

30 April 2026

ASX Market Announcements Office  
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## Third Quarter Sales Results

Attached for release to the market are the Third Quarter Sales Results for the 13 week period ended 5 April 2026.

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# Third Quarter Sales Results

Financial Year 2026 for the 13 weeks ended 5 April 2026

30 April 2026



## Strong Q3 sales; putting customers first in navigating a more uncertain outlook

Group sales

**\$18.1B**

▲ 4.5% on Q3 F25

Group eCommerce sales

**\$2.7B**

▲ 20.2% on Q3 F25

Group VOC NPS

**47**

▲ 3 pts on March 2025

### Q3 F26 summary

- Australian Food sales up 5.9% with Woolworths Food Retail sales up 7.3% (ex. Tobacco), led by eCom
- New Zealand Food sales<sup>1</sup> increased by 1.4% (Easter adjusted: 2.1%) in a slower market
- BIG W sales up 3.9% (Easter adjusted: 1.1%); quality of sales remains strong
- Group VOC NPS up 3 points on the prior year but down on Q2 reflecting seasonal trends and disruptions
- Outlook more uncertain but remain committed to being first choice for customers

**Woolworths Group CEO, Amanda Bardwell, said:** "In Q3 we made further progress on our strategic priorities with investment in value, fresh, convenience and execution delivering improved sales momentum in Australian Food which drove strong Group sales growth.

"Looking ahead, the conflict in the Middle East is creating greater uncertainty for our customers, suppliers and team at a time when cost-of-living pressures are already acute. While the impact on the Group to date has been limited, higher fuel costs and secondary effects are likely to have an increasing inflationary impact as we move through the calendar year. By putting customers first and maintaining a strong focus on productivity and cost discipline, I am confident we can navigate the current environment to continue to build a stronger, more resilient business while balancing the needs of all our stakeholders."

Group Q3 sales growth of 4.5% was driven by strong **Australian Food** sales growth of 5.9% with Woolworths Food Retail sales also increasing by 5.9% (7.3% ex Tobacco). Improved trading momentum in Q2 continued into Q3 through strong item growth. Growth also benefitted from cycling the residual impacts of industrial action in the prior year and stocking up by customers in some pantry and household items in the latter part of the quarter.

Customer scores remained above the prior year due to improvements in key metrics like Value for Money and Out of Stocks; however, declined compared to Q2 reflecting seasonal trends, a rapid reduction in consumer confidence in Q3 and some operational disruptions. Building inflationary pressures did not have a material impact in Q3 with average prices declining on the prior year due to price investment. eCommerce and Media, Rewards & Services growth remained strong increasing by 23.8% and 10.8% compared to the prior year. Enhanced Rewards offers and campaigns drove strong member engagement and record active members.

**Australian B2B** sales growth remained solid at 4.9% in Q3 driven by PFD, export meat sales and PC+. Strong QSR sales supported PFD growth with Food Service sales moderating in March.

**New Zealand Food** sales<sup>1</sup> increased by 1.4% in Q3 (Easter adjusted: 2.1%) with growth rates in the quarter reflecting lower market growth, a highly competitive market and some disruption from the new store operating model leading to a more subdued H2 outlook.

In **W Living**, BIG W Q3 sales increased by 3.9% (Easter adjusted: 1.1%). The quality of sales remained strong with more full priced sales reflecting an improved Clothing performance and solid Easter trading. Petstock sales grew by 15.9% through new stores, acquisitions and solid comparable sales growth.

