



tasmanian
independent
retailers

March 2021 (Period 9 - FY22)

IGA Monthly Update

SIW Purchases and Service Levels



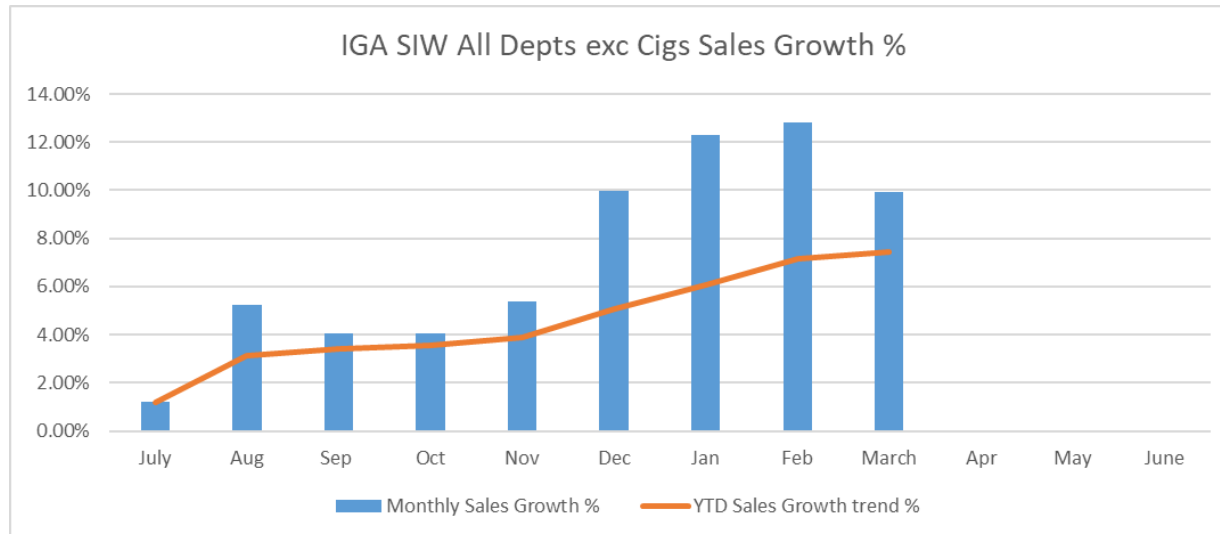
Commercial in Confidence

IGA SIW Sales Performance Overview

"Out of Stocks and Price Rises "

Out of stocks and price rises have dominated the retail landscape during March. Despite these issues and Easter running two weeks later in 2022, SIW purchase results remain positive despite being down on February's growth.

