

Food and Grocery Council 2023

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We've got it when you want it!

 Night 'n Day

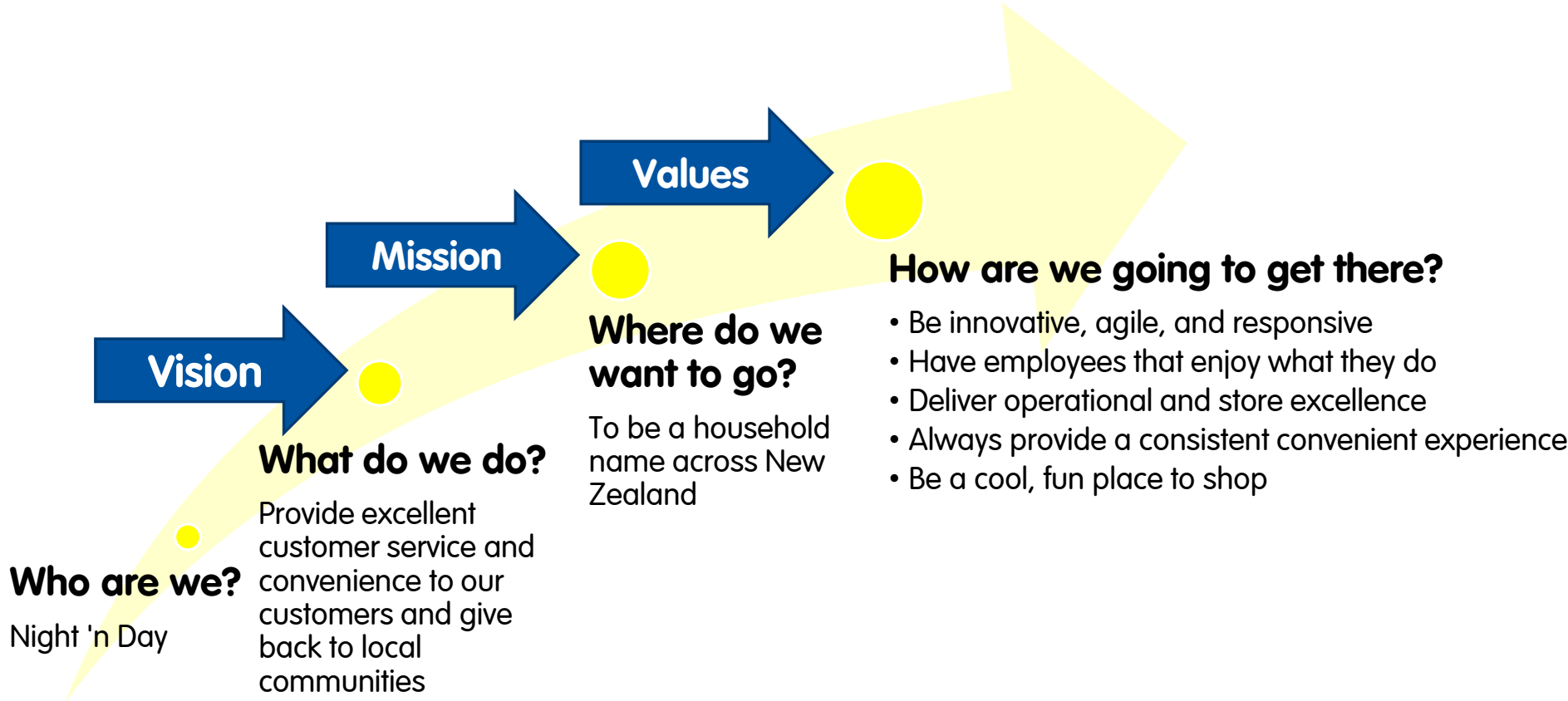
**Time is our most valuable
and precious commodity.**

**It's something we can't get
back once spent.**

We've got it when you want it!

 **Night 'n Day**

How do we work towards our Vision and Mission?



