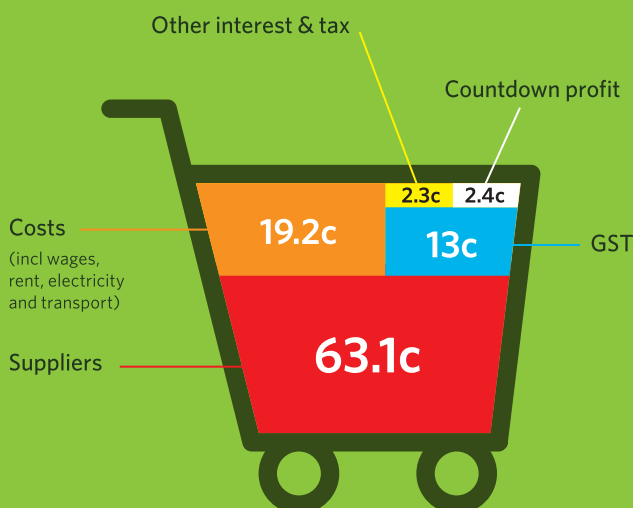


At Woolworths NZ we're proud to be part of more than 250 communities, an employer of 20,000 hard-working Kiwis, and an organisation that works closely with local farmers and growers. We welcome the Retail Grocery Market Study to help ensure the sector is working well for all Kiwis.



Did you know?

Our profit is 2.4c in every \$1 spent in our stores.

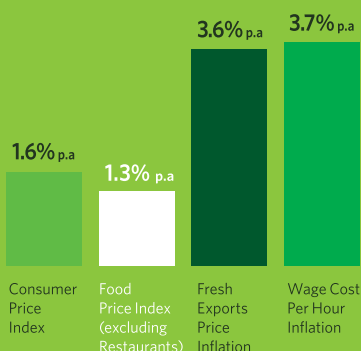


Based on FY20 results

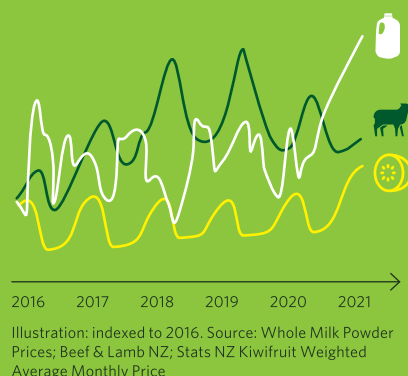
Aotearoa is small, long, remote and made up of islands. Getting things here and moving things around is expensive, whether that's food or anything else.



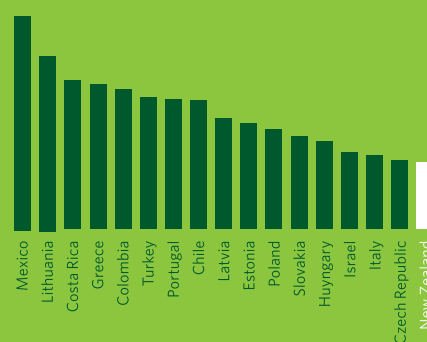
In the last ten years, grocery prices have grown at less than inflation.



Anything that NZ exports or is weather-dependent goes up and down in price all the time.



NZ is 17th in the OECD for grocery spend as a % of national income.



Source: World Bank, ICP 2017 results and World Bank DataBank, World Development Indicators.



We support changes that will deliver a good deal for Kiwis

- ✓ A mandatory Grocery Code to ensure small suppliers in particular get a fair go.
- ✓ Mandatory Unit Pricing to make things clearer for shoppers.
- ✓ Clearer Ts & Cs for loyalty programmes.
- ✓ Clearer guidance on the way specials and promotions are communicated.
- ✓ Removing property covenants and lease restraints.
- ✓ Changes to planning laws to make it easier for anyone to build a supermarket.
- ✓ Oversight from a grocery watchdog or something similar.

We think these are some big changes that will help the Commission and the Government achieve their objectives.

But we don't support adding cost or complexity



- ? The grocery sector has lots of moving parts: suppliers, products, stores, online shopping, trucks, distribution centres, food safety, and ever-changing customer needs.
- ? A connected and integrated network helps us to be efficient and agile (like in a COVID-19 lockdown, for example).
- ? We are open to voluntary wholesale supply if it's required, but it's not as simple as it sounds. It makes sense to allow time for other changes to play out.
- ? Untested ideas like breaking up supply chains, and regulating food prices or access, could make things more complex, discourage innovation, and increase costs for Kiwis.

We think a lot more time and thought needs to go into suggestions like these to know if they are truly beneficial for New Zealand.



20,000
Kiwis work
in our stores



Together with our partners, we are currently investing over \$1 billion into new stores, further digital innovation, new produce and packaged distribution centres, and a new meat plant to strengthen the supply chain.

More than 12% of our sales are now online, which is amongst the highest in the world for any retailer. With Scan & Go, automation, our app and online shopping, we have already brought some of the world's best online shopping innovation to NZ.



Foodfor good.

We are proud to partner with some amazing charities and have ambitious sustainability goals to contribute positively to Aotearoa for the long-term.