

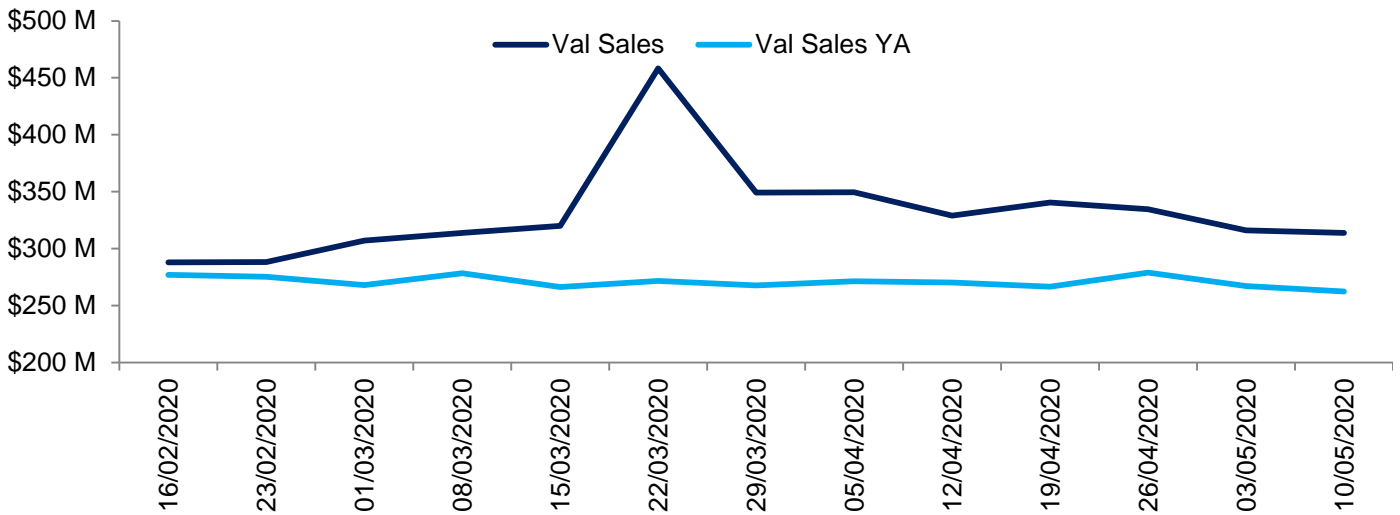
# COVID-19

## TRACKING THE IMPACT ON FMCG AND RETAIL

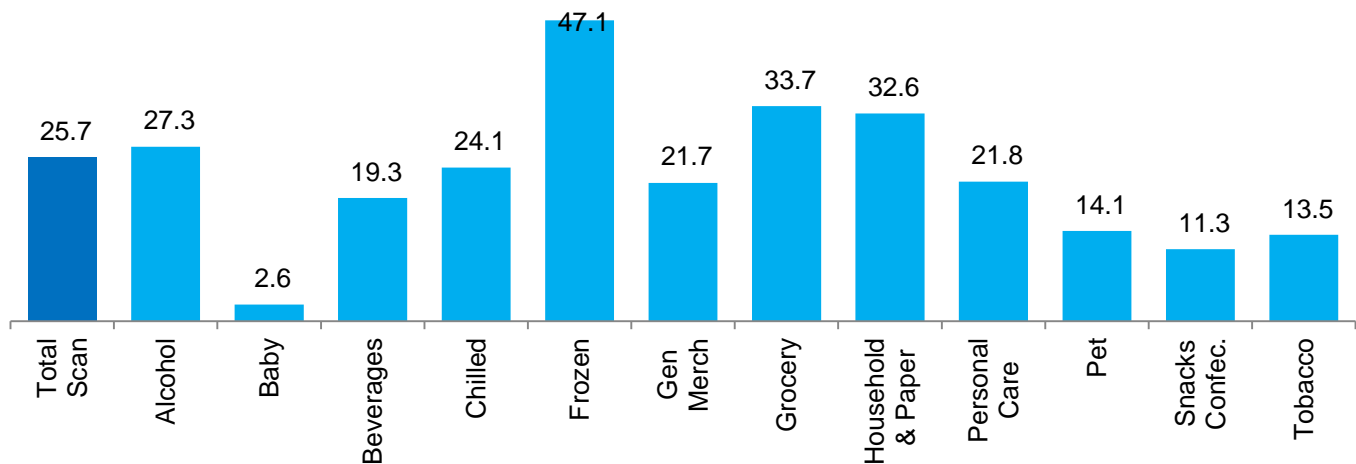
### SALES VS LAST YEAR: 11 WEEKS TO 10 MAY 2020



