

TIR and IGA Update

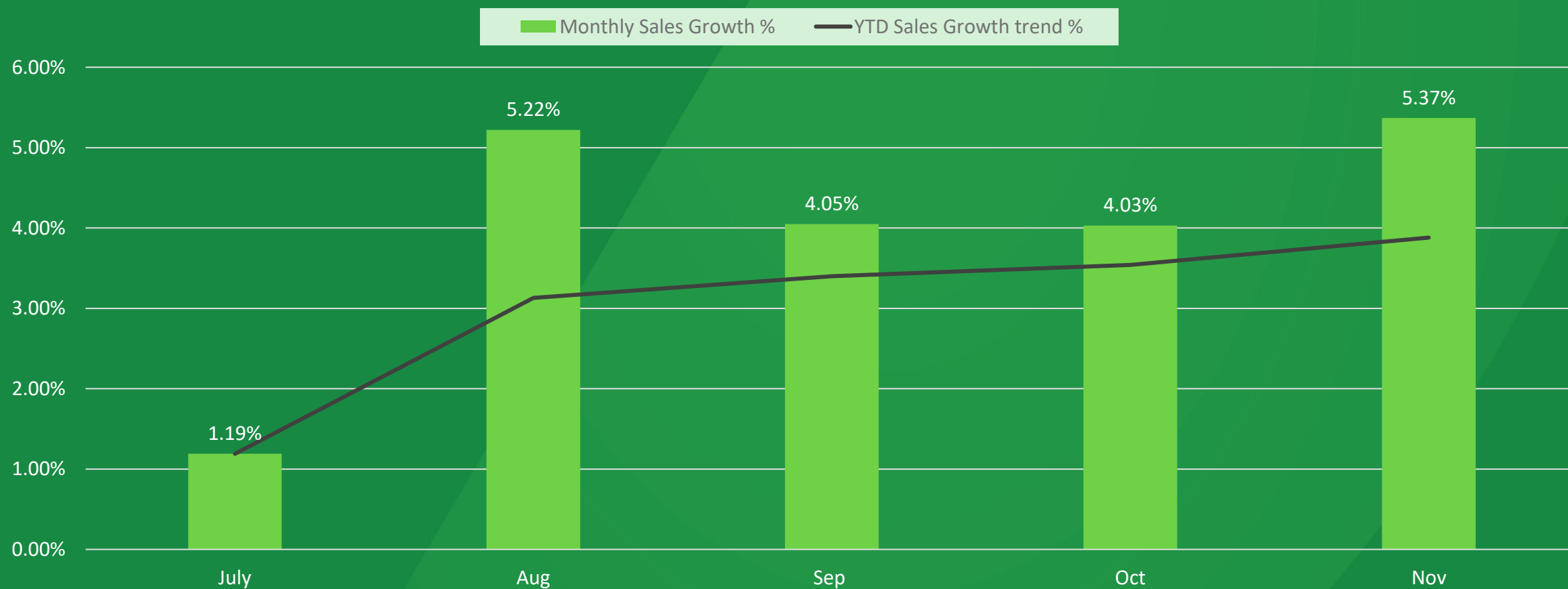
Presented by

Grant Hinchcliffe
CEO

Trading Update

YTD FY22
+ 3.88%

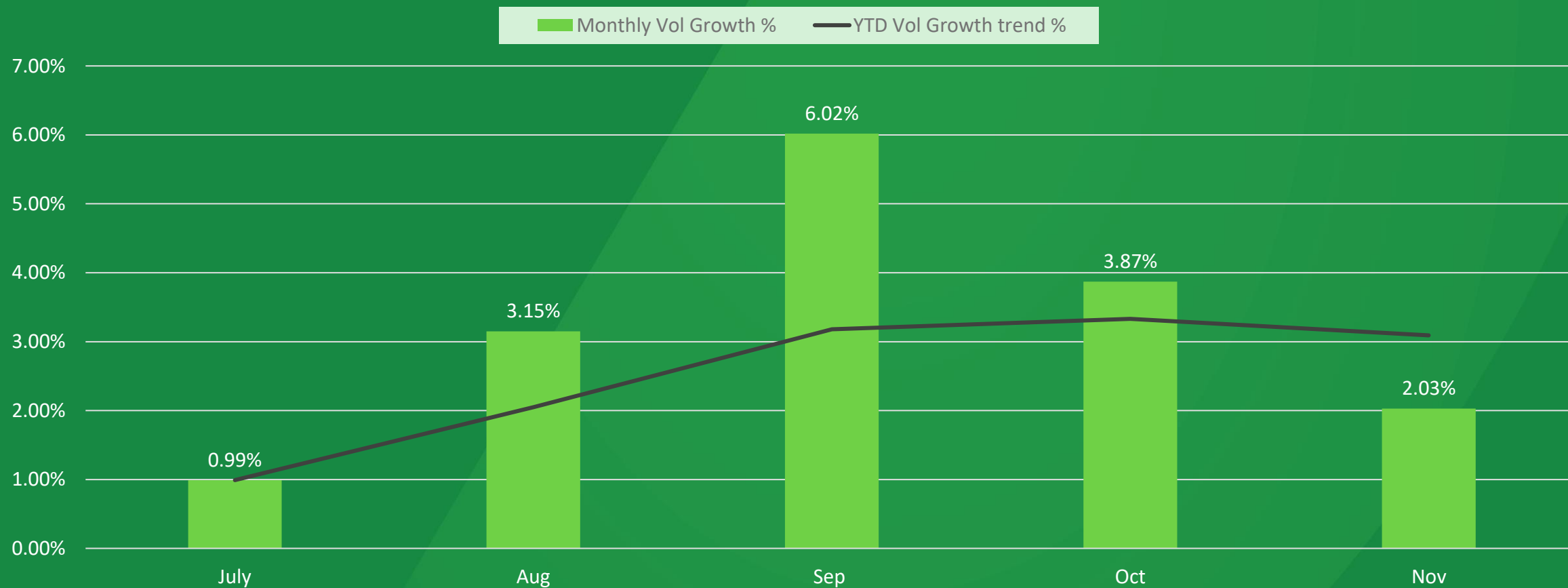
