

Statewide Independent
Wholesalers



'Delivering The Goods'

SIW BUSINESS UPDATE

DREW FREEMAN
General Manager SIW

DELIVERING THE GOODS IN TASMANIA SINCE 1981



36.46m

Cartons moved



97%

Outbound service
levels (OBSL)



1100

Store deliveries
per week



22

Days of stock
(DOS)



13,500

SKU's on hand



430

Team members
employed

Statewide Independent
Wholesalers



'Delivering The Goods'

CELEBRATING

40
YEARS

1981 - 2021



SIW are proud
supporters of
**Food Bank
Tasmania**



STATEWIDE INDEPENDENT WHOLESALERS



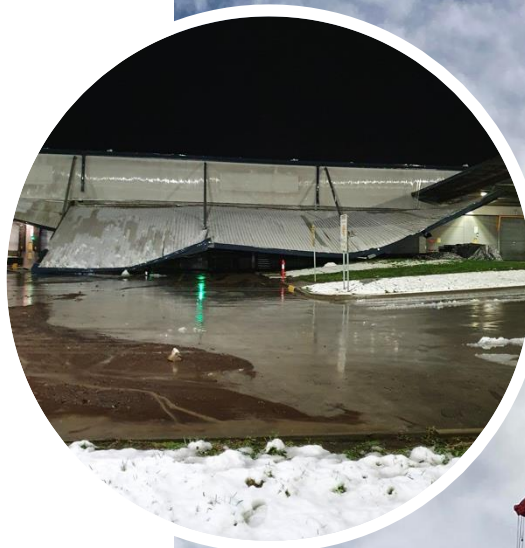
COVID-19

- Impact to service levels
= 64.89% in April 2020
- Impact to Stock on hand (DOS)
= 16 Days in March 2020
- Impact to volume
= IGA/Independents increase
60% in March 2020
- Compliance \$550k pa including
cleaning, wages & site costs
- Cleaning costs \$330k pa



SNOW EVENT AUGUST 2020

- TC roof collapse from weight of snow & rain
- TC outage from 4th to 12th August 2020
- BCP activated
- Remedial works completed
(Install of columns to make safe)
- Damage bill \$3.7m
- Further rectification works still to be completed
- Refinement of BCP to ensure Independent stores are better supported in event of future outage



INDUSTRIAL RELATIONS

- Enterprise agreement expired on 31st October 2020
- 380 team members covered under the EA
- Negotiations concluded April 2021
- UWW members and delegates voted yes to protected action
- No protected action eventuated
- Agreement reached post Easter for a 3-year deal



2/3 PALLETS

- Trail commenced in September 2020 (Perth & Longford)
- Full roll out April 2021
- **Benefits include:**
 - Lighter & safer than an AU Pallet
 - Access from x4 sides
 - Improved transport
 - Improved store handling



CONSTRUCTION OF ULD CENTRE

- Building works commenced with Fairbrother in December 2020
- \$2.4m investment
- x4 new docks and 2550m2 undercover for safe management of pallets and crates
- 950,000 pallet movements per year



40TH BIRTHDAY

- SIW turned 40 on the 21st of April 2020
- Team member luncheon to mark the occasions
- Press ad featured in all newspapers
- Recognition to our team members, Graham, David, past directors & customers



Advertisement

DELIVERING THE GOODS IN TASMANIA SINCE 1981

CELEBRATING 40 YEARS 1981-2021

From humble beginnings, to becoming Tasmania's largest grocery distribution centre, Statewide Independent Wholesalers (SIW) has undergone tremendous change in its 40-year history.

The formation of Statewide Independent Wholesalers Limited was achieved due to the foresight of a group of dedicated grocery retailers who ran their own retail outlets and warehouses.

During the late 1970's, there were two dominant grocery organisations in Northern Tasmania, Roof Vics Holdings (owned by Mr. Roof Vics) and Northern Wholesalers Co-Operative Society Limited (now known as Tasmanian Independent Retailers Co-Operative Society).

The foresight of Mr. Vics, his management team and the Director of Northern Wholesalers, enabled the Prospect Distribution Centre, now known as Statewide, to be built and commence operations during April 1981.

With the normal parcel environment found amongst the retailers in Tasmania, this unique joint venture was a bold move to bring the two groups together however once the benefits of the joint venture were recognised, tremendous growth was achieved.

Woolworths Limited purchased the Roof Vics Holdings share of the business in 1982. In the early 1990's SIW's customer base grew as a result of the southern supermarket & stores who were previously serviced from the Purty warehouse and other wholesalers.