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Our Focus

Be agile and pivot as markets shift

Future proof the business for years to come

Execute new concepts efficiently and effectively

Utilize technology to improve profitability and ease of operation

Grow existing and introduce new stores to the group

Focus on unique products and allow traditional products to fold in around them.

We've got it when you want it!



We've got it when you want it!





We've got it when you want it!





We've got it when you want it!





All confectionery pottles \$5.50 each

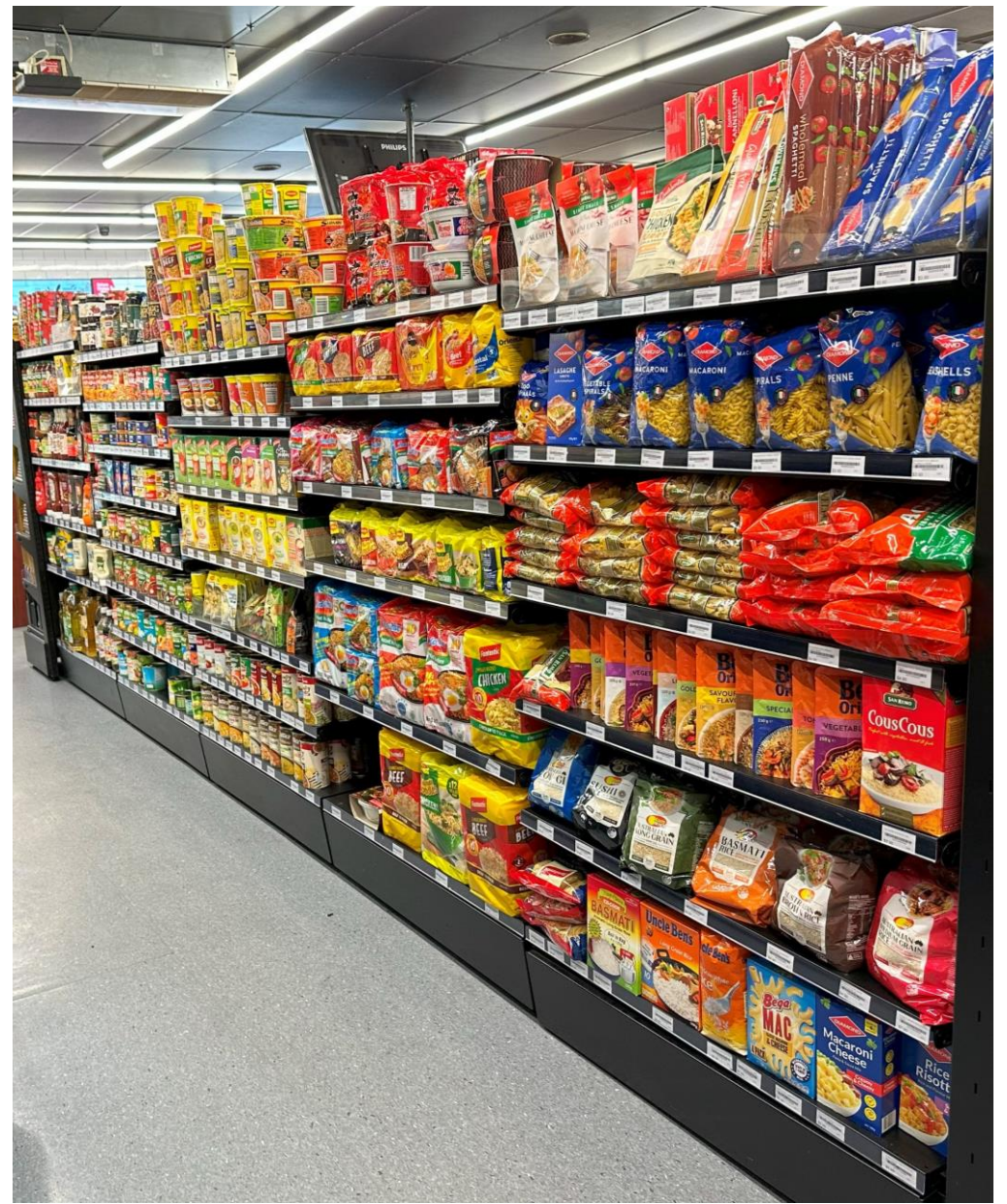
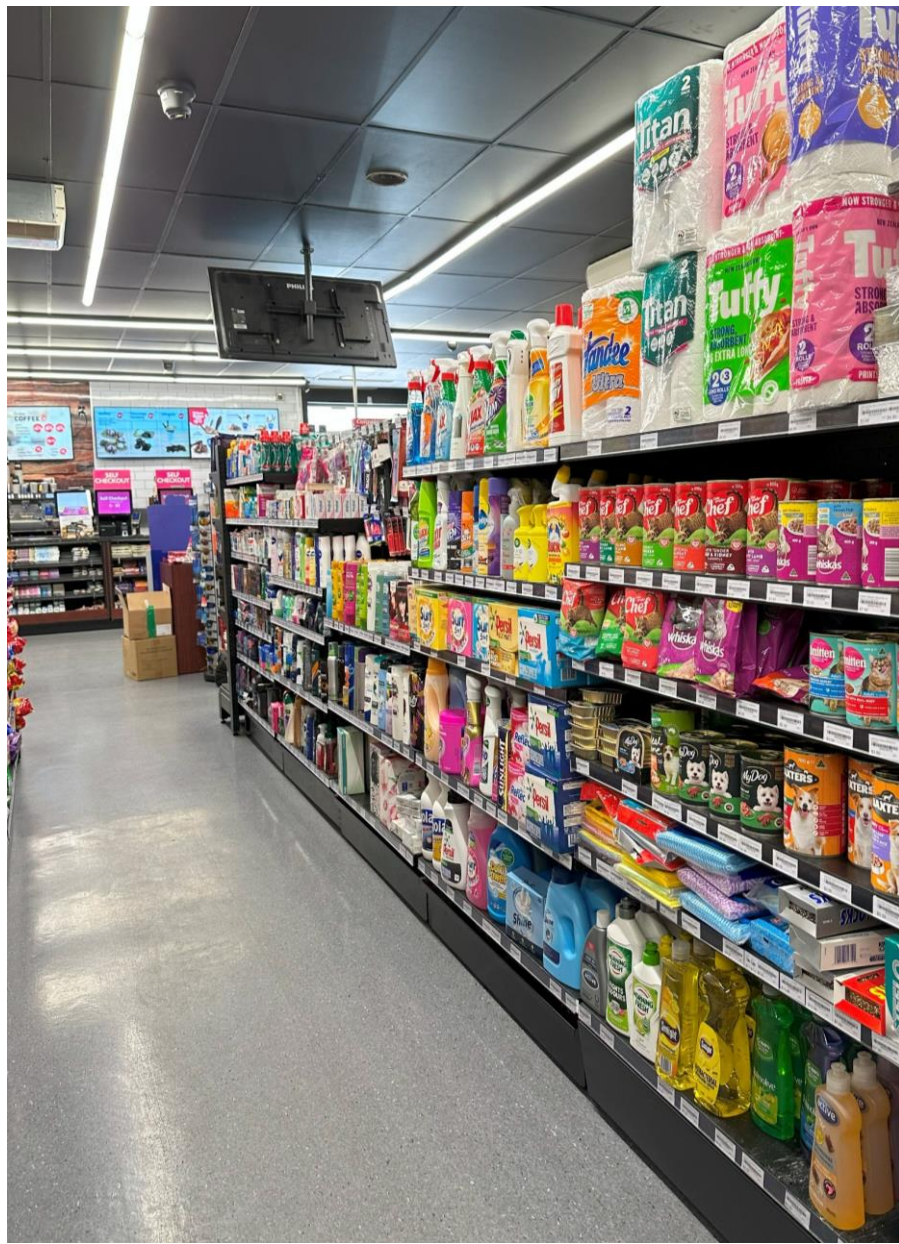
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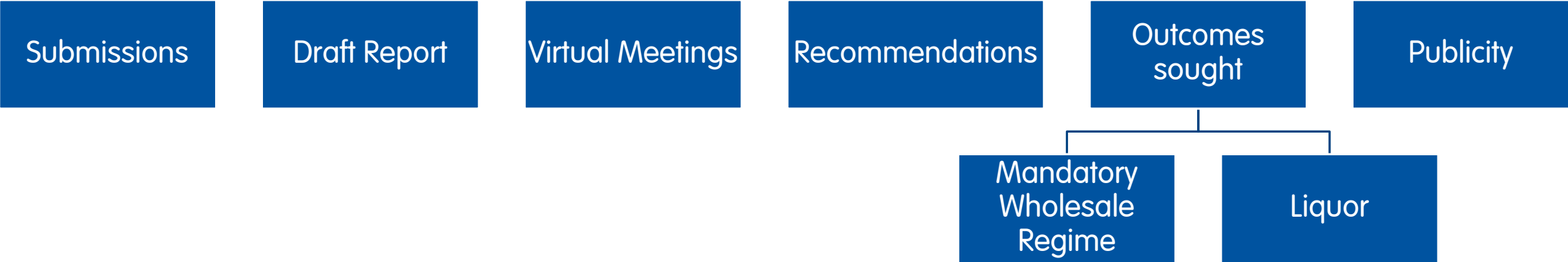