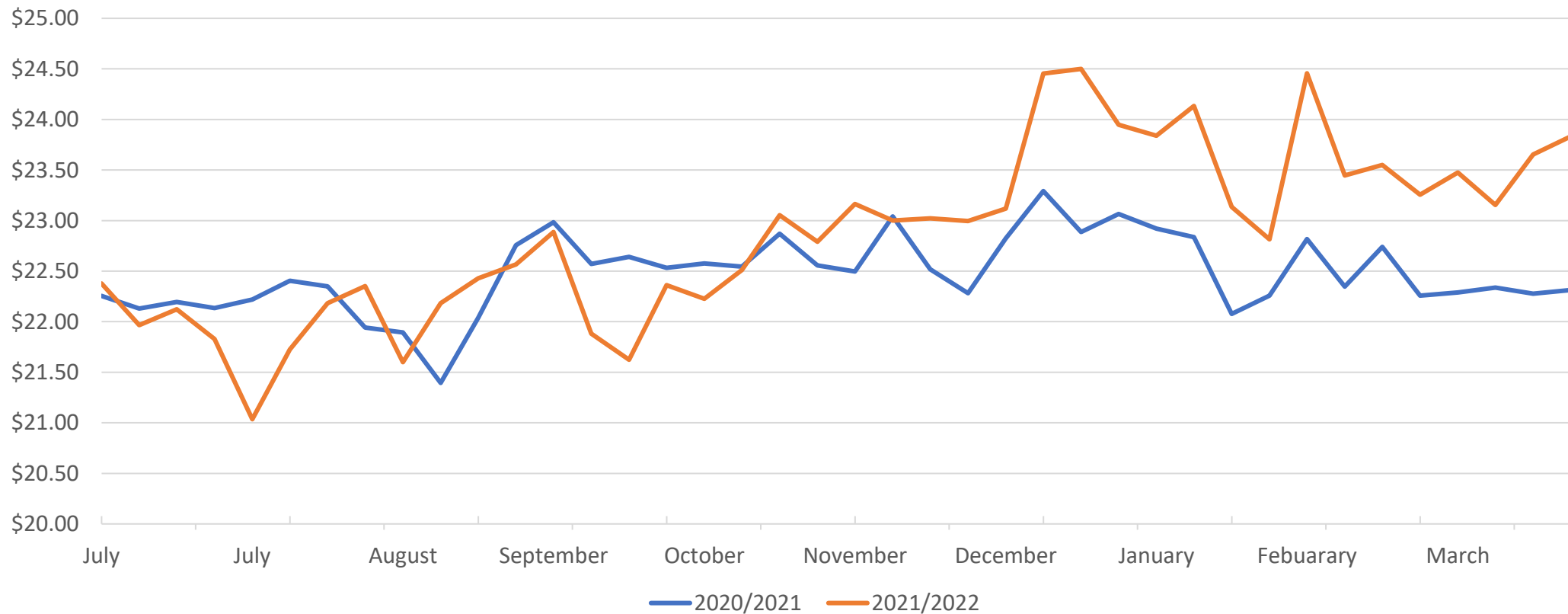
There is no end in sight for when we will see improvement in supply. National logistics is being hampered by the close contact rule, which keeps a lot of the workforce at home. A decision to remove isolation rules may help improve the situation. Price rises and fuel surcharges are still coming through at record rates.



Average “Dry Grocery” Carton Cost Trend



This chart shows the increase in Average Carton Cost Price over the last 3 months compared to the previous 6 months. We are seeing an inflation rate of over 4.4% already over the last 3 months for basic grocery products from recent supplier price rises. We expect this to climb further over the next two months.



IGA SIW “Year To Date” (Jul – Mar) FY22

SIW Purchases Performance Summary



Performance YTD FY22

- Total Departments (excluding Cigs)
 - Dollars **+7.45%**
 - Volume **+5.46%**
- Cigarettes only
 - Dollars **+2.52%**
 - Volume **+0.79%**
- Invoiced GP Margin (excluding Cigs)
 - GP% 20.80% vs 20.65% (LY)
 - GP\$ + \$1.938m **(+8.44%)**
- Promotions Purchases YTD (excluding Cigs)
 - Dollars **+8.27%**
 - Volume **+7.50%**
 - GP% TY 15.97% vs LY 15.62%
 - GP\$ + 1.71m **(+11.12%)**



Service Levels

- Service levels have remained in the mid-80s throughout March, although there was a slight improvement in March over February.
- During the last two months, SIW has missed 191K cases compared to the same period the previous year of 56K cases. This impact represents a potential missed sales value of \$3.3Million
- The main categories of shortages include :
 - Wet Cat Food (missed) 17K cases
 - Medicinal 9.3K (Mainly Pain Relief SKUs)
 - Rice 8.5K ,
 - Dairy Cheese 7.9K
 - Coffee 6k and Toilet Rolls 5.9k

IGA SIW SERVICE LEVEL TREND



March 2022

86.82%

Ambient 86.32%

Chill/Frozen 88.75%

Missed Cases Mar21
= 56K

Missed Cases Mar22
= 191K

SIW Service Level Trend 2021-2022

