

F24

Q3 Sales Announcement



Customer caution despite material moderation in inflation

It was a challenging quarter across the Group with a noticeable shift in customer sentiment and shopping behaviours since Christmas. Customer metrics and sales growth across the Group have been impacted but encouragingly, unit volumes and customer metrics improved as the quarter progressed and we expect more stable trading in Q4. Looking ahead, we continue to focus on providing value for our customers and making them feel valued.

Brad Banducci

Chief Executive Officer, Woolworths Group

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F24 Q3 Results

Total Group sales

\$16,800M

▲ 2.8% vs Q3 F23



Group eCom sales

\$1,931M

▲ 17.6% vs Q3 F23



Group VOC NPS

43

▼ 4 pts from March 2023



Mini Woolies goes international

New Zealand's first mini woolies store was officially opened in March with the launch of the program at Somerville School in Tamaki Makaurau. Established in Australia in 2018, mini woolies is a collaborative program between Woolworths and Fujitsu to provide hands-on learning experiences for students and job candidates living with disabilities. The program now operates in 57 locations across Australia and New Zealand, with the latest store opened in Tiwi in the Northern Territory, with over 4,000 young people provided with the opportunity to participate in the program since its establishment.

[Click here for more information](#)



Woolworths continues support of the ANZAC Appeal

Woolworths was proud to continue its long-standing partnership with the RSL in its tenth consecutive year through this year's ANZAC Appeal. As the only supermarket supporting the appeal, Woolworths, thanks to the support of team and customers, helped raise over \$600,000 through in-store sales of badges and wristbands with all funds donated directly to the RSL. In addition, sales of the Bakers Finest ANZAC biscuits endorsed by the RSL and sold all year round saw a fivefold increase in April, generating further revenue for the RSL to support veterans and their families.

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