June 2020

# **Category review: Chips**

Retail Analytics

Our 17 year history assures best practice in privacy,

security and the ethical use of data

Quantium believes

in using data for

progress, with great

care and responsibility.

As such please respect

the commercial in

confidence nature

of this document.

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

•

Quantium 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,

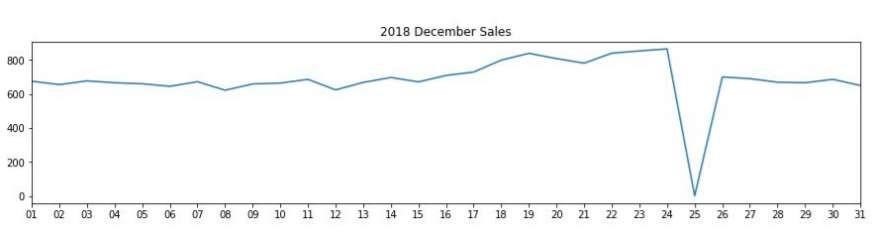
organisations and society.

Executive summary

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| 01 | |  |  |  | | --- | --- | --- | | Task 1  Task 2 | •  •  •  •  •  •  • | 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.  The Mainstream category of young and Mid-age Singles/Couples have the highest spending of chips per purchase.  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.  Trial stores 77 and 86 have notable increase in total sales and number of there customers during trial in comparison with control store. | |  | • | Trial store 88 had increase too but it is not comparable increase as good as for stores 77 and 86. | |
| 02 |

# 01

**Category** There is no transaction and sales on December 25, when the stores are closed hence there is dip on that day, but days before 25 Dec, have higher sales which is noticeable period for good sales.

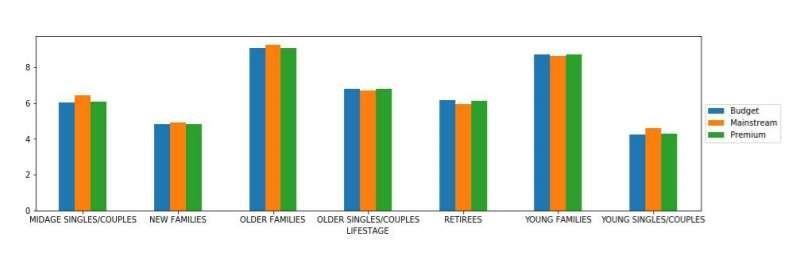


Sales increase steadily as the Christmas day approaches and return again to early December sales level during New Year Eve.

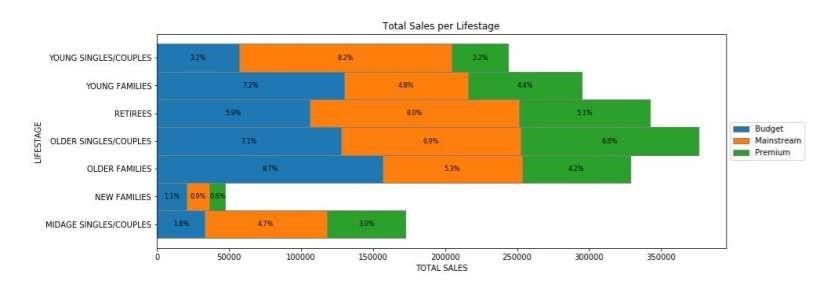
Sales mainly came from Budget - older families, Mainstream - young singles/couples, and Mainstream - retirees. In total contributing 25% of sales revenue.

While, in each group age, the sales from mainstream, budget and premium are kindhow similar.

Older and Young Family segment have the highest average purchase units per unique customer



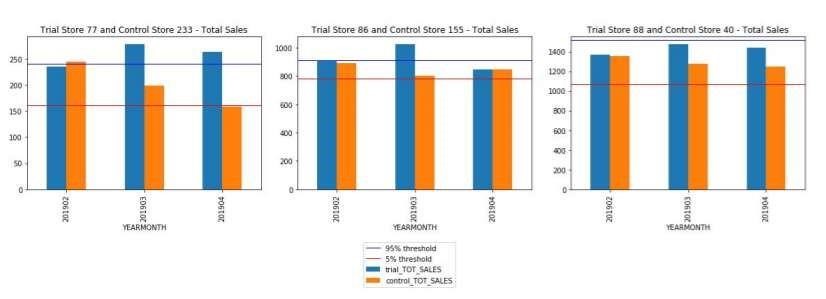
• Sales mainly came from Budget - older families, Mainstream - young singles/couples, and Mainstream - retirees. In total, older customers buy more than younger customers. Non-premium customers buy more than premium customers.



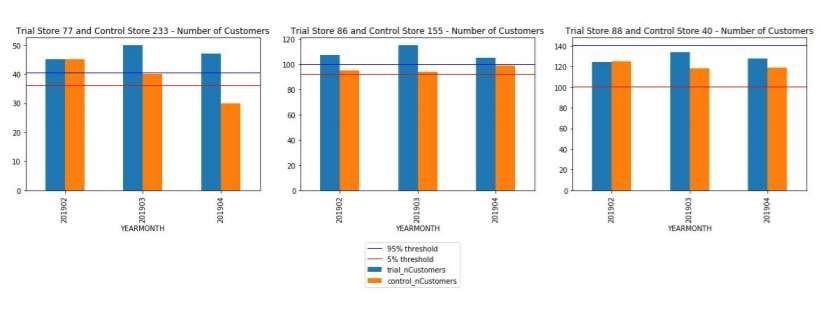
# 02

## 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
3. 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.
4. Overall the trial showed positive significant result.



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