



2020 AT A GLANCE

Group sales
\$3.2B
up 3.3% on last year¹

 Reported
NPAT
\$44.5M
down 32% on last year²


\$80.7M
 Adjusted
NPAT
up 9.0% on
last year³

\$168.1M
Net cash
at year-end 

 **103.2%**
growth in Click
& Collect sales

Online sales
made up
11.4%
of total
Group sales 

 **+96%**
growth in
The Warehouse
app sales

55.2%
 growth in
online sales



2.3M customer
store visits
per week⁴



7 WEEKS

Loss in sales during the first lockdown

\$265M



67% decrease in sales

circa **11,000**

Employees received full wages and salaries

1.25M

online orders placed during alert levels 4-2



105 stores operated as fulfilment centres⁵



Over **6,000**

products have sustainability attributes or packaging accounting for over \$100 million annual sales

we have diverted

77%

of operational waste from landfills



over **\$3.9M** 

fundraised for New Zealand charities and communities in FY20

1. FY20 had 53 weeks compared to 52 weeks in FY19. On a 52 week like-for-like basis, FY20 Group Sales saw an increase of 1.5% compared to FY19.

2. Excluding the receipt of the wage subsidy received, the Reported NPAT would have been a loss of \$4.3 million.

3. Adjusted NPAT is a non-GAAP measure. A reconciliation between Adjusted and Statutory NPAT is located in note 5 of the financial statements (page 59)

4. Excluding weeks impacted by store closures during COVID-19 lockdown periods.

5. 30 The Warehouse and Warehouse Stationery stores and 75 Noel Leeming stores