### Third quarter sales

\$ MILLION	Q3'26	Q3'25 <sup>2</sup>	CHANGE
Australian Food	13,828	13,060	5.9%
Australian B2B	1,508	1,438	4.9%
New Zealand Food (AUD)	1,817	1,918	(5.2)%
<i>New Zealand Food (NZD)</i>	<i>2,148</i>	<i>2,118</i>	<i>1.4%</i>
W Living	1,269	1,210	4.8%
Other <sup>3</sup>	67	59	13.6%
Intersegment eliminations and reclassifications <sup>4</sup>	(394)	(375)	5.0%
<b>Total third quarter Group sales</b>	<b>18,095</b>	<b>17,310</b>	<b>4.5%</b>

1 New Zealand dollars

2 Q3'25 restated to reflect Everyday Market and Healthylife moving to Australian Food from W Living. See Appendix Two

3 Other includes revenue from Quantum

4 Intersegment eliminations and reclassifications represent the elimination of intersegment revenue of \$308m (Q3 F25: \$297m) and the reclassification of freight revenue of \$66m (Q3 F25: \$78m) recognised in Australian B2B that is reclassified and recognised as a reduction to cost of sales at a Group level

# Group update and outlook

**Woolworths Group CEO, Amanda Bardwell, said:** “We are seeing early signs that the conflict in the Middle East is impacting our customers and team, many of whom were already experiencing significant cost-of-living pressures. Our primary focus since March has been to take the necessary steps across the Group to minimise the impact on customers, while also recognising the genuine cost pressures being felt by our suppliers and transport partners. The Group has mobilised rapidly to respond to this environment and we are engaging regularly with Government as their response plans are developed.

“Fundamental to our plans is our Group-wide commitment to making every dollar count and becoming a more efficient and resilient business as we outlined in August. This will enable us to continue to invest in lower prices, better experiences, and greater convenience for our customers which will deliver long-term value creation for shareholders.”

In **Australian Food**, Woolworths Food Retail sales for March and April to date<sup>1</sup> have increased by 5.4% (6.5% ex Tobacco) with underlying trading momentum remaining solid despite some signs of increased customer caution. A trading update for March and April has been provided as it includes Easter and ANZAC Day in both periods noting weekly comparisons are difficult due to volatility caused by timing differences, with March also benefitting from pantry stocking and cycling industrial action impacts in the prior year.

Reported F26 Australian Food EBIT growth is still expected to be in the mid to high single digit range but no longer at the upper end of the range. This reflects incremental costs associated with direct fuel exposures in Q4 as well as investments to support customers in managing their budgets in a period of rising inflation including the Price Freeze announced today.

In **New Zealand Food**, market growth has continued to slow and the market remains highly competitive with discounters benefitting from a flight to value. While New Zealand Food’s transformation will continue in H2, progress will be slower than previously anticipated with lower sales growth, higher fuel costs and store operating model disruption expected to result in H2 F26 EBIT (NZD) being modestly below H2 F25. F26 EBIT (NZD) is still expected to be above F25.

While **BIG W** sales growth remains modest, the quality of sales is strong and BIG W remains on track to deliver positive EBIT and cash flow for F26 in line with previous expectations.

It is still too early to predict with any certainty the direct and indirect impacts on F27 from the conflict in the Middle East and how this will impact customer shopping behaviours. The Group will provide a further update at its F26 full year results in August.

<sup>1</sup> Period from 9 March 2026 to 28 April 2026 compared to 10 March 2025 to 29 April 2025

# Australian Food

## Sales performance by business

\$ MILLION	Q3'26	Q3'25'	CHANGE
Woolworths Food Retail (Stores and eCommerce) <sup>2</sup>	13,687	12,919	5.9%
WooliesX (including eCommerce) <sup>3</sup>	2,603	2,138	21.7%
Elimination of eCommerce sales <sup>4</sup>	(2,265)	(1,830)	23.8%
Intrasegment eliminations <sup>5</sup>	(197)	(167)	18.0%
<b>Total Australian Food sales</b>	<b>13,828</b>	<b>13,060</b>	<b>5.9%</b>
External sales <sup>6</sup>	13,784	13,023	5.8%
Intersegment sales <sup>7</sup>	44	37	20.0%
<b>Total Australian Food sales</b>	<b>13,828</b>	<b>13,060</b>	<b>5.9%</b>

## Woolworths Food Retail sales performance

\$ MILLION	Q3'26	Q3'25'	CHANGE
Woolworths Supermarkets (store-originated)	10,996	10,671	3.0%
Metro (store-originated)	426	418	1.9%
Pick up eCommerce sales	919	737	24.6%
Sales to customers visiting a store	12,341	11,826	4.4%
Delivery eCommerce sales (including MILKRUN)	1,346	1,093	23.1%
<b>Woolworths Food Retail (Stores and eCommerce)</b>	<b>13,687</b>	<b>12,919</b>	<b>5.9%</b>