In December 1998 SIW gained the Broadbent Frozen & Chilled Distribution Centre near the Launceston airport which gave SIW the capacity to provide improved service to its customers.

In September 2008 SIW announced the construction of a composite distribution centre which was to be based in the Launceston area. This decision would mean the decommissioning of the Prospect, Denwest Park, Denwest and Broadbent Distribution Centres. The first cost was estimated to be \$10 million.

Due to the global financial crisis it was decided to separate the development into 2 stages. The first would be the establishment of the Tasmania Regional Distribution Centre (TRDC) at Western Junction which would supply various groceries, liquor and produce. This would mean SIW would continue to run the Broadbent out of the current Broadbent facility and result in the decommissioning of their 3 facilities in Prospect, Denwest Park and Denwest.

In 2012 the TRDC commenced receiving stock and first despatch from the then new site located in Tasmania Supermarkets in March 2012.

October 2019 then saw the commissioning of the newly built Temperature Controlled facility which was integrated into the TRDC site and resulted in the closure of the Broadbent Frozen & Chilled Distribution Centre.

Now in its 40th year, SIW employs over 400 Tasmanians at the TRDC, Western Junction and as an essential service, supplies around 70% of Tasmania's Groceries.

SIW are proud sponsors of Food Bank Tasmania

Delivering a proud history in Tasmania

1981 Community Company
8th April 1981 saw the construction of the Prospect DC in Launceston

1986 First warehouse DC in 1986

1990 Commercial centre stores in Southern Tasmania

1998 Prospect and Denwest DC Launceston airport supply to Woolworths and independent stores across the state

2008 Acquisition of Broadbent Regional DC (PDC) project and independent stores across the state

2012 Temperature Controlled Distribution Centre at Western Junction

2019 Composite Distribution Centre at Western Junction

Supply to all Woolworths, IGA, Sainsbury's and independent stores statewide

2021

TRDC at Western Junction
TRDC at Western Junction
TRDC at Western Junction
TRDC at Western Junction
TRDC at Western Junction

Statewide Independent Wholesalers Ltd, 8 Transline Avenue, Western Junction, Tasmania / Phone: 6391 0800



STATEWIDE INDEPENDENT WHOLESALERS



KEY INITIATIVES 2021/22

- Grow our core business
- Improve team member engagement
- Improve DC performance
- Develop and rollout enhanced safety program
- Deliver continuous improvement initiatives
- Deliver new ERP system (Pronto), EDI and charging model



STATEWIDE INDEPENDENT WHOLESALERS



KEY SAFETY INITIATIVES 2021/22

MYLife

THINK WORK HOME

SAFE





OUR 5 YEAR PLAN

BUILDING FOR THE FUTURE

DELIVERING OUR STRATEGY

Horizon 1 F21 - F23

ROI & future growth phase, providing capacity and flexibility to service our customers needs and promote a safer & simpler environment for our team members.

Horizon 2 F24 - F25

Providing end-to-end & value-added services that are aligned with our customer needs & market opportunities.

5 YEAR PLAN

Strengthen our foundation

F21

- Improve safety performance
- Enhance risk management
- Strengthen technological capability
- Develop leadership teams
- Enhance Continual Improvement

Enhance our capabilities & offer

F22

- Grow core business
- Improve team member engagement
- Improve DC performance
- Develop and roll out enhanced safety program
- Deliver continuous improvement initiatives
- Deliver new ERP System (Pronto) & Charging Model

Grow value for our customers & team members

F23

- Deliver enhanced commercial offer i.e 3PL
- Fully integrated operating systems
- Fully embed continuous improvement & safety culture
- Achieve Employer of choice
- Deliver business development plan initiatives

Market leading innovation

F24

- Develop freight solution hub
- Enhance DC technology
- Explore renewable energy solutions
- Optimise safety ecosystem
- Optimise broader joint venture opportunities

Optimisation

F25

- Achieve 5-year revenue build target
- Deliver best customer value proposition
- Achieve industry best practice
- Cultivate highly skilled & engaged workforce via a one-team culture and pay for performance

OUR CORE VALUES

Think Customer – We meet the needs of our customers – every day and in every role

OUR|VISION

To remain Tasmania's leading wholesaler of fast moving consumer goods.

Think Safety

Nothing is more important than everyone's safety

Think People

A workplace we are all proud of

Think Quality

Strive for excellence

Think Timeliness

On time, every time

Think Cost

Seek value in everything

OUR|MISSION

Delivering the goods by providing **S**ervice, **I**nnovation and **W**ellbeing to our retail partners and people.



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THANK YOU

DREW FREEMAN
General Manager SIW