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Grocery Sector Review



Retail vs Wholesale

Premium prices being charged through wholesale

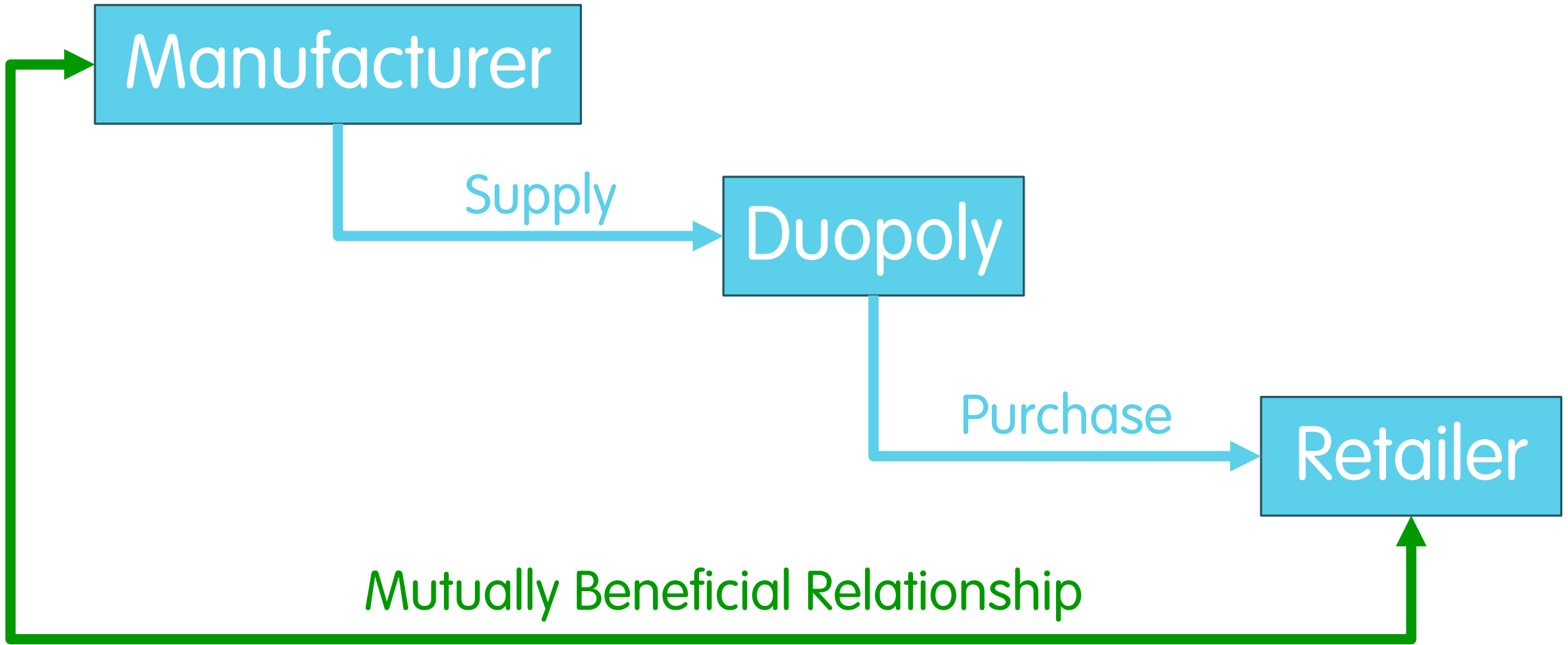
Average basket shop is 40% more expensive than retail outlets