IGA SIW Purchases \$ Growth on LY (excluding Cigs)



Trading Update

YTD FY22
+ 3.09%

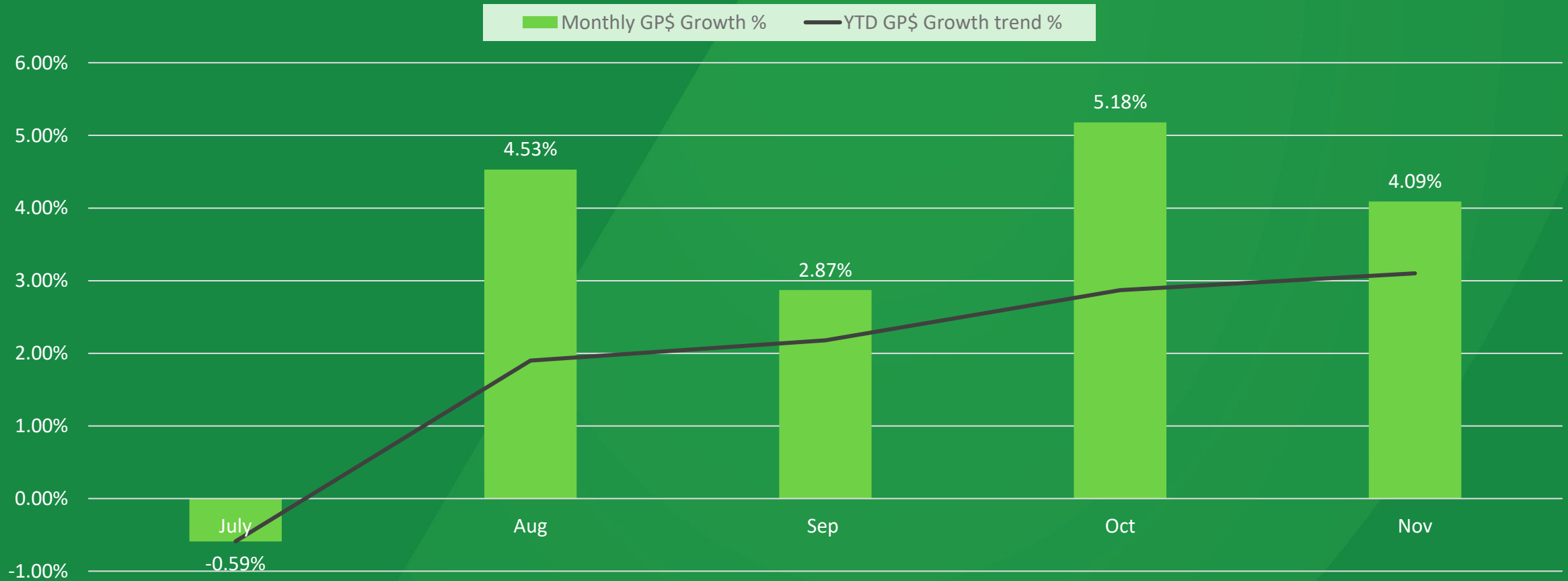
IGA SIW Volume Growth on LY (excluding Cigs)



