

January 2023

Category review: Chips

Retail Analytics



Classification: Confidential



Our 17 year history assures best practice in privacy, security and the ethical use of data

We all have a responsibility to use data for good

Privacy

- We have built our business based on privacy by design principles for the past 17 years
- Quantum has strict protocols around the receipt and storage of personal information
- All information is de-identified using an irreversible tokenisation process with no ability to re-identify individuals.

Security

- We are ISO27001 certified - internationally recognised for our ability to uphold best practice standards across information security
- We use 'bank grade' security to store and process our data
- Comply with 200+ security requirements from NAB, Woolworths and other data partners
- All partner data is held in separate restricted environments
- All access to partner data is limited to essential staff only
- Security environment and processes regularly audited by our data partners.

Ethical use of data

Applies to all facets of our work, from the initiatives we take on, the information we use and how our solutions impact individuals, organisations and society.

Quantum believes in using data for progress, with great care and responsibility. As such please respect the confidence nature of this document.

Executive summary

01

Chips Category Review

- The Mainstream category of Young and Mid-age Singles/Couples have the highest spending of chips per purchase.
- The Older Families(Budget) have the highest frequency of purchase followed by Young Singles/Couples (Mainstream) and at last Retirees (Mainstream) contributing to a total 25% sales revenue.
- Chips Brand Kettle is the most purchased brand in all stores.
- Young and Mid-age Singles/Couples is the only segment having Doritos as the highest purchase brand while Smiths is for other segments.
- Most frequent chip size purchased is 175 gr followed by 150 gr size for all segments.
- Chips transactions increase a lot before Christmas which can be an advantage with the help of promotional offers.

02

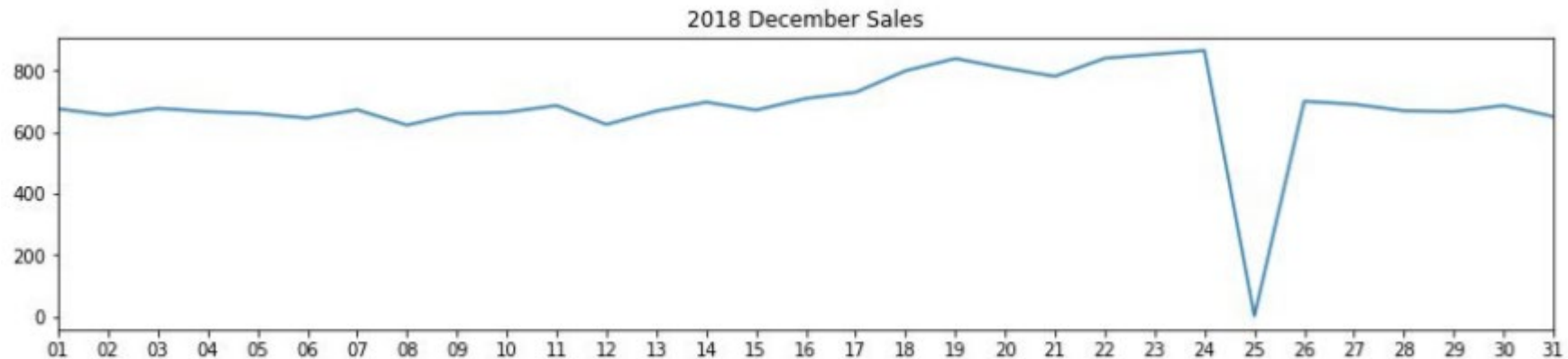
Store Analysis

- Trial stores 77 and 86 have significant increase in total sales and number of customers during trial as compared to control store.
- Trial store 88 had increase as well but not as good as stores 77 and 86.