Forced competition out of the market, and compressed retailers wanting to compete on price

Item Description	New World	Countdown	Trents
Kelloggs 290g Nutri Grain	5.39	5.00	6.60
Sanitarium Light 'n' Tasty Berry Breakfast Cereal 500g	4.99	6.00	7.98
Sanitarium Honey Puffs 425g	6.79	5.00	7.29
Nutella Hazelnut Spread 400g	7.09	5.00	7.84
Sanitarium Marmite 500G	6.19	6.00	8.28
Anathoth Farm Raspberry Jam 455G	4.49	4.50	5.84
Arnott's Tim Tam Original Biscuits 200G	3.79	3.80	4.26
Arnott's Shapes BBQ Crackers	3.29	3.00	3.88
Peckish Original Rice Crackers 100g	1.89	1.80	2.36
Indomie Mi Goreng BBQ Chicken 5PK	2.99	3.00	4.79
Maggi Flavour Noodles Chicken 60G	1.69	1.25	1.91
Wattie's Baked Beans In Tomato Sauce 420g	1.99	1.99	3.09
Wattie's Spaghetti In Tomato Sauce 420g	1.99	2.20	3.09
High Grade White Flour 1.5kg	1.99	2.00	4.54
Chelsea White Sugar 1.5kg	2.80	2.59	4.17
Palmolive Original Dishwashing Liquid 500ml	2.49	2.00	3.52
Kleenex Aloe Vera 3 Ply Tissues 140pk	2.99	3.69	4.26
Colgate 110G Triple Action	3.00	3.00	3.51
Persil Active Clean Laundry Powder	7.89	7.00	11.91
Alfa One Rice Bran Oil 1l	7.49	5.00	10.38
Fancy Feast 85G Beef and Chicken	1.39	1.40	1.90
Wattie's Sliced Peaches In Clear Fruit Juice 410g	2.49	2.49	3.11
Whittaker's Creamy Milk 33% Cocoa Milk Chocolate Block 250g	5.99	5.30	7.04
Cadbury Dairy Milk Chocolate Block	2.99	3.49	3.66
Pascall Party Pack 180g	2.79	2.79	3.68
Cadbury Favourites Chocolates	4.99	7.00	10.58
Dilmah Premium Single Origin 100% Pure Ceylon Tea Bags 100pk	4.99	5.79	6.42
Special Blend Coffee Powdered 100G	2.49	2.00	3.21
Nescafe Gold Original Medium Coffee	7.99	9.49	12.04
Nestle Milo Energy Drink 310G	3.49	3.50	6.15
Watties Sauce 560G Tomato	3.99	3.99	6.19
Nestle Reduced Cream 250G	3.29	3.29	4.00
Total basket size	128.10	124.35	177.47
Difference	38.54%	42.71%	