Trading Update

YTD FY22
+ 3.10%

IGA SIW Gross Profit \$ Growth on LY (excluding Cigs)

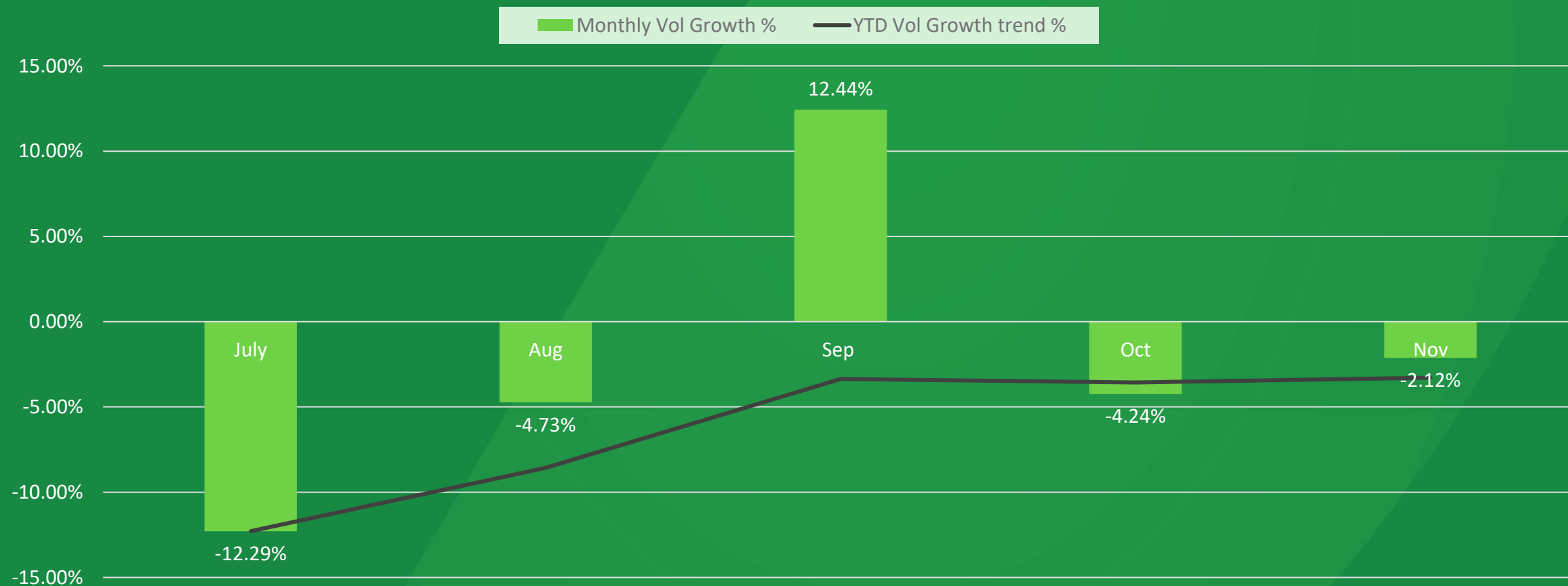


Trading Update

YTD FY22

- 3.29%

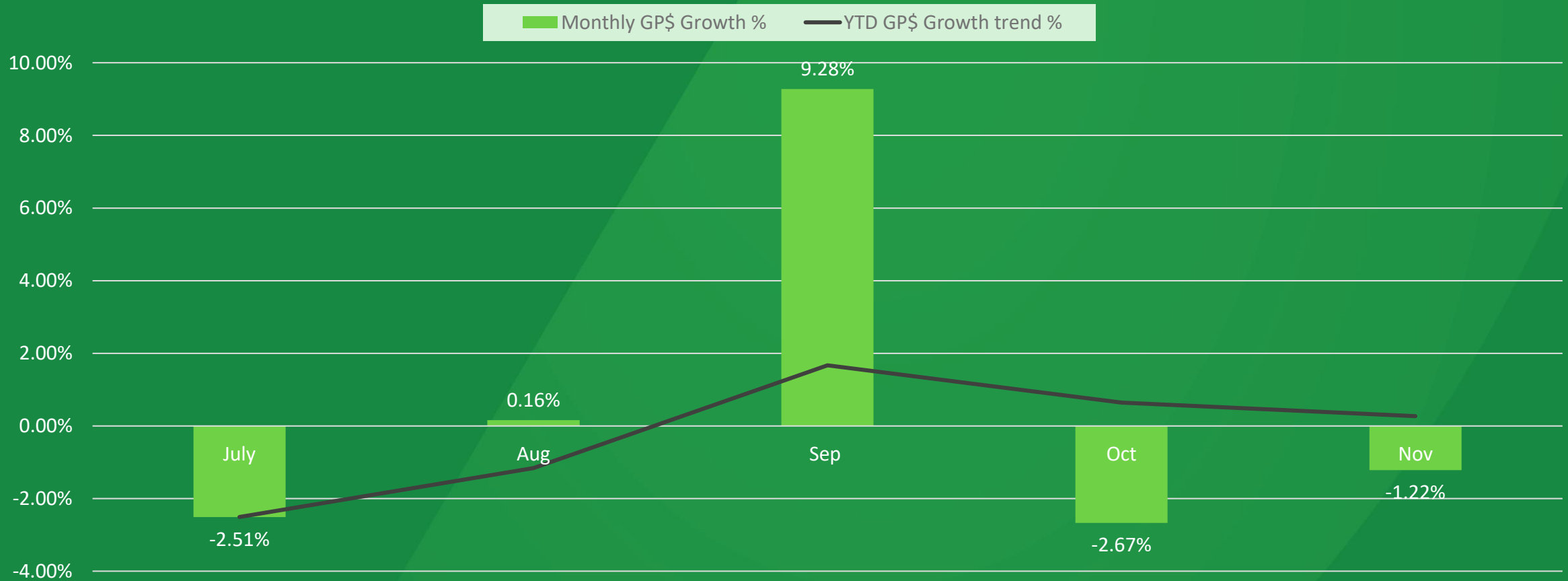