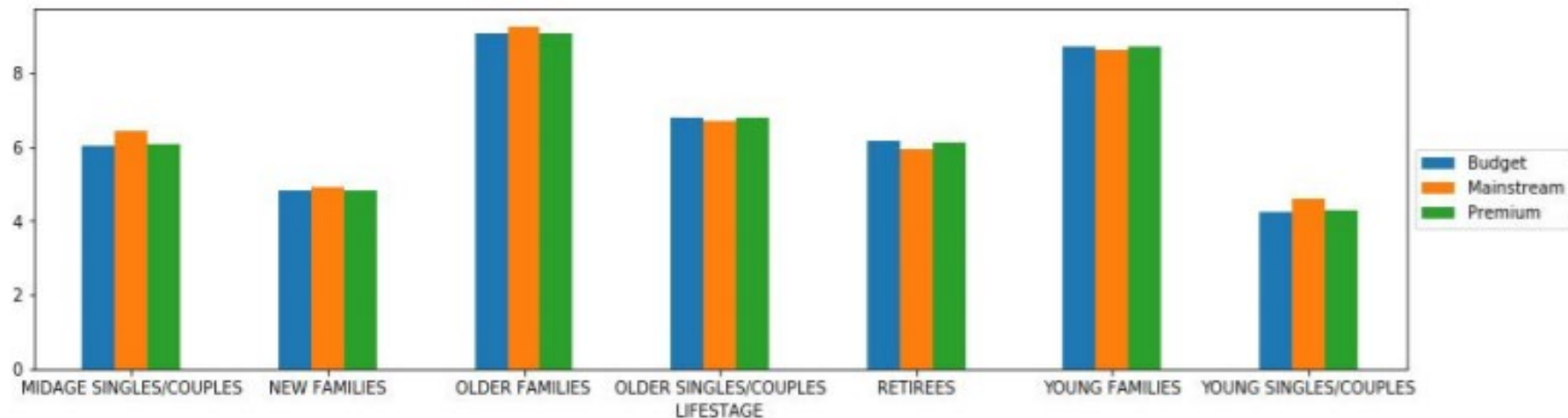
01

Category

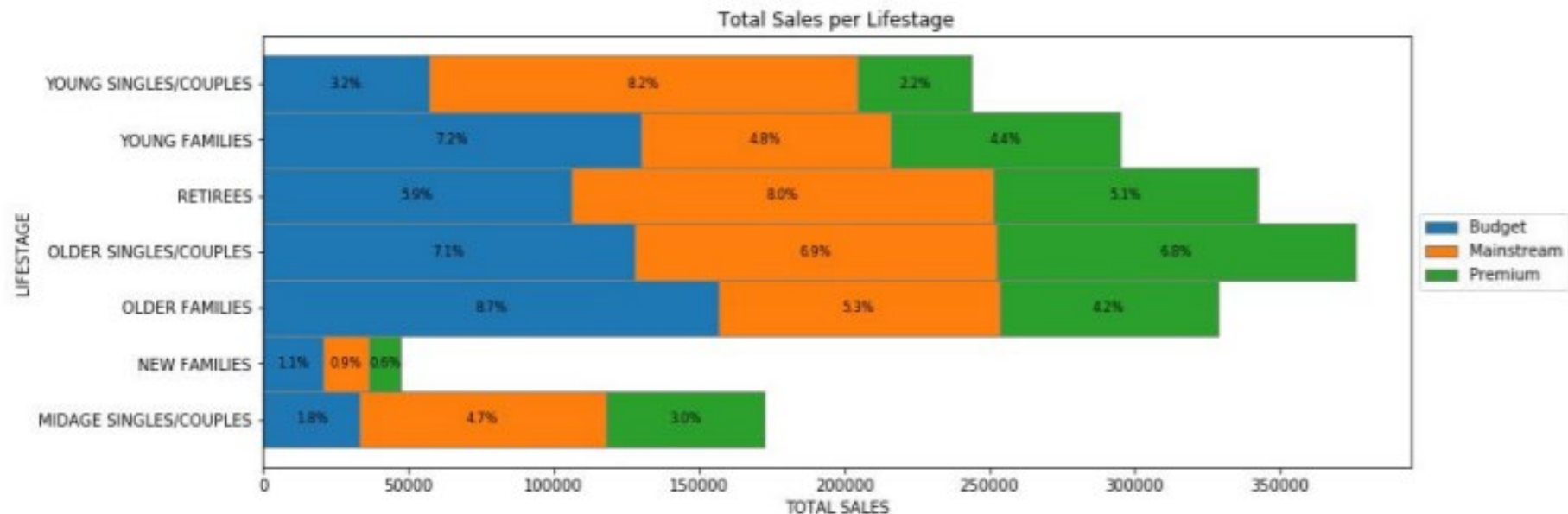
- Christmas day is the day with no transactions because the store is closed; consequently, there was a drop in sales on December 25 because the stores were closed.
- Sales increase steadily as the Christmas day approaches and return again to early December sales level during New Year's Eve.



- Budget - older families, Mainstream - young singles/couples, and Mainstream - retirees accounted for the majority of sales. generating 25% of the entire sales revenue.
- Older and Young Family segment have the highest average purchase units per unique customer



