

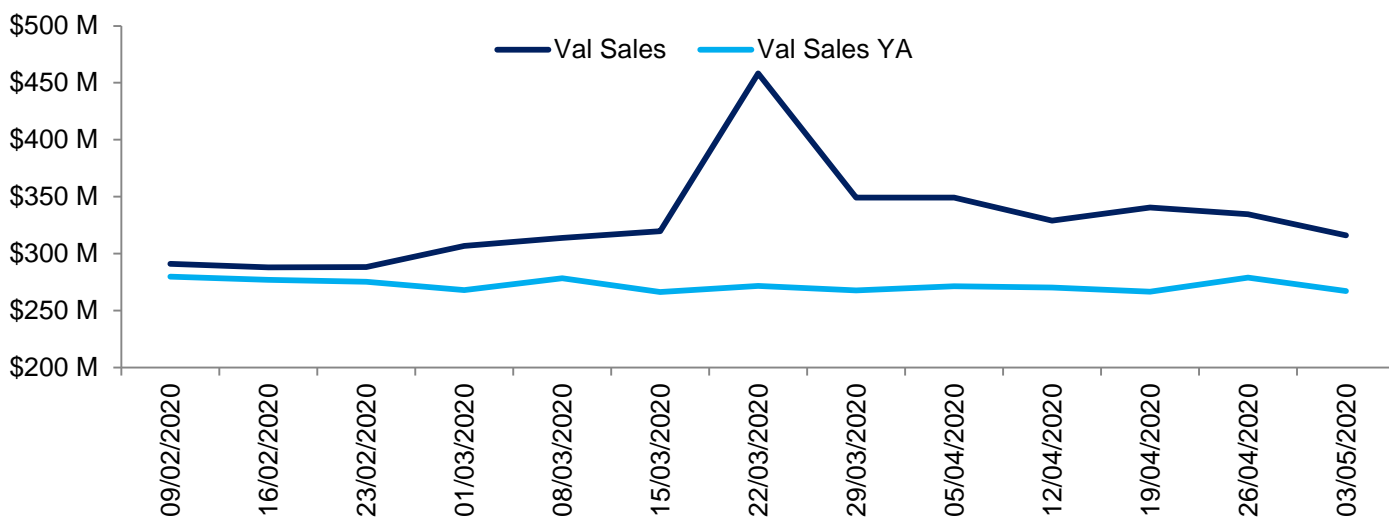
COVID-19

TRACKING THE IMPACT ON FMCG AND RETAIL

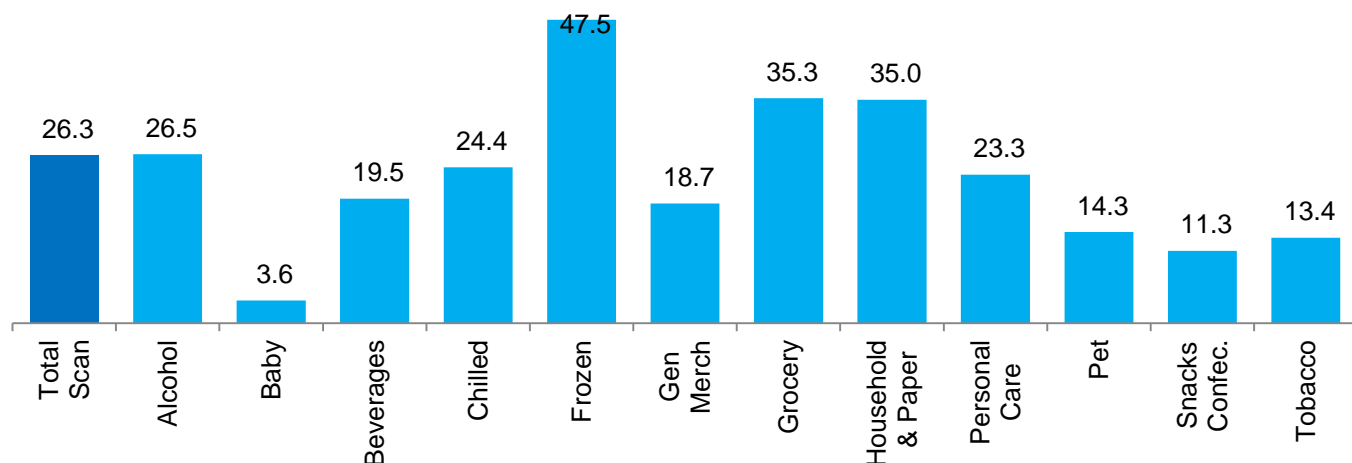
SALES VS LAST YEAR: 10 WEEKS TO 3 MAY 2020