IGA SIW Cigarettes Volume Growth on LY



Trading Update

YTD FY22
+ 0.27%

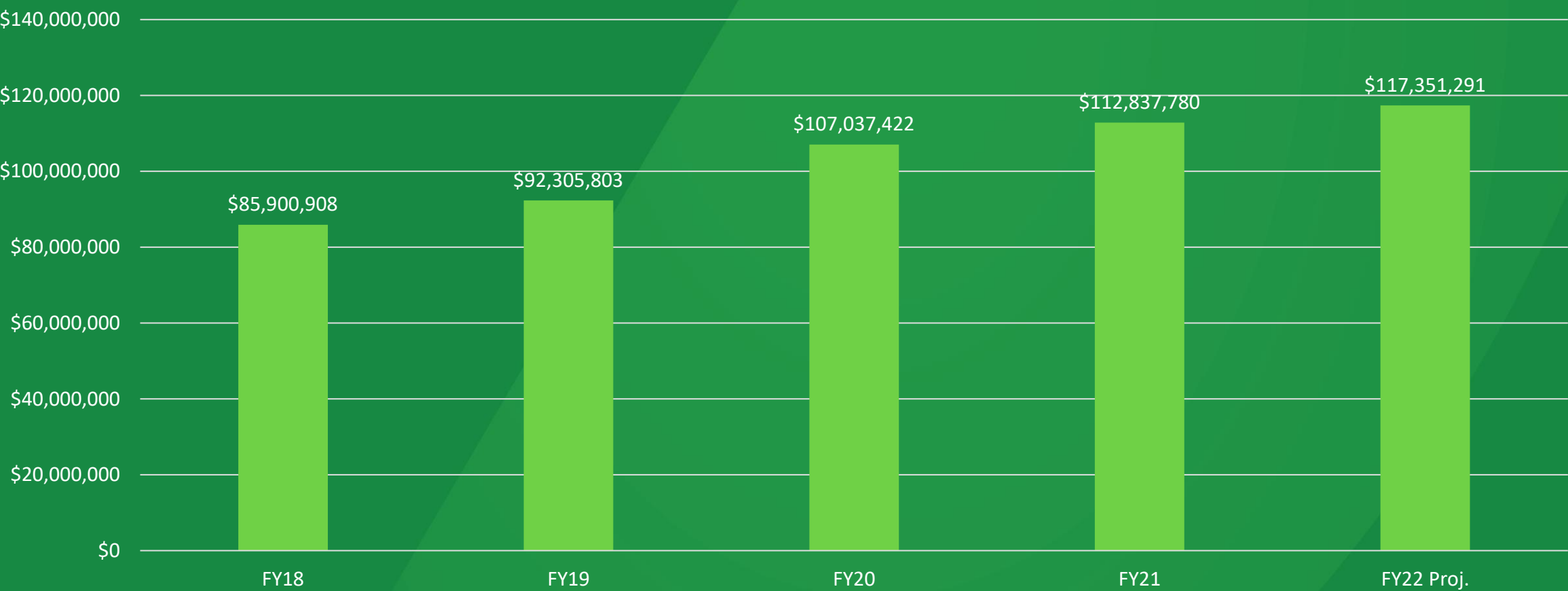
IGA SIW Cigarettes Gross Profit \$ Growth on LY