## WooliesX sales performance by business

\$ MILLION	Q3'26	Q3'25'	CHANGE
eComX <sup>8</sup>	2,265	1,830	23.8%
Digital & Media, Rewards & Services and HomeRun	633	571	10.8%
<b>Total WooliesX sales</b>	<b>2,898</b>	<b>2,401</b>	<b>20.7%</b>
Intrasegment eliminations and reclassifications <sup>9</sup>	(295)	(263)	12.3%
<b>WooliesX sales after eliminations and reclassifications</b>	<b>2,603</b>	<b>2,138</b>	<b>21.7%</b>

## Woolworths Food Retail operating metrics

	Q3'26	Q3'25
<b>Customer metrics<sup>10</sup></b>		
VOC NPS (Store and Online)	47	43
Store-controllable VOC (%)	77	75
<b>Sales metrics</b>		East-adj <sup>11</sup>
Total sales growth	5.9%	3.6%
Comparable sales growth	5.3%	3.0%
Comparable transactions growth	1.9%	1.3%
Comparable items per basket growth	2.4%	0.3%
Comparable item growth	4.3%	1.6%
<b>Change in average prices</b>		
Total	(0.8)%	0.0%
Total excluding Tobacco	(1.0)%	(0.5)%
Total excluding Tobacco and Fruit & Veg	(0.7)%	(1.2)%

## WooliesX operating metrics

	Q3'26	Q3'25
<b>eCommerce sales metrics</b>		
eCommerce penetration	16.6%	14.2%
Pick up mix (% of eCommerce sales)	41.8%	41.4%
<b>Group digital platforms</b>		
Average weekly traffic (million)	31.0	28.1
Average weekly traffic growth (year on year)	10.5%	3.0%
<b>Everyday Rewards</b>		
Active members (million) <sup>12</sup>	10.7	10.3
Tag rate (% of sales) <sup>13</sup>	73.2%	72.9%

# Australian Food

## Trading performance

Customer metrics increased on the prior year with VOC NPS (Store and Online) of 47 and Store-controllable VOC of 77% up four points and two points respectively. Improvements compared to the prior year reflect increases in key VOC metrics like Out of Stocks and Value for Money. Compared to Q2, customer metrics softened reflecting the seasonal Christmas peak, some operational disruption following trading volatility in the quarter, as well as the impact from an overall decline in consumer sentiment driven by cost-of-living pressures and economic concerns.

**Australian Food** total sales increased 5.9% in Q3 to \$13,828 million with strong growth from stores and eCommerce as well as complementary services (Media, wPay, Rewards & Services).

Weekly traffic to Group digital platforms averaged 31.0 million, up 10.5% on the prior year supported by improvements to the Woolworths app search functionality and new digital tools including Snap & Shop and smart baskets, helping customers build predictive baskets based on their shopping history.

## Woolworths Food Retail

**Woolworths Food Retail** sales increased 5.9% (7.3% ex Tobacco) in Q3 with strong item growth the key driver. Trade investments in Everyday Rewards, eCommerce offers, a strong promotional program and solid Easter trade all supported growth. Cycling the residual impacts of industrial action in the prior year and some pantry stocking in March also provided a temporary sales benefit. Comparable sales increased by 5.3% in Q3 with transactions and items per basket growing on the prior year. Woolworths Supermarkets store-originated sales grew 3.0% (4.5% ex Tobacco) driven by item growth and investment in the store network. Overall availability remained strong despite some challenges related to adverse weather and rail outages in Q3; however, opportunities for further improvement remain.

Easter-adjusted sales have not been reported for Woolworths Food Retail for Q3 due to the impact of cycling industrial action in the prior year, some pantry stocking in March and a change in timing of Easter and school holidays.

