

# Q3 Trading Statement

2025/26

Sainsbury's



# Invested to deliver the best experience for customers this Christmas

Trusted and personalised value



Standout quality and innovation



Best ever Christmas food availability

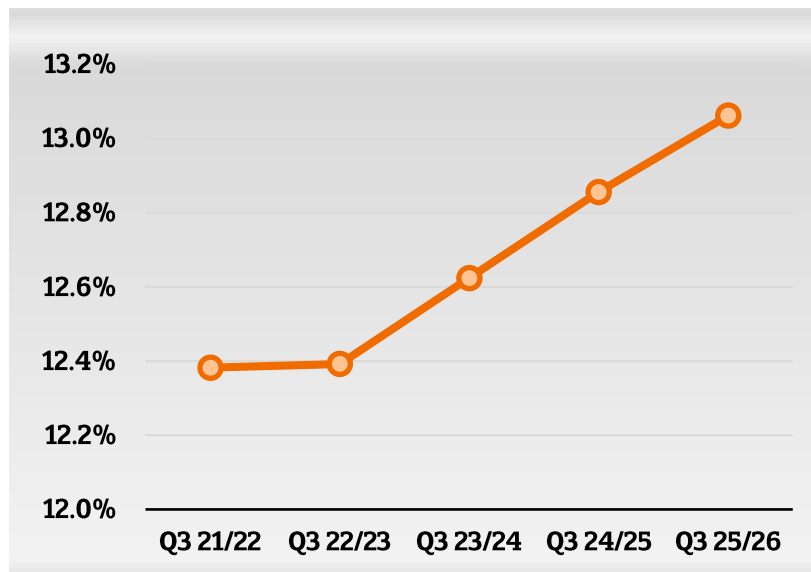


Leading customer service

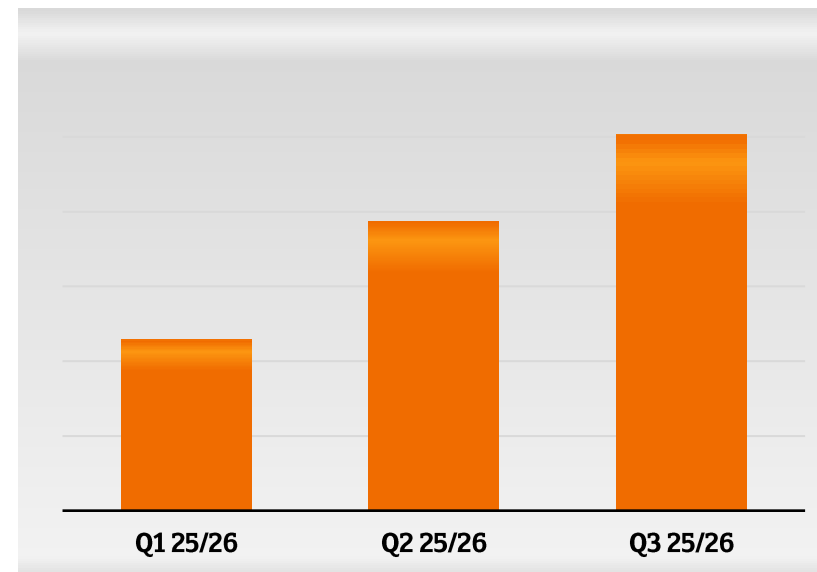


# Significant market share gains

## Consