

CPI impact to BDP and REDACTED - CONFIDENTIAL payout

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Date: Wed, 11 Jan 2023 10:53:05 +1100
Attachments: RPF CPI impact to BDP.xlsx (112.56 kB)

Hi Paul,

Find below the modelled BDP 12 on 12-month impact of the CPI.

We are growing strongly within your business and with CPI changes factored in, it is a very positive outcome for Coles. (Attached in excel also)

Ambient Sales – growing to \$88.885m

5th Margin improvements REDACTED BPS (REDACTED% to REDACTED%)

REDACTED payout likely to be achieved 5% rebate or \$REDACTED (highlighted below and in attachment) Please note that the REDACTED REDACTED has not been modelled into the BDP numbers. This is on top

Fresh impact is minimal, however very keen to get this back on track at the upcoming review. RPF and Coles still losing share and opportunity for Coles to grow ahead of the market... to be shared through review process

CPI impact modelled into BDP

Coles RPF AMBIENT CPI plan 2023						
		TY	CPI Plan	LY	Changes vs Current Year	Changes vs Prior Year
Sales Qty	QTY	19,334	20,166	19,779	4%	2%
Sales \$	Retail Sales	77,297	88,885	57,693	15%	54%
5th Margin \$ excl ARC	Profit at 5th	REDACTED - CONFIDENTIAL			REDACTED - CONFIDENTIAL	
5th Margin %	5th Margin					
Straights & Accruals excl ARC	Straights					
Net Profit inc. Accruals excl ARC	Net Profit					
	Net Profit Margin					
Coles RPF FRESH CPI plan 2023						
		TY	CPI Plan	LY	Changes vs Current Year	Changes vs Prior Year
Sales Qty	QTY	15,450	15,414	17,344	0%	13%
Sales \$	Retail sales value	69,118	71,659	71,639	4%	0%
5th Margin \$ excl ARC	Profit at 5th	REDACTED - CONFIDENTIAL			REDACTED - CONFIDENTIAL	
	5th Margin					
Straights & Accruals excl ARC	Straights					
Net Profit inc. Accruals excl ARC	Net Profit					
	Net Profit Margin					

REDACTED -

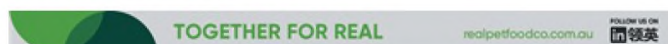
RPF INCENTIVE PLAN					
Ambient	RSV '000	Growth % YoY	Incr. RSV '000	Rebate %	Payout \$'000
FY21 22	77,337				
	85,844	11.0%	8,507	RE %	RE
	86,618	12.0%	9,280	DA %	DA
	87,391	13.0%	10,054	CT %	CT
	88,164	14.0%	10,827	ED %	ED
	88,938	15.0%	11,601	%	
	89,711	16.0%	12,374	CO %	CO
	90,485	17.0%	13,147	NFI %	NFI
	91,258	18.0%	13,921	DE %	DE

RPF INCENTIVE PLAN					
Chilled	RSV '000	Growth % YoY	Incr. RSV '000	Rebate %	Payout \$'000
FY21 22	76,765				
	79,835	4.0%	3,071	RE %	RE
	80,603	5.0%	3,838	DA %	DA
	81,977	6.0%	5,213	CT %	CTE
	83,524	8.0%	6,759	ED %	D -
	84,298	9.0%	7,533	%	CO
	85,071	10.0%	8,306	CO %	NFI
	85,844	11.0%	9,079	NFI %	DE
	86,618	12.0%	9,853	DE %	NTI
	87,391	13.0%	10,626	NTI %	AL
	88,164	14.0%	11,400	AL %	

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