By category, Fresh sales grew 8.0% in Q3 with double-digit growth in Meat and Seafood as well as strong growth in Everyday Chilled as customer demand for high protein yoghurts and desserts continues to increase. Grocery Food sales grew 9.8% supported by Drinks, Health & Wellness and Snacking which benefitted from Easter in the quarter. Everyday Needs sales grew modestly on the prior year following progress to address range and pricing gaps in key categories. Within Everyday Needs, Home Essentials showed the strongest improvement, driven by a strong promotional program, particularly in storage and cleaning. Tobacco sales declined 42% compared to the prior year with a modest improvement in trend compared to Q2.

Own and exclusive brand sales increased 6.7% in Q3 with growth in Grocery Food and Fresh partially offset by lower growth in Everyday Needs. During the quarter 123 new own brand products were launched including new products across globally inspired ranges La Mesita (Mexican), Lantern Alley (Asian) and La Gina (Italian).

Average prices (ex Tobacco) in Q3 declined 1.0% compared to the prior year. Lower prices in Home Essentials, Fruit, and Snacking were somewhat offset by ongoing cost pressures in Meat.

During the quarter, ten supermarket renewals were completed and one supermarket and one Metro was closed.

## WooliesX

**eComX** sales in Q3 increased 23.8% and penetration reached 16.6%, up 2.4 pts on the prior year.

On Demand continues to drive eCommerce delivery growth with 47% of delivery sales now fulfilled within two hours, up 8 pts on the prior year as customers seek increased convenience. Growth was supported by the continued expansion of MILKRUN and a new partnership with DoorDash in the quarter with On Demand delivery available in over 800 stores. Pick up mix increased by 0.3 pts compared to the prior year to 41.8%. Four Direct to Boots were added in Q3 bringing the total to 782 locations, and Direct to Boot Now was added to 43 stores taking the total to 616 locations.

**Complementary services** (Media, wPay, Reward & Services) sales increased by 10.8% in Q3. Cartology momentum improved compared to H1 with a revenue increase of 14.4% driven by the Food portfolio and successful events including Easter and the Fissler cookware continuity program. A highlight for the quarter was the migration of Sponsored Search onto Cartology Ads Manager, enabling self-service capabilities for clients.

Everyday Mobile and Everyday Insurance customers reached a combined 1.2 million in Q3, up 5% on the prior year. Everyday Rewards saw record levels of member engagement with active members reaching 10.7 million and member sales growing faster than non-member sales. Continued investment in Everyday Rewards offers to provide members with more value included Points Blitz, Boost your Budget and Fissler cookware launched in the quarter.

During the quarter three new Mini Woolies locations were opened and soft plastics recycling services were restored to a further 59 stores, bringing the total to over 650.

1 Q3'25 restated to reflect Everyday Market and Healthylife moving to Australian Food from W Living. See Appendix Two

2 Woolworths Food Retail includes Woolworths Supermarkets, Metro, WooliesX B2C eCommerce, Woolworths at Work, MILKRUN, Healthylife and Everyday Market

3 WooliesX includes eComX, Digital & Media, Rewards & Services and HomeRun

4 Eliminations reflect the reversal of eCommerce sales which are included in both Woolworths Food Retail and WooliesX

5 Intra-segment eliminations primarily relates to the elimination of Everyday Rewards revenue from the sale of points and payment processing services within Australian Food

6 External sales have been restated to reflect the transfer of Healthylife and Everyday Market to eComX from W Living

7 Intersegment sales primarily relate to Everyday Rewards revenue from the sale of points, payment processing services and sale of goods to other segments within the Group eComX includes B2C eCommerce, Woolworths at Work, MILKRUN, Healthylife and Everyday Market

8 Intra-segment eliminations and reclassifications represent the elimination of intercompany Everyday Rewards revenue from the sale of points, HomeRun, gift cards, payment processing services within WooliesX and the reclassification of Cartology revenue to cost of sales

9 Customer metrics represent the final month of the quarter

10 Adjusted for the non-comparable timing of Easter

11 Registered Everyday Rewards members that have scanned their card at any Woolworths Group banner or Everyday Rewards partner in the last 12 months