5 Year Trend – SIW Sales

Growth from FY18 vs
FY22 Forecast +37%

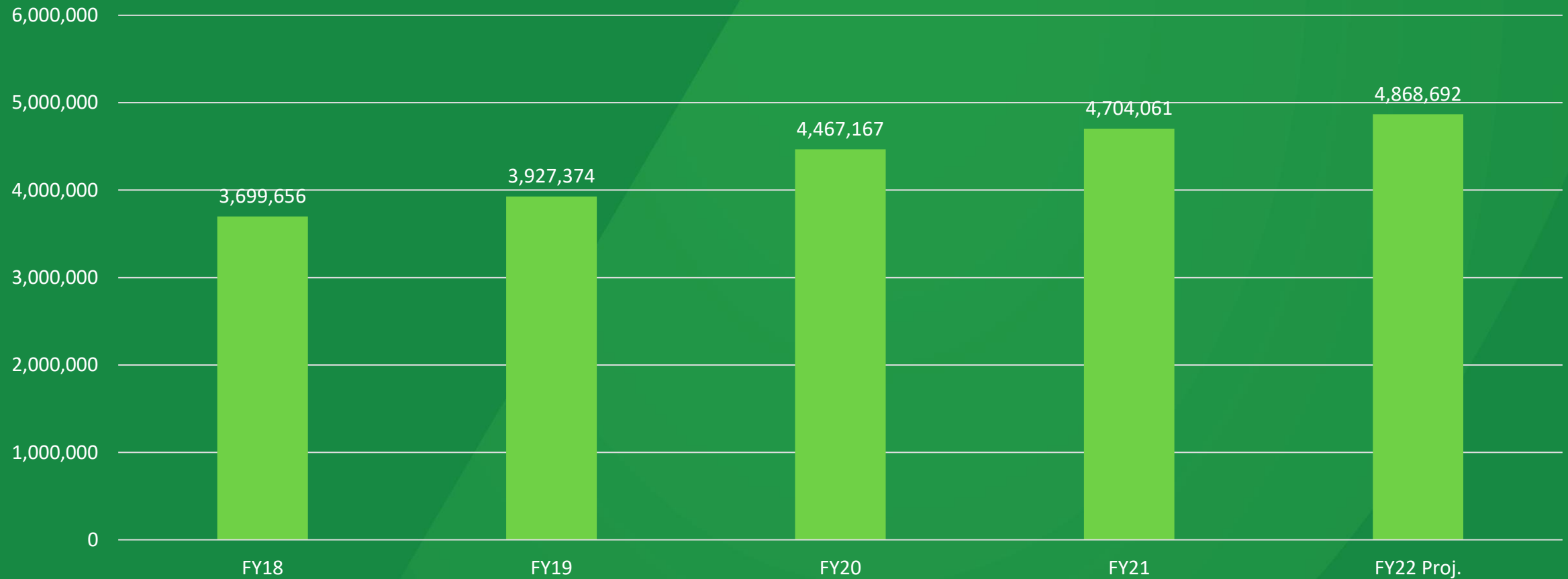
IGA SIW Grocery SIW Purchases Trend (Excludes Cigs)