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The Silent Exit

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Delivery Platforms

Uber Eats

31

Stores


Delivereasy

26

Stores

 DOORDASH

12

Stores

 Menulog

53

Stores


Uber Eats

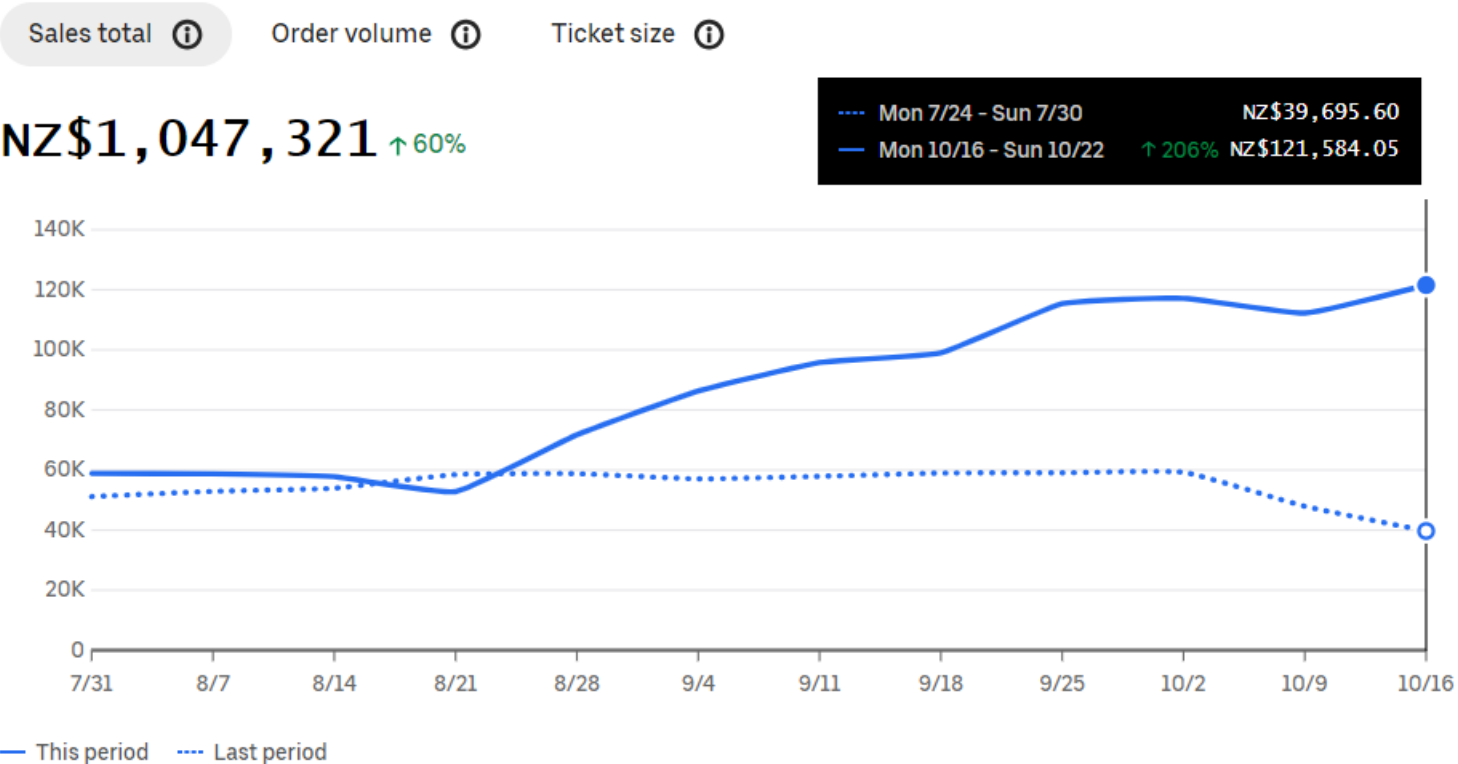
12

Stores

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Uber Eats – Sales Total



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Projections

Uber **Eats**

\$6,333,000


Delivereasy

\$562,000

 **DOORDASH**

\$487,000

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Tuesday Specials

\$3
WEDGES
EVERY TUESDAY IN AUGUST



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\$3
WEDGES
EVERY TUESDAY IN AUGUST