12 Includes Woolworths Supermarkets (Stores and B2C eCommerce), Metro and MILKRUN

# Australian B2B

## Sales performance by business

\$ MILLION	Q3'26	Q3'25	CHANGE
B2B Food	937	855	9.6%
B2B Supply Chain	571	583	(2.1)%
<b>Total Australian B2B sales</b>	<b>1,508</b>	<b>1,438</b>	<b>4.9%</b>
External sales	1,245	1,179	5.6%
Intersegment sales <sup>1</sup>	263	259	1.4%
<b>Total Australian B2B sales</b>	<b>1,508</b>	<b>1,438</b>	<b>4.9%</b>

<sup>1</sup> Intersegment sales primarily represent the sale of goods from PFD and SIW to Australian Food

## Trading performance

**Australian B2B** total sales increased by 4.9% in Q3 to \$1,508 million driven by strong growth in B2B Food.

**B2B Food** sales in Q3 increased 9.6% to \$937 million or 8.1% on an Easter-adjusted basis. PFD sales increased 7.3% driven by strong growth in the QSR channel. Adjusting for the timing of Easter, PFD sales increased 5.7% with more subdued growth in the Food Service channel in March compared to prior periods reflecting increased customer caution.

Export Meat sales increased by 47.6% reflecting strong demand and elevated export prices.

**B2B Supply Chain** sales decreased 2.1% to \$571 million driven by a decline in SIW revenue due to lower Tobacco sales. Excluding Tobacco, B2B Supply Chain sales increased 4.2%. Growth in PC+ of 3.5% was driven by higher volumes across road and rail freight and continued momentum across warehousing.

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# New Zealand Food

## Sales performance by business

\$ MILLION (NZD)	Q3'26	Q3'25	CHANGE	EAST-ADJ
Woolworths New Zealand Supermarkets (store-originated)	1,616	1,624	(0.5)%	
eCommerce	334	313	6.8%	
Other revenue <sup>1</sup>	202	181	11.2%	
Intrasegment eliminations <sup>2</sup>	(4)	-	n.m.	
<b>Total New Zealand Food sales</b>	<b>2,148</b>	<b>2,118</b>	<b>1.4%</b>	<b>2.1%</b>

## Operating metrics

	Q3'26	Q3'25
<b>Customer metrics<sup>3</sup></b>		
VOC NPS (Store and Online)	40	40
Store-controllable VOC (%)	78	79
<b>Sales metrics</b>		
	East-adj <sup>4</sup>	East-adj <sup>4</sup>
Total sales growth	2.1%	4.4%
Comparable sales growth	2.4%	3.8%
Comparable transactions growth	0.3%	0.5%
Comparable items per basket growth	(0.4)%	1.4%
Comparable item growth	(0.1)%	1.9%
<b>Change in average prices</b>	0.5%	(0.3)%
<b>eCommerce and loyalty</b>		
eCommerce penetration	15.5%	14.8%
Active Everyday Rewards members (million) <sup>5</sup>	2.1	2.1
Tag rate (% of sales) <sup>6</sup>	78.9%	76.2%

1 Includes franchise and export sales

2 Intrasegment eliminations primarily relates to the elimination of sales of Everyday Rewards points within New Zealand Food and sales from The Kitchenary New Zealand to Woolworths New Zealand Supermarkets

3 Customer metrics represent the final month of the quarter

4 Adjusted for the non-comparable timing of Easter

5 Registered Everyday Rewards members that scanned their card at any Woolworths Group banner or partner in the last 12 months

6 Woolworths New Zealand Supermarkets only (Stores and eCommerce)

## Trading performance

New Zealand Food's customer metrics softened in Q3 with VOC NPS (Store and Online) of 40 in line with the prior year, but down four points compared to Q2 driven by a moderate decline in store metrics. The declines reflect the Christmas seasonal peak, operational impacts related to the roll out of the new store operating model and a decline in consumer sentiment. Availability and eCommerce pick up services were impacted disproportionately by the operating model changes. Store-controllable VOC of 78% was down one point on the prior year and two points compared to Q2.

