

Topline Quarterly Info

£76.79	
Basket Last Quarter	£79.74
Basket Q on Q	-3.7%
Basket vs Re-Plan	-1.1%

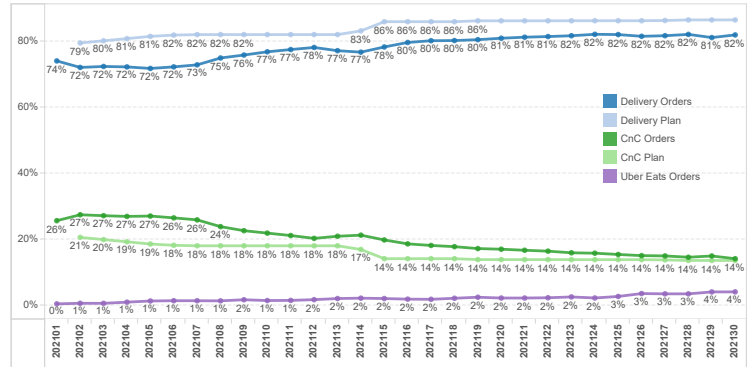
£728M	
Sales Last Quarter	£830M
Sales Q on Q	-12.3%
Sales vs Re-Plan	-10.2%

9.47M	
Orders Last Quarter	10.41M
Orders Q on Q	-9.0%
Orders vs Re-Plan	-9.3%

By Fulfillment Type

	Q1	Q2	Q on Q
Delivery Orders	7,761,227	7,639,835	-1.6%
Delivery Basket	£84.03	£80.91	-£3.12
Delivery Basket VTP	0.5%	0.4%	0.00%
CnC Orders	2,509,758	1,608,662	-35.9%
CnC Basket	£72.39	£69.50	-£2.89
CnC Basket VTP	1.4%	-0.6%	-2.00%
Uber Orders	135,639	221,388	63.2%
Uber Basket	£18.83	£20.74	£1.91
Uber Basket VTP	20.3%	27.2%	6.94%

% of OG orders by fulfillment type



By Category

Quarter-on-Quarter	Order Pen. %	Order Pen. % QoQ	ASP	ASP £ QoQ	Nil Pick%	Nil Pick% QoQ	Basket Contribution QonQ (€value)	Items per Basket QonQ (#Items)
Beers, Wines & Spirits - Ambient & BWS	32.1%	0.4%	£5.75	£0.22	2.5%	-0.5%	£0.56	0.1
Outdoor & Essentials - General Mercha..	5.3%	0.6%	£2.66	-£0.35	8.8%	-6.9%	£0.02	0.0
Food To Go & Catering - Fresh & Chilled	0.2%	0.2%	£1.91	£0.52	20.3%	6.5%	£0.01	0.0
Optical - Ambient & BWS	0.4%	0.0%	£2.56	-£0.13	16.9%	-7.4%	£0.00	0.0
Kiosk, News & Mags - Ambient & BWS	6.9%	-0.4%	£9.58	-£0.12	6.0%	-3.3%	-£0.03	0.0
Entertainment - General Merchandise	0.4%	-0.3%	£12.18	£0.01	13.2%	-12.4%	-£0.03	0.0
Meal Solutions - Fresh & Chilled	37.0%	-1.0%	£1.98	£0.00	1.5%	-1.5%	-£0.06	0.0
Seasonal, Occasions & Toys - General ..	5.3%	-2.3%	£1.32	-£0.07	5.9%	-6.9%	-£0.06	0.0
Bakery - Fresh & Chilled	83.2%	-1.5%	£1.02	£0.00	1.8%	-1.2%	-£0.07	-0.1
Baby & Toiletries - Ambient & BWS	55.1%	-2.5%	£1.74	£0.00	2.2%	-0.5%	-£0.09	-0.1
Health & Over The Counter - Ambient & ..	17.9%	-1.6%	£1.73	-£0.15	4.2%	-2.4%	-£0.10	0.0
Fish - Fresh & Chilled	20.4%	-1.8%	£3.04	-£0.04	1.4%	-1.5%	-£0.10	0.0
Core Chilled - Fresh & Chilled	95.6%	-0.9%	£1.43	£0.02	0.6%	-0.6%	-£0.18	-0.3
Impulse Grocery - Ambient & BWS	91.2%	-0.1%	£1.06	-£0.01	0.8%	-0.6%	-£0.20	-0.1
George Home - General Merchandise	9.0%	-2.7%	£2.91	-£0.58	5.8%	-7.4%	-£0.27	0.0
Produce - Produce	90.2%	-1.8%	£0.91	£0.01	1.0%	-0.7%	-£0.36	-0.5
Household & Pet Care - Ambient & BWS	73.3%	-3.0%	£1.96	£0.01	1.3%	-0.7%	-£0.37	-0.2
Frozen - Fresh & Chilled	77.1%	-1.9%	£1.66	-£0.05	1.1%	-0.8%	-£0.52	-0.2
Meat - Fresh & Chilled	70.4%	-3.4%	£3.12	-£0.04	1.1%	-0.8%	-£0.89	-0.2
Core Grocery - Ambient & BWS	92.9%	-2.4%	£1.20	£0.02	0.7%	-0.7%	-£1.88	-1.7