5 Year Trend – SIW Volume

Growth from FY18 vs
FY22 Forecast +29%

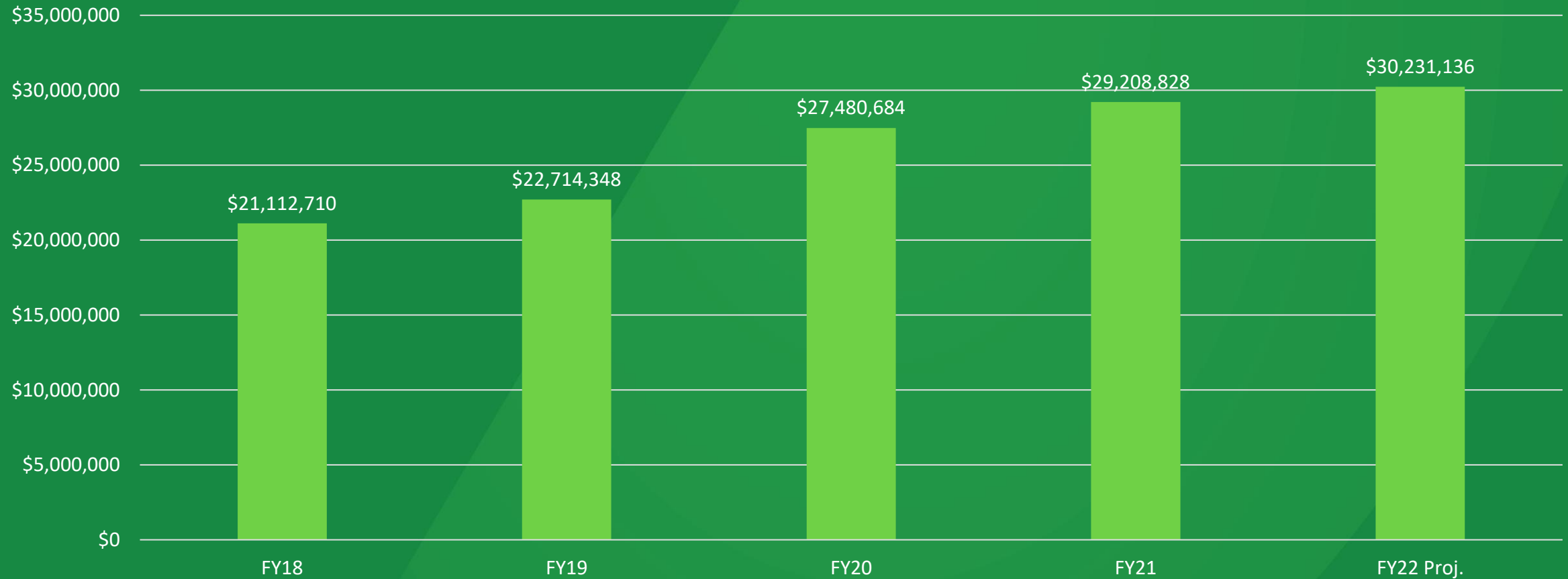
IGA SIW Grocery SIW Volume Trend (Excludes Cigs)



