

ASX Release

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Chemist Warehouse Group – Trading Update 1H FY25 – Record Sales and Margin Expansion

Please find following the trading update provided today by Chemist Warehouse Group.



Chemist Warehouse Group

Trading Update 1H FY25 - Record sales and margin expansion

CW Group Holdings Limited (CWG) provides the following update on its trading performance for the six months to 31 December 2024 (1H FY25). This is a preliminary result and subject to audit review finalisation.

1H FY25 Preliminary unaudited results

	1H FY25	1H FY24	Growth vs. PCP
Chemist Warehouse (CW) Retail Network Sales (\$m)			
Australia	4,505.9	4,011.7	12.3%
International	648.2	547.7	18.4%
Total Chemist Warehouse Retail Network Sales (\$m)	5,154.0	4,559.4	13.0%
Like-For-Like CW Retail Network Sales Growth (%)			
Australia	10.4%	8.7%	
International	9.0%	10.6%	
Total Like-For-Like Chemist Warehouse Retail Network Sales Growth (%)	10.3%	8.9%	
Financial Measures			
CWG EBIT (\$m)	437.9	324.3	35.0%
CWG EBIT Margin (%)	22.3%	18.3%	+400 bps
CWG PBT (\$m)	436.8	320.9	36.1%
Retail Network (at period end)			
Number of network stores	658	622	36
Number of geographies	5	4	1

1H FY25 Highlights

The 1H FY25 results represent a continuation of the strong results included in the outlook statement for the period 1 July 24 to 31 October 24, provided in Chemist Warehouse's scheme booklet dated 13 December 2024.

Chemist Warehouse CEO Mario Verrocchi said "CWG has delivered a record result for 1H FY25 with double digit Like-For-Like Retail Network Sales growth, aided by a strong trading performance in December. We have executed well on the commitments we made in September to deliver sustained growth through new franchise store openings and international expansion while implementing new supply agreements to drive efficiencies. EBIT increased by 35% and margins expanded by 400 basis points.

We opened 19 new stores in the half with two new stores opening in Dubai, a new geography with attractive opportunities. We made good progress in transitioning wholesale supply to Sigma to drive efficiency gains and launched Wagner Pharma. We also successfully launched the new Messi men's fragrance which delivered strong sales during the period, demonstrating our ability to innovate and support partners' brands.

During the period we also made good progress with the transformational merger with Sigma, which is expected to complete in February.

We enter 2025 with confidence and look forward to further growth and network expansion."

For further information contact:

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