 70-80% of NPAT. The Board has today declared a final dividend of 127 cents per share (cps) fully franked, up 22 cps or 21.0%, bringing the total ordinary dividend for FY26 to 337 cps, up 62 cps or 22.5%, and representing 75% of NPAT.

The record date for the final dividend is 28 August 2026, with payment to be made on 11 September 2026.

The Group continues to maintain a strong balance sheet, with closing net cash of $206.5 million at 30 June 2026. The Board will continue to regularly review the Group's capital structure with a focus on maximising returns to shareholders and maintaining balance sheet strength and flexibility.



Generating sustainable long-term growth

The Group is committed to having a positive impact on its people, its community and its environment. As set out in the FY26 Responsible Business Report, the Group is focused on:

- Supporting its people and ensuring a safe, inclusive and respectful workplace, whilst always looking for ways to provide them with flexibility and opportunities to grow and develop;
- Making a positive impact in the communities in which its team members live and work, and working with its supply partners to protect and further human rights; and
- Minimising the impact that its operations may have on the natural environment and pro-actively reducing its waste and emissions.

The Group is pleased with the progress made in these key areas of focus, which in FY26 included:

- 68% of the Group's energy now coming from renewable sources, and a 58% decrease in the Group's Scope 1 & 2 emissions from its FY20 baseline year, as the Group continues to work towards net-zero direct scope 1 and scope 2 (market-based) carbon emissions by 2030;
- Continuing to invest in its teams, with 617 leaders participating in a leadership development course, including 56 managers completing the Women in Leadership training program;
- Recycling 12,077 tonnes of e-waste, collected through recycling kiosks in JB Hi-Fi Australia and The Good Guys stores, and scrap metal from appliances collected from customers' homes;
- FY26 workplace giving donations totalling $4.8 million and $49 million since inception; and
- Achieving a 7% improvement in waste diverted from landfill, from 60% in FY25 to 67% in FY26, with the Group working towards achieving 80% waste diversion by 2030.

FY27 Trading Update

July 2026 Sales Update

The Group provides the following sales update for the period 1 July 2026 to 31 July 2026:

- Total sales growth for JB HI-FI Australia was -0.5% with comparable sales growth of -1.4%;
- Total sales growth for JB HI-FI New Zealand was 20.9% with comparable sales growth of 11.7%;
- Total sales growth for The Good Guys was -1.7% with comparable sales growth of -1.7%; and
- Total sales growth for e&s was -2.7% with comparable sales growth of -4.0%.

Group CEO, Nick Wells, said "We continue to see variability in trading, with customers increasingly looking for value and migrating spend to key promotional events, along with impacts from supplier price rises and stock availability shortages in the technology categories.

As always, we will remain focused on driving demand and growing market share through creating great value offers for our customers, leveraging our strong supplier relationships to maximise stock allocations and delivering exceptional customer service."

Nick added "I would like to recognise and thank our over 17,000 team members whose continued focus on our customers and proven ability to adapt and respond has helped to deliver another solid full year result."

Authorised by the Board.

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Media & Investors:
Nick Wells
Group Chief Executive Officer
03 8530 7454

Investors:
David Giansalvo
Group Chief Financial Officer
03 8530 7454