

Introduction

FY22 highlights

+16%	+41%	+140bps	+8.5%
Total YoY sales growth¹	Total 3YoY sales growth²	Homewares market share YoY growth³	Active customer YoY growth⁴
51.2%	+32%	£153m	40p
Gross margin	Profit before tax YoY growth¹	Free cash flow⁵	Ordinary dividends⁶

Financial results are for the comparable 52 week period to 25 June 2022. Results for the statutory 53 week period are shown in the financial review

¹ On a 53 week basis, total sales grew by 18% and PBT grew by 35%

² Total sales growth vs FY19 on a comparable 52-week basis

³ GlobalData UK homewares market. Market share for the period July 2021 to June 2022 was 10.2%

⁴ Unique active customers who have transacted at least once in the 12 months to June 2022. Source: Barclays. The basis of calculation for this metric has been updated in FY22 and the prior years restated on a consistent basis, as we believe that this is a more accurate estimate

⁵ Free cash flow is defined as net cash generated from operating activities less capex (net of disposals) and business combinations, net interest paid (including leases) and loan transaction costs, and repayment of lease liabilities.

⁶ Ordinary dividends paid and proposed in respect of the period. Total dividends of £282m paid in the year, including special dividends of £207m

ANNUAL RESULTS FY22

