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## Officeworks delivers pleasing first half results

Officeworks, Australia's leading supplier of office products and solutions for home, small-to-medium businesses and education, today reported a 5.8 per cent increase in revenue to \$926 million for the six months to 31 December 2016. The business also achieved a 5.1 per cent increase in earnings before interest and tax (EBIT) to \$62 million.

Officeworks achieved its 18<sup>th</sup> consecutive half of store transaction growth, as well as double digit online growth, attracting more customers more often through improved merchandise layout and design in store, an improved online experience, as well as new and expanded categories, ongoing price investments and great customer service in store and online.

During the second quarter, sales increased 4.3 per cent on the prior corresponding period, resulting in sales growth of 5.8 per cent for the half-year. An unwavering commitment to disciplined capital and inventory management also saw the business deliver a return on capital (ROC) of 13.9 per cent.

Officeworks maintained strong momentum in the business-to-business (B2B) segment as micro, small and medium-sized business customers responded favourably to being able to shop seamlessly, anywhere, anyhow and anytime. This was driven by further investment in the B2B sales team and an improved offer in-store, online and on the road.

Officeworks Managing Director Mark Ward said:

"These pleasing results in a highly competitive market demonstrate our commitment to our 'every channel' strategy continues to pay off. Improved merchandise layouts and design in store, combined with the introduction of inspiring products across a range of categories continues to clearly resonate with customers. We've received a positive customer response on the introduction of art supplies and educational resources and good growth in our technology and furniture categories.

"Despite continued competitive intensity, we have maintained a really clear focus on delivering a compelling and relevant offer to help customers achieve their big ideas. This means being the one stop shop for students, households and for business customers to start, run or grow their business.

"Importantly, the busy Back to School trading period has provided a strong start to the second half. Our team actively plans for this 12 months out. We continue to improve our offer with a comprehensive range of products and brands in the categories that matter most to customers, having the widest range at the lowest prices and delivering great service in store and online.

"Our laser-like focus on executing our strategic agenda, with further investment planned in stores, online and, of course, in our team, leaves us well placed for the remainder of the year."

Four new stores were also opened during the half. At the end of December 2016 there were 163 stores operating across Australia.

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### About Officeworks:

Established in Richmond in 1994, Officeworks is Australia's leading retailer and supplier of office products and solutions for home, business and education needs. With three easy ways to shop - in store, online or by phone, you'll 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 new and improved website, which is its largest trading store, and operates a national call-centre and a 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 163 retail stores and employing more than 7000 team members. Join Officeworks' online communities on Facebook, Twitter, Instagram and YouTube as well as at its blogs, [Work Wise](#) and [Work Style](#).