

Mr Price Group Limited  
 Registration number 1933/004418/06  
 Incorporated in the Republic of South Africa  
 ISIN: ZAE 000026951  
 JSE share code: MRP  
 ("the company" or "the group")

TRADING UPDATE TO 25 August 2018

During the first four months (18 weeks to 4 August 2018) of the financial year ending 30 March 2019, the group recorded growth in retail sales and other income of 7.4% to R7.4bn over the corresponding period in the prior year ("Corresponding Period").

Total retail sales, including sales to franchisees, of R6.9bn were 6.5% higher than the Corresponding Period, while growths in corporate owned stores were as follows:

	Retail Sales	Comparable Store Sales	Units	RSP Inflation
Apparel Segment				
Mrp	6.4%	3.6%	2.8%	4.5%
mrpSport	5.8%	0.7%	3.1%	3.4%
Miladys	9.1%	8.9%	3.9%	5.8%
	6.6%	3.9%	2.8%	4.6%
Home Segment				
mrpHome	7.7%	5.9%	3.6%	4.9%
Sheet Street	3.8%	1.6%	6.4%	-1.6%
	6.5%	4.5%	4.5%	2.8%
Group Retail Sales	6.6%	4.0%	3.2%	4.2%

Comparable store sales growth and unit growth was achieved in all divisions.

Online sales continued to grow strongly by 28.1% to R83.2m. The MRP Apparel online channel achieved sales growth of 37.6% MRP Home 19.5% and MRP Sport 31.3%.

South African sales increased 6.4% to R6.4bn, exceeding the combined sales growth of 3.5% for Type D and Type E Retailers as reported by Stats SA for April to June, the period for which market information is available.

Sales in non-South African corporate owned stores grew 9.1% to R520.8m, aided by the inclusion of the previously franchised Kenyan stores from late May 2018. Excluding Kenya, corporate owned store

growth was 1.8%. Sales to franchisees decreased 30.9%, however after excluding Kenya in both periods, sales were up 11.6%.

Group cash sales increased 7.0%, constituting 82.9% (LY: 82.6%) of total sales and credit sales reflected growth of 4.1%.

New store openings and expansions resulted in weighted average trading space increasing 3.1%, while after store closures and reductions, net weighted average trading space was up 1.8%.

Retail selling price inflation, including the impact of product mix changes and lower markdowns, was 4.2%.

Other income grew by 23.5%, to R459.4m. Debtors' interest and fees grew 6.9% to R160.1m and Insurance revenue of R85.5m increased 6.9%. Cellular and Mobile revenue increased 56.7% to R196.5m mainly as a result of the ongoing rollout of in-store cellular kiosks. Other sundry income increased 2.8% to R17.3m.

Total retail sales for the three-week period from 5 to 25 August 2018, not included in the analysis above, were up 7.4%.

The retail environment is expected to remain highly competitive until more robust economic growth is attained in South Africa. In addition, international trade wars have weighed down on emerging markets. Navigating the impact on consumers of a stagnant economy and a weak ZAR/USD exchange rate is a top priority and we are confident that our fashion, everyday low price business model is well positioned to offer great value to consumers under these constrained conditions.

The above-mentioned figures do not constitute an earnings forecast and have not been reviewed and reported on by the company's external auditors.

Durban  
30 August 2018

Sponsor  
RAND MERCHANT BANK (A division of FirstRand Bank Limited)