5 Year Trend – Gross Profit \$

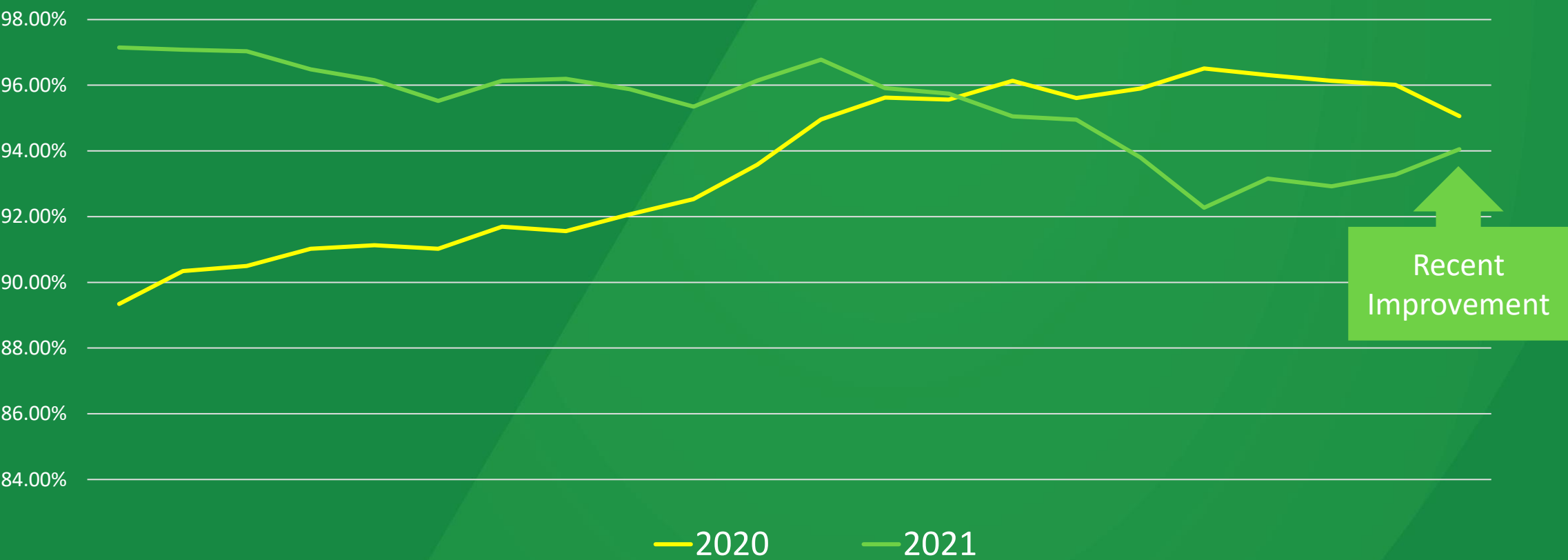
Growth from FY18 vs
Proj. FY22 +43%

IGA SIW Grocery SIW GP \$Trend (Excludes Cigs)



Trading Update

SIW Service Level YTD FY22



Service Level Impact

Oct OOS Cases +56%
Nov OOS Cases +73%

OCT/NOV Missed Cases
\$1.3 Million

SIW Service Level YTD FY22

