



tasmanian
independent
retailers

August 2021 (Period 2-FY22)

IGA Monthly Update

SIW Purchases and Service Levels



Commercial in Confidence

IGA SIW Purchase Sales Performance Overview

The IGA banner groups' August SIW \$ Purchases (sales) growth was encouraging (+3.44%). With Cigs sales still stagnant, non-cigarette categories (combined) growth was solid (+5.22%).

Cigs did make a comeback in the last week of the period as supplier price rises were announced and investment buying took place across most TIR retailers.

The two-year (Aug FY20 VS Aug FY22) growth comparison still shows that we are maintaining the gained market share from COVID.

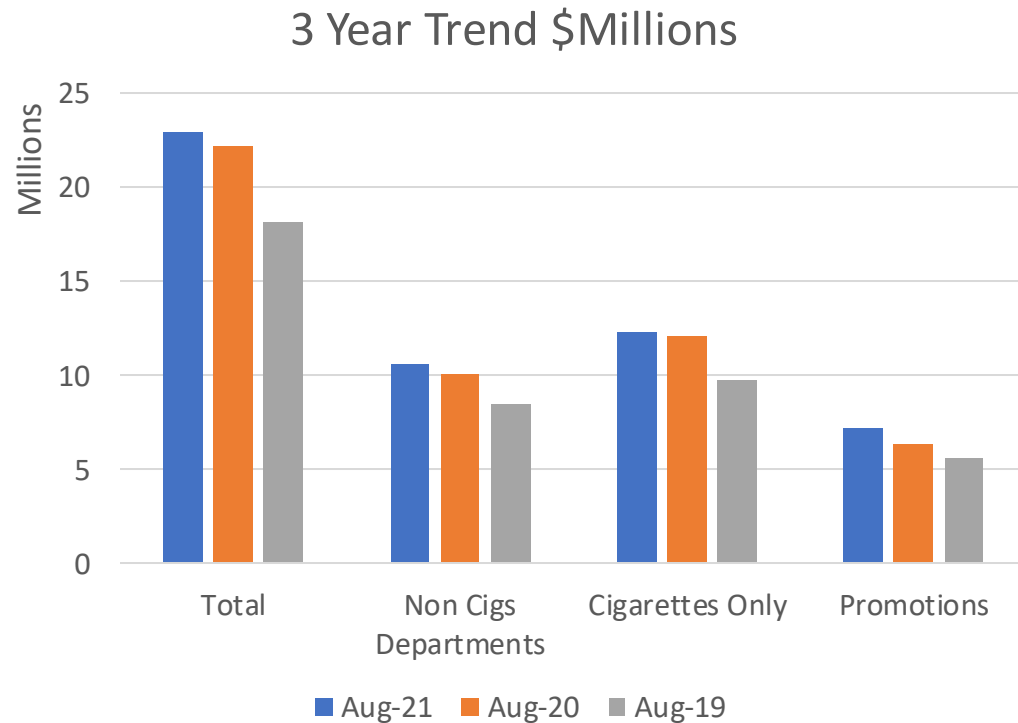
While some pantry filling has ceased for basic grocery, promotional demand remains strong, and IFP reporting record sales indicate that for most IGA retailers, business continues to be strong.



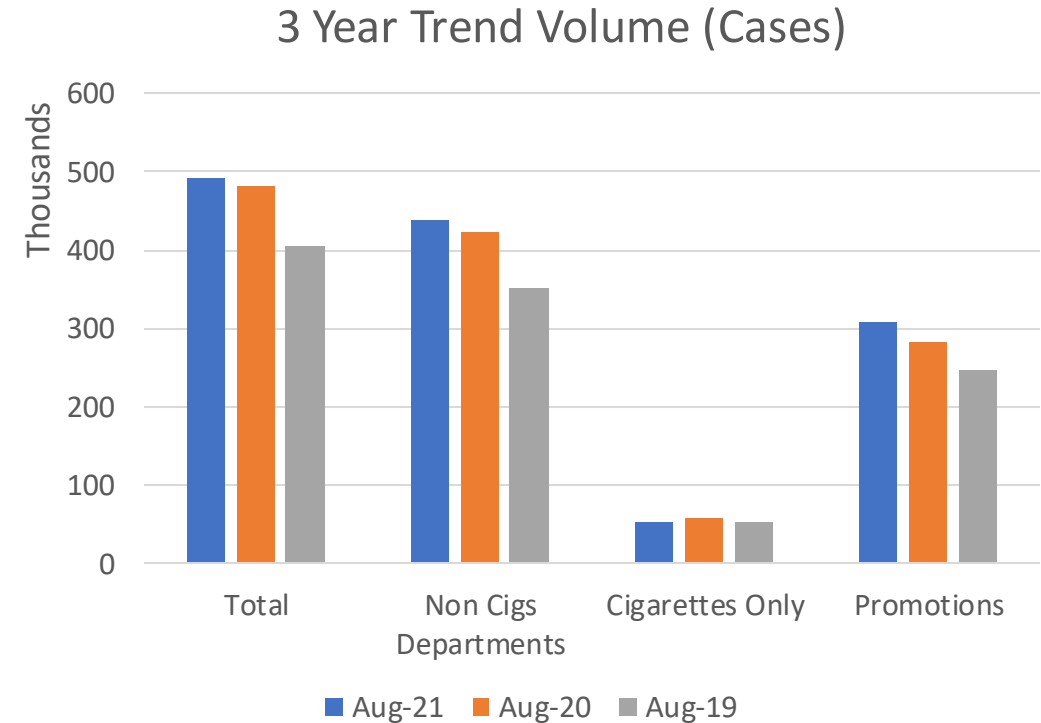
SIW Purchases – August 2021



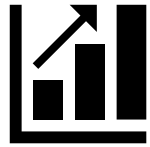
SIW Purchases - \$ Sales



SIW Purchases – Volume (Cases)



IGA August Highlights



SIW Performance

- SIW Group Purchases “Up” on 2020
 - Dollars **+3.44%**
 - Volume **+2.22%**
 - Cigarettes Sales **+1.97%** and Vol **- 4.73%**
- SIW Group Purchases “Up” on 2019
 - Dollars **+26.18%**
 - Volume **+21.15%**
 - Cigarettes Sales **+26.72%** and Vol **+2.33%**
- SIW Service Levels are up on 2020
 - Ambient **96.35%** vs 91.20% (LY)
 - Temp Control **94.58%** vs 94.56%



Highlights – Promotions

- Promotional Sales and Volume continue to be strong in August assisted by the “The Big Deal Sale”.
 - Sales **+ 13.18%**
 - Volume **+9.18%**
- Promotional GP% Up on Last Year
 - GP% **16.44** vs 15.44 (LY) *
- Promotional GP\$ Up on Last year
 - YTD GP\$ Growth Diff **+\$390K**
 - YTD Growth **+16.08%**

* GP% is calculated from SIW invoices which assume all promotional purchases are sold at promotional retails for the entire time.

IGA SIW SERVICE LEVEL TREND



August 2021 (weeks 6-9)

Overall SIW
95.93%

“Down on last month
but holding up on
last year “

