

15 August 2018

Officeworks' delivers another strong full-year result

Officeworks, Australia's leading supplier of office products and solutions for home, small-to-medium businesses and education, today reported another strong performance for the 12 months to 30 June 2018.

Revenue for the year increased 9.1 per cent to \$2,142 million and earnings before interest and tax (EBIT) increased by 8.3 per cent to \$156 million. Effective cost control and capital discipline during the period saw return on capital lift to a record 16.6 per cent.

Sales growth was achieved across stores and online with total sales growth of 9.1 per cent. Fourth quarter¹ sales increased 10.0 per cent.

The strong result reflects Officeworks well-established every channel strategy and a relentless focus on delivering real value to customers.

Strong sales and earnings growth was underpinned by new and expanded categories, merchandise layout and store design changes and enhancements to Officeworks' online offer. This has been supported by a continued focus on delivering value for customers through low prices on the widest range of products and great service.

Officeworks' continued investments in the store network and online, with the business' capital expenditure program during the year representing the largest capital deployment since the 2009 financial year.

Officeworks Managing Director, Mark Ward said: "Pleasingly our every channel offer continues to resonate with customers and this has seen us deliver a record result this year. The result is a testament to the team's focus on delivering a compelling offer and seamless experience for customers, whether it be in-store, online or over the phone.

"We are really pleased with the positive customer response to a number of new merchandise and service offerings this year, including the new educational craft range tailored for students and creative minds alike. Growth in online has continued and was supported by the launch of our two hour Click & Collect service which has quickly become a preferred delivery option for customers who value convenience.

"Our business-to-business segment maintained strong momentum during the year with our Business Specialists helping an increasing number of micro, small and medium-sized business customers achieve their big ideas.

"Looking ahead, while we expect the retail environment to remain competitive, we are focused on helping our customers make bigger things happen by continuing to strengthen and expand our offer across every channel."

During the year six new stores were opened and five stores closed. At the end of June 2018 there were 165 stores operating across Australia.

- ENDS -

About Officeworks:

Established in Richmond in 1994, Officeworks is Australia's leading retailer and supplier of office supplies, tech and furniture solutions for home, business and education needs. With three easy ways to shop - in store, online or by phone, customers be sure to find exactly what you need with our widest range, when you need, and all at the lowest prices. Plus, you'll enjoy friendly expert advice and helpful services. Officeworks offers customers more than 30,000 products on its [website](#), operates a national customer service centre and has a growing team of expert business specialists to cater for micro, small and medium business customers. As part of the Wesfarmers' group, Officeworks has an extensive national footprint operating 165 retail stores and employing more than 7000 team members. Join Officeworks' online communities on [Facebook](#), [LinkedIn](#), [Instagram](#) and [YouTube](#) as well as at its hub [WorkWise](#).

¹ Result positively impacted by the earlier timing of Easter compared to the prior corresponding period.