

Dis-Chem Pharmacies Limited
(Incorporated in the Republic of South Africa)
(Registration number 2005/009766/06)
JSE share code: DCP
ISIN: ZAE000227831
("Dis-Chem" or "the Group")

TRADING UPDATE FOR THE PERIOD 1 SEPTEMBER 2023 TO 28 JANUARY 2024

- Group revenue up 12.2%
- Retail revenue up 11.2%
- External wholesale revenue up 20.0%

For the period 1 September 2023 to 28 January 2024 ("the period"), Dis-Chem recorded Group revenue growth of 12.2% compared to the corresponding period in the prior year ("corresponding period").

Chief Executive Rui Morais: "In line with guidance provided at the time of announcing our interim results, the Group continued to deliver stronger second half retail revenue performance through the festive period and into the fourth quarter."

"The wholesale business delivered strong revenue growth during the period, with notable revenue growth of 20% to external customers being driven by our differentiated service offering and new customers."

"The seven strategic growth drivers announced in November 2023, aimed at delivering enhanced shareholder returns over the long-term, remain the Group's top priority. The steps taken to date have started unlocking the anticipated benefit, with momentum expected to accelerate into FY25".

RETAIL

Retail revenue increased by 11.2% for the period compared to the corresponding period. Like-for-like retail revenue growth was 8.2%, and selling price inflation averaged 6.8%

During the period, Dis-Chem maintained its position as South Africa's largest retail pharmacy group, by dispensary market share. The Group experienced strong sales growth in its Personal Care and Beauty category as well as in Baby.

The Group now has a store base of 325 retail stores, comprising 271 Dis-Chem Pharmacy and 54 Dis-Chem Baby City stores.

WHOLESALE

Wholesale revenue increased by 11.0% for the period over the corresponding period, with sales to our own retail stores increasing by 9.4%.

External customer revenue grew at 20.0%.

External wholesale revenue from sales to independent pharmacies increased by 24.8%. This increase was attributable to an increase in the number of new customers and was supplemented by greater support from existing customers.

The Local Choice (“TLC”) support continues to be strong with TLC revenue growth of 14.5%. During the period, the Group achieved a milestone of 200 TLC franchise stores, up from 165 at the end of the corresponding period.

The financial information in this trading update has not been reviewed or reported on by the Group’s independent auditor Mazars.

Dis-Chem’s results for the year ended 29 February 2024 will be released on SENS on Friday, 31 May 2024, at around 7:05 am.

For further information, contact the Group’s Investor Relations at investorrelations@dischem.co.za.

Midrand
23 February 2024

Sponsor
The Standard Bank of South Africa Limited