New Zealand Food's total sales in Q3 increased 1.4% to \$2,148 million. Easter-adjusted comparable sales increased by 2.4% with items flat reflecting a challenging and highly competitive environment as well as operational impacts from the new store operating model. By category, growth in Meat, Seafood and Fruit & Vegetables drove Fresh sales growth of 1.5%. Long Life sales were in line with the prior year with an increase in Grocery Food and Frozen offset by a decline in Everyday Needs.

Average prices in Q3 increased by 0.5% compared to the prior year, a small moderation compared to Q2. Lower inflation in Chilled supported by declining global Dairy prices was somewhat offset by higher livestock prices in Meat and inflation in Fruit & Vegetables driven by weather-related supply issues.

eCommerce sales in Q3 increased 6.8% to \$334 million with penetration of 15.5% increasing 0.7 pts compared to the prior year. On Demand propositions continued to drive growth in the quarter with online orders fulfilled within two hours increasing to 25%, up 2.4 pts compared to the prior year. Direct to Boot was added to four stores in the quarter bringing the total network to 60 locations at the end of Q3.

Other revenue increased by 11.2% in Q3 with strong growth in FreshChoice supported by the conversion of a Woolworths to FreshChoice, eCommerce growth, the launch of Everyday Rewards across the network and a stronger regional performance. Everyday Rewards member engagement strengthened in the quarter supported by the upweighting of the Member Pricing program with active Everyday Rewards members growing 2% compared to Q2 and improvements in tag rates and Reward NPS advocacy.

Woolworths New Zealand continued to support its communities through its Christmas fundraising appeal, raising over \$420,000 for the Salvation Army, including a direct donation of \$100,000. In addition, over \$190,000 was donated to food rescue organisations during the quarter through food rescue grants.

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## Sales performance by business

\$ MILLION	Q3'26	Q3'25 <sup>1</sup>	CHANGE
BIG W (including BIG W Market)	1,032	994	3.9%
Petstock	237	204	15.9%
MyDeal	-	12	n.m.
<b>Total W Living sales</b>	<b>1,269</b>	<b>1,210</b>	<b>4.8%</b>

## BIG W sales performance

\$ MILLION	Q3'26	Q3'25 <sup>1</sup>	CHANGE	EAST-ADJ
BIG W (store-originated)	920	899	2.4%	
eCommerce (including BIG W Market)	112	95	17.9%	
1P	99	88	12.9%	
BIG W Market	13	7	79.0%	
<b>Total BIG W sales</b>	<b>1,032</b>	<b>994</b>	<b>3.9%</b>	<b>1.1%</b>

\$ MILLION	Q3'26	Q3'25	CHANGE
Total BIG W GTV sales	1,116	1,048	6.5%

## BIG W operating metrics

	Q3'26	Q3'25
<b>Customer metrics<sup>2</sup></b>		
VOC NPS (Store and Online)	62	63
Store-controllable VOC (%)	83	83
<b>Sales metrics</b>		
	East-adj <sup>3</sup>	East-adj <sup>3</sup>
Total sales growth	1.1%	2.4%
Comparable sales growth	0.7%	1.7%
Comparable transactions growth	(0.3)%	2.6%
Comparable items per basket growth	(1.9)%	2.2%
Comparable item growth	(2.2)%	4.9%
<b>eCommerce and loyalty</b>		
eCommerce penetration (GTV)	17.5%	14.2%
eCommerce sales growth <sup>4</sup>	17.9%	12.8%
eCommerce penetration	10.8%	9.5%
Tag rate (% of sales) <sup>5</sup>	65.8%	65.1%

1 Q3'25 restated to reflect Everyday Market and Healthylife moving to Australian Food from W Living. BIG W Market revenue is reflected in total BIG W sales

2 Customer metrics represent the final month of the quarter

3 Adjusted for the non-comparable timing of Easter

4 Includes BIG W Market

5 Store-originated and eCommerce 1P sales only

## Trading performance

W Living total sales in Q3 increased by 4.8% to \$1,269 million reflecting BIG W total sales growth of 3.9% and Petstock growth of 15.9%.