### \$ 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	\$179,200,366	\$51,206,412	40.0	6.0
PREPACKED SMALLGOODS	\$128,883,168	\$38,519,646	42.6	16.2
CHEESE EXCLUDING CULTURED	\$126,613,279	\$28,287,590	28.8	9.0
WINE	\$206,868,240	\$27,235,600	15.2	-1.3
BREAD	\$133,664,906	\$23,830,111	21.7	14.4
FROZEN POULTRY	\$48,067,321	\$21,064,352	78.0	45.6
SNACKFOODS	\$119,909,755	\$20,866,308	21.1	7.4
FROZEN VEGETABLES	\$52,443,376	\$19,243,027	58.0	62.8
COFFEE	\$75,147,901	\$19,049,270	34.0	28.5
BUTTER AND MARGARINE	\$68,707,573	\$17,854,362	35.1	37.1
CONVENIENCE FOODS FROZEN	\$47,536,129	\$16,663,465	54.0	41.4
CONFECTIONERY	\$155,342,284	\$15,679,901	11.2	16.3
FRESH MILK & CREAM	\$117,176,883	\$15,615,416	15.4	8.9
EGGS	\$73,482,656	\$15,283,870	26.3	22.8
CARBONATED BEVERAGES	\$87,580,500	\$13,913,187	18.9	-10.3
BREAKFAST CEREALS	\$76,612,447	\$12,214,659	19.0	17.4
MILK PRODUCTS	\$29,323,153	\$12,212,484	71.4	35.5
BAKING NEEDS	\$29,173,690	\$12,067,451	70.5	58.1
CANNED MEALS	\$29,187,642	\$11,940,582	69.2	73.8
BISCUITS & RICE WAFER CAKES	\$102,558,616	\$11,136,554	12.2	8.4

NON-EDIBLES	\$ SALES	\$ +/- YA	\$ % CHG YA	\$ % CHG PP
TOILET TISSUES	\$54,618,629	\$15,004,983	37.9	29.7
PERSONAL WASH	\$36,036,452	\$13,865,689	62.5	49.1
TOBACCO	\$99,281,271	\$11,823,868	13.5	5.8
HOUSEHOLD CLEANERS	\$25,424,561	\$10,378,255	69.0	47.2
DISHWASH	\$25,507,976	\$7,829,456	44.3	34.1
HEALTH SUPPLEMENTS	\$31,482,320	\$7,170,151	29.5	31.0
HAIR CARE	\$36,579,623	\$6,620,030	22.1	18.4
FOODWRAPS & BAGS	\$34,914,125	\$6,159,112	21.4	5.6
KITCHENWARE & HOMEWARE	\$15,333,391	\$5,558,068	56.9	25.3
CAT FOOD	\$55,405,267	\$5,543,553	11.1	13.7
LAUNDRY NEEDS	\$36,310,694	\$5,362,083	17.3	9.9
ORAL CARE	\$34,963,634	\$5,228,977	17.6	10.2
PET ACCESSORIES	\$25,893,609	\$4,713,766	22.3	13.9
PATENT MEDICINES REMEDIES	\$24,780,144	\$4,519,377	22.3	14.1
DOG FOOD	\$37,209,777	\$4,400,540	13.4	11.6
INSECTICIDES, BAITS & POISON	\$12,775,768	\$4,069,466	46.7	-10.4
PAPER TOWELS	\$11,486,594	\$3,613,926	45.9	32.6
BATTERIES & TORCHES	\$10,787,054	\$3,121,073	40.7	27.8
SANITARY PROTECTION	\$20,078,057	\$2,595,563	14.8	11.3
BABY NEEDS	\$12,271,424	\$2,536,349	26.1	14.2

Source: Nielsen Scantrack | Total New Zealand Supermarkets | Period: 11 weeks to 10/05/2020

\*Key Movers defined by dollar growth vs last year

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