Night 'n Day

\$3
WEDGES
EVERY TUESDAY IN AUGUST



Night 'n Day

\$3
WEDGES




EVERY TUESDAY IN AUGUST




Night 'n Day

\$3
WEDGES



EVERY TUESDAY IN AUGUST



Night 'n Day

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Coffee



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Sales Trends

Bread Products	13.46%	↑
Confectionery	30.50%	↑
Deli	23.57%	↑
Food To Go	25.46%	↑
Frozens	28.92%	↑
Groceries	33.27%	↑
Hardware	6.62%	↑
Hot Beverage	21.24%	↑
Milk Bar	25.68%	↑
Misc Dept	39.28%	↑
Prepay Cards	1.15%	↑
Produce	39.68%	↑
Snack Foods	44.96%	↑
Stores Specific	61.70%	↑
Tobacco Products	-1.28%	
Vaping & E-Cigs	-0.14%	
Total	16.96%	

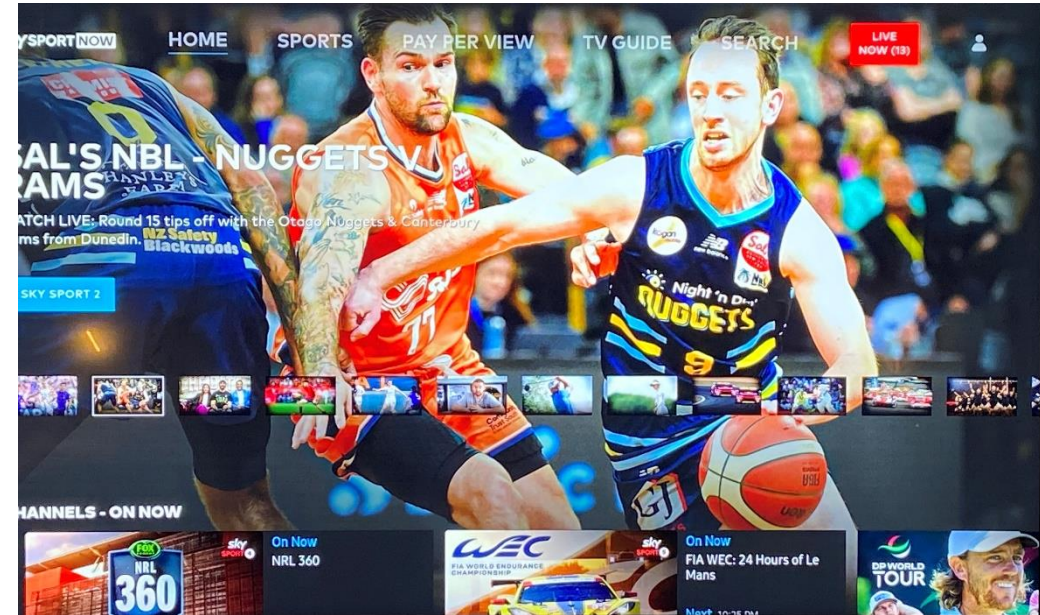
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Advertising Alignment Opportunities



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Partnerships



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Night 'n Day logo with moon and star icon.

Night 'n Day

Night 'n Day logo with moon and star icon.

2L Meadow Fresh Milk

\$3.90 each or 2 for \$7



57 Stores Nationwide

2L Meadow Fresh Milk

\$3.90 each or 2 for \$7



57 Stores Nationwide

November 18 2022 | Kia Ora, Aotearoa! | Check your weather

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The Covid question we left unanswered
- steven walton**
The cost of living crisis in 5 charts
- miriam bell**
The modern office will feel like a hotel
- thomas manch in bangkok**
Ardern's agenda for Xi meeting



property
Eighty-year-old left 'practically homeless' and \$190k out of pocket by NZ Tiny Homes liquidation

It was meant to be her dream home. Now 80-year-old Carol Wright is effectively homeless.

11:46am | Shanna McIrath



us & canada
Four US students were killed in their flat, two were unharmed, in mystery case

Police have not identified a suspect or found a murder weapon. Neither will they say if the survivors were able to provide an account of the killings.