\$ SALES OVER TIME



DEPARTMENT PERFORMANCE - \$ SALES % CHG VS YA



COVID-19

TRACKING THE IMPACT ON FMCG AND RETAIL

KEY MOVERS VS LAST YEAR

EDIBLES	\$ SALES	\$ +/- YA	\$ % CHG YA	\$ % CHG PP
BEER	\$164,058,001	\$46,019,731	39.0	7.4
PREPACKED SMALLGOODS	\$118,046,843	\$35,552,284	43.1	16.7
CHEESE EXCLUDING CULTURED	\$115,839,102	\$26,018,616	29.0	9.2
WINE	\$186,525,109	\$23,276,564	14.3	-0.2
BREAD	\$122,266,015	\$22,214,043	22.2	14.7
SNACKFOODS	\$109,924,256	\$19,507,193	21.6	8.2
FROZEN POULTRY	\$43,833,979	\$19,261,248	78.4	48.9
FROZEN VEGETABLES	\$48,176,342	\$18,091,514	60.1	64.3
COFFEE	\$68,300,945	\$17,448,288	34.3	28.8
BUTTER & MARGARINE	\$62,919,592	\$16,538,966	35.7	38.8
CONVENIENCE FOODS FROZEN	\$43,599,466	\$15,521,863	55.3	43.1
FRESH MILK & CREAM	\$106,363,559	\$14,120,470	15.3	8.3
EGGS	\$67,033,366	\$14,017,885	26.4	22.3
CONFECTIONERY	\$141,734,200	\$13,394,130	10.4	23.2
CARBONATED BEVERAGES	\$80,475,063	\$12,724,090	18.8	-8.7
BREAKFAST CEREALS	\$70,687,685	\$12,029,101	20.5	18.8
CANNED MEALS	\$27,524,462	\$11,747,929	74.5	81.1
MILK PRODUCTS	\$27,246,401	\$11,654,055	74.7	39.9
BAKING NEEDS	\$26,719,224	\$11,223,953	72.4	62.3
BISCUITS & RICE WAFER CAKES	\$94,022,142	\$10,920,653	13.1	11.3

NON-EDIBLES	\$ SALES	\$ +/- YA	\$ % CHG YA	\$ % CHG PP
TOILET TISSUES	\$51,448,392	\$15,368,226	42.6	34.9
PERSONAL WASH	\$33,070,960	\$12,882,469	63.8	50.2
TOBACCO	\$90,433,954	\$10,674,182	13.4	5.9
HOUSEHOLD CLEANERS	\$23,683,962	\$9,906,340	71.9	50.5
DISHWASH	\$23,550,962	\$7,447,119	46.2	36.3
HEALTH SUPPLEMENTS	\$29,237,068	\$7,124,751	32.2	33.7
HAIR CARE	\$33,431,835	\$6,179,910	22.7	19.5
FOODWRAPS & BAGS	\$32,262,526	\$6,015,423	22.9	7.6
LAUNDRY NEEDS	\$33,768,294	\$5,530,055	19.6	12.5
CAT FOOD	\$50,476,998	\$5,220,296	11.5	14.3
ORAL CARE	\$32,266,502	\$5,166,057	19.1	12.4
KITCHENWARE & HOMEWARE	\$13,466,181	\$4,586,883	51.7	21.1
PATENT MEDICINES REMEDIES	\$22,993,346	\$4,495,439	24.3	16.4
DOG FOOD	\$33,971,125	\$4,140,797	13.9	12.4
PET ACCESSORIES	\$23,423,940	\$4,115,146	21.3	13.8
INSECTICIDES, BAITS, POISON	\$12,085,251	\$3,823,954	46.3	-6.6
PAPER TOWELS	\$10,652,041	\$3,476,052	48.4	34.9
SANITARY PROTECTION	\$18,768,110	\$2,864,498	18.0	14.7
BATTERIES & TORCHES	\$9,729,630	\$2,687,728	38.2	28.2
BABY NEEDS	\$11,426,476	\$2,528,853	28.4	16.6

Source: Nielsen Scantrack | Total New Zealand Supermarkets | Period: 10 weeks to 3/05/2020

*Key Movers defined by dollar growth vs last year

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