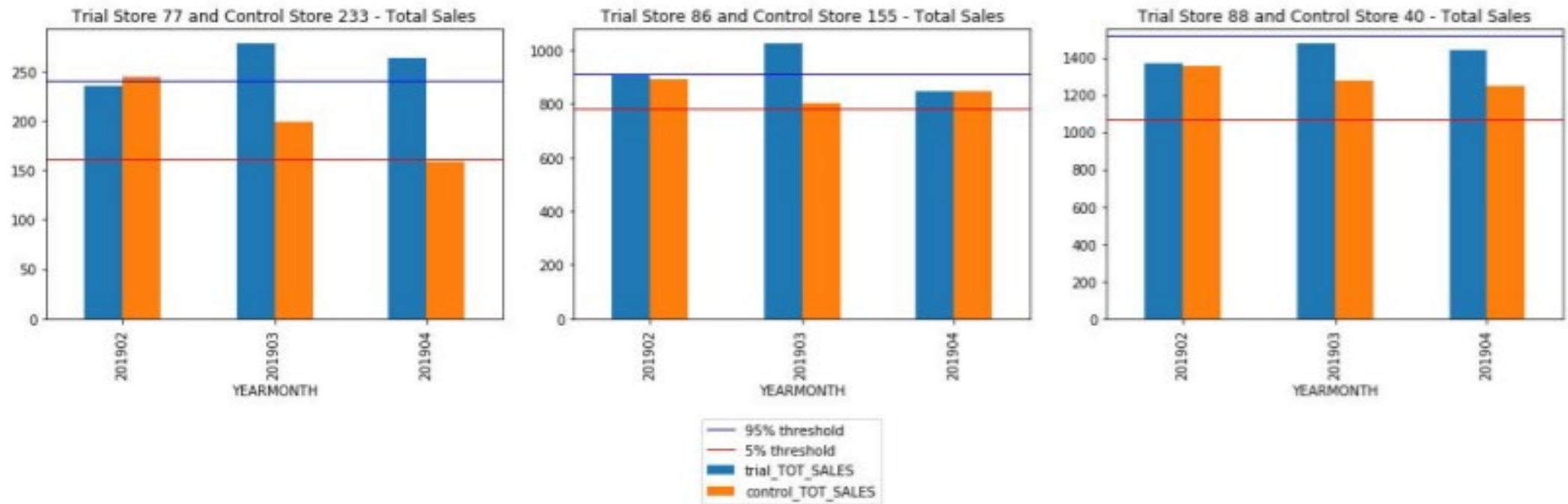
- Budget - older families, Mainstream - young singles/couples, and Mainstream - retirees accounted for the majority of sales. Overall, older clients spend more money than younger ones. Customers who do not pay a premium purchase more than those who do.



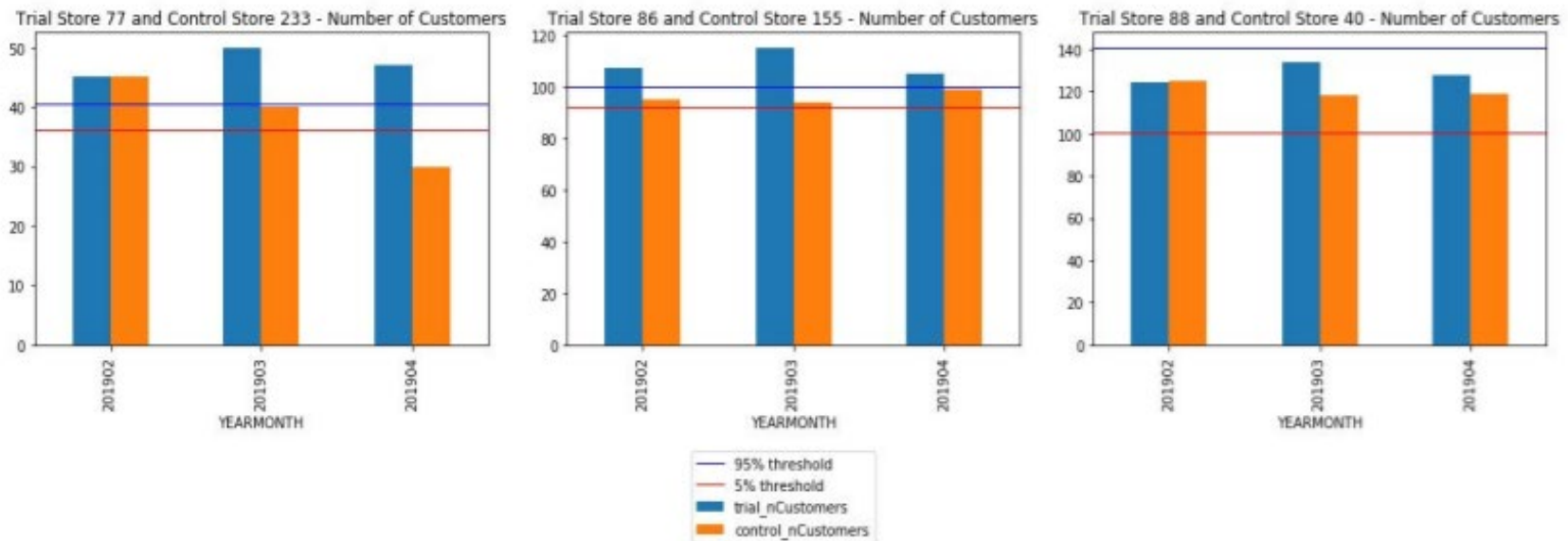
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Trial store performance

- We can see that Trial store 77 sales for Feb, March, and April exceeds 95% threshold of control store. Same goes to store 86 sales for all 3 trial months.
- Whereas trial store 88 sales increase is insignificant.



1. Trial store 77: Control store 233
2. Trial store 86: Control store 155
3. Trial store 88: Control store 40
4. Both trial store 77 and 86 showed significant increase in Total Sales and Number of Customers during trial period. But not for trial store 88. Perhaps the client knows if there's anything about trial 88 that differs it from the other two trial.
5. Overall the trial showed positive significant result.





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