33m ago | Rebecca Boone and Nicholas Geranos



homed
Live: 'Dehumanising' experience sees



football
Qatar stuns Fifa with call for beer ban on eve of



motoring
Are you breaking the law? These road (and

ADVERTISEMENT

2L Meadow Fresh Milk

\$3.90 each or 2 for \$7

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Advertisement with Stuff

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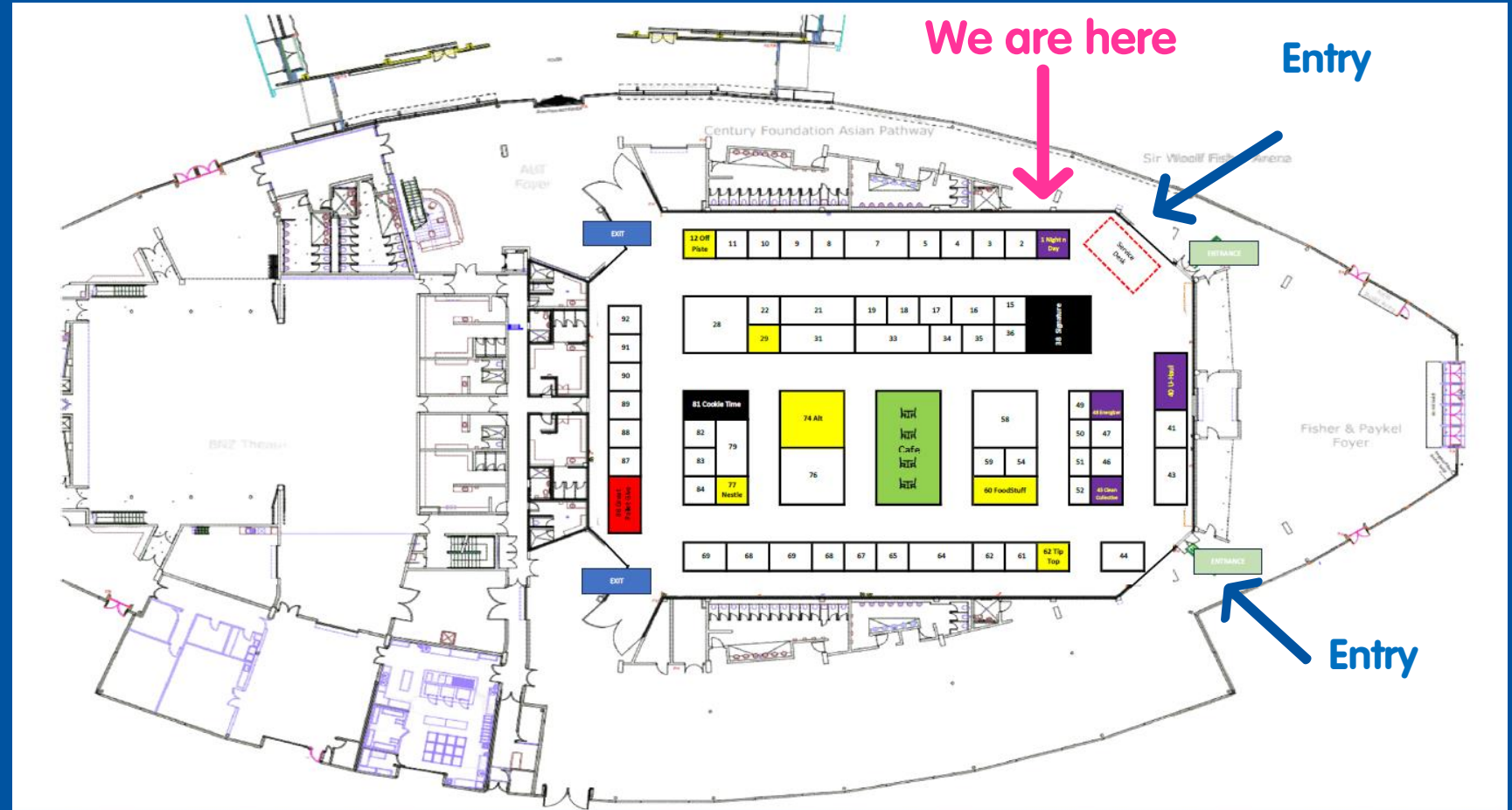
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C&I Expo 2024

8th – 9th May

Due Drop Event
Centre
Wiri, Auckland



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