### BIG W

BIG W's customer metrics remained strong in Q3 and were largely unchanged on prior periods with VOC NPS (Store and Online) increasing two points compared to Q2 driven by improvements in eCommerce metrics and declining one point on the prior year. Store-controllable VOC increased one point compared to Q2 and was unchanged on the prior year.

BIG W total sales increased by 3.9% to \$1,032 million with Easter-adjusted comparable sales increasing 0.7% on the prior year. Total dollars transacted under the BIG W brand (total GTV sales) increased by 6.5% or 3.8% on an Easter-adjusted basis. Summer seasonal clearance activity in the prior year led to comparable items decreasing by 2.2%, however this was offset by an increase in average selling prices from a higher mix of full price sales.

By trading segment, Clothing continued to strengthen, benefitting from strong sell-through of Summer, a successful launch of Winter ranges and improved availability supported by RFID technology. Play growth was solid driven by Toys, which offset the impact of cycling several strong product launches across Tech and Gaming in the prior year. Trading momentum in Home continued with a strong performance in expanded Openook own brand ranges; however, branded promotional lines were more subdued. Everyday remained challenged with categories not benefitting from Easter seasonal trade below the prior year. Plans are underway to improve performance including the Big Price Drops campaign launched in April.

BIG W's eCommerce sales of \$112 million increased by 17.9%. eCommerce GTV sales of \$195 million increased by 30.8% with eCommerce GTV penetration reaching 17.5% in the quarter, up 3.4 pts compared to the prior year. Average weekly traffic to the BIG W website and app grew 11% in the quarter.

During the quarter BIG W raised over \$287,000 for its children's hospital and research partners across Australia through the sale of Easter fundraising tokens, charity gift wrap and art bags.

## Petstock

Petstock sales in Q3 increased 15.9% to \$237 million with growth benefitting from new store openings in prior periods, franchise site repurchases and the acquisition of own brand pet food manufacturing and accessories businesses in Q3 F25. Comparable sales increased by approximately 4% driven by strong eCommerce growth following price investment, and the launch of the new Pet Cash loyalty program. Own and exclusive brand sales increased approximately 30% with strong growth in cat and dog food brands Be Frank, Dog n Bone, Go Get and Lexi & Me. In the quarter, Billie's Bowl was also launched in Woolworths Supermarkets as the Group begins to leverage the strength of the Petstock own brand portfolio.

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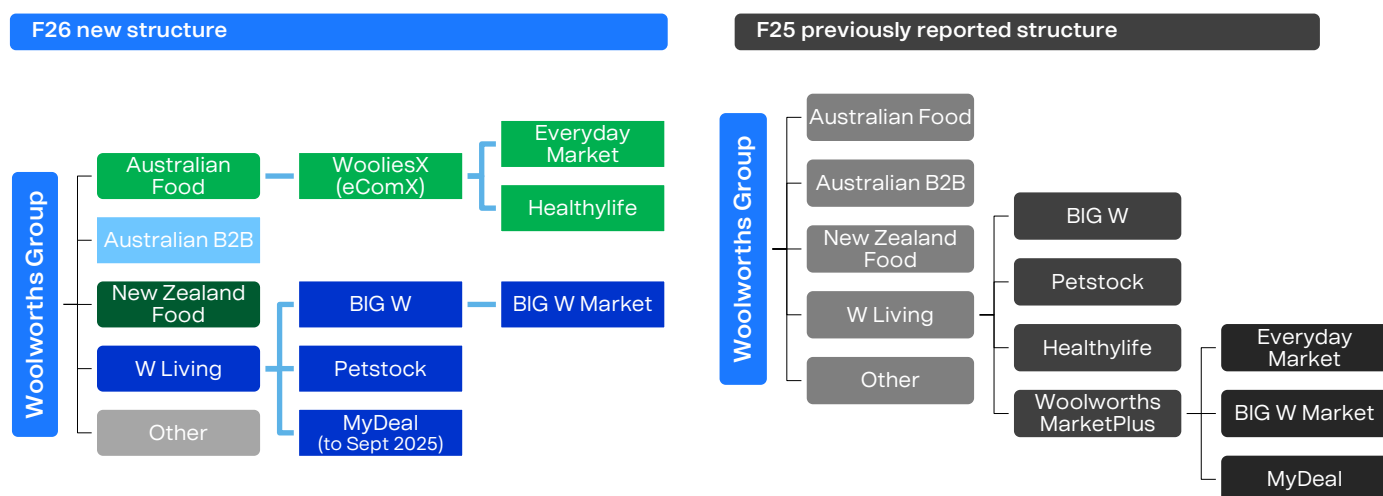
# Appendix

## Appendix One: New stores and renewals

Q3'26	GROSS NEW STORES (INC. ACQUISITIONS)	NET NEW STORES (INC. ACQUISITIONS)	RENEWALS/ REFURBISHMENTS
Australian Supermarkets	-	(1)	10
Metro	-	(1)	-
New Zealand Food	-	(1)	3
BIG W	-	-	-
Petstock (including retail vet clinics)	-	(1)	9
<b>Total Group</b>	-	<b>(4)</b>	<b>22</b>

## Appendix Two: Segment changes

As reported in the Q1 F26 sales announcement, the Group has made changes to its reporting structures following the closure of MyDeal. Everyday Market and Healthylife have moved to Australian Food from W Living. BIG W Market is now being reported as part of BIG W's eCommerce sales and Woolworths MarketPlus platform costs are being attributed to BIG W Market and Everyday Market.



## Appendix Three: Comparable sales and retail calendars

### Retail

2026	30 June 2025 – 28 June 2026 (52 weeks)	2025	1 July 2024 – 29 June 2025 (52 weeks)
Q1'F26	30 June 2025 – 5 October 2025 (14 weeks)	Q1'F25	1 July 2024 – 6 October 2024 (14 weeks)
Q2'F26	6 October 2025 – 4 January 2026 (13 weeks)	Q2'F25	7 October 2024 – 5 January 2025 (13 weeks)
Q3'F26	5 January 2026 – 5 April 2026 (13 weeks)	Q3'F25	6 January 2025 – 6 April 2025 (13 weeks)
Q4'F26	6 April 2026 – 28 June 2026 (12 weeks)	Q4'F25	7 April 2025 – 29 June 2025 (12 weeks)

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# Appendix

1P	Sales of Woolworths Group's owned merchandise
3P	Sales of third-party merchandise
B2B	Business to business
B2C	Business to customer
Comparable sales	Measure of sales, excluding stores that have been opened or closed in the last 12 months and existing stores where there has been a demonstrable impact from store disruption because of store refurbishment or new store openings/closures
Customer fulfilment centre (CFC)	Dedicated online distribution centre
Direct to Boot	Where a customer places an order online and drives to a dedicated area where a team member places the order directly in the customer's boot
Everyday Market	An integrated online marketplace that allows customers to shop products from other Woolworths Group brands and partners alongside their groceries
GTV	Gross transaction value
Net Promoter Score (NPS)	A loyalty measure based on a single question where a customer rates a business on a scale of zero to 10. The score is the net result of the percentage of customers providing a score of nine or 10 (promoters) less the percentage of customers providing a score of zero to six (detractors)
PC+	Primary Connect's third-party supply chain business
Pick up	A service which enables collection of online shopping orders in store or at selected locations
Renewal	A total store transformation focused on the overall store environment, team, range and process efficiency (including digital)
SIW	Statewide Independent Wholesalers
Tag rate	Proportion of sales where customers have scanned their Everyday Rewards card
Voice of Customer (VOC)	Externally facilitated survey of a sample of Woolworths Group customers where customers rate Woolworths Group businesses on several criteria. Expressed as a percentage of customers providing a rating of six or seven on a seven-point scale
VOC NPS	VOC NPS is based on feedback from a sample of Woolworths Group customers. NPS is the percentage of promoters (score of nine or 10) less the percentage of detractors (score of six or below)

## Other non-IFRS measures used in describing the business performance include:

- Volume productivity metrics including transactions growth, items per basket and item growth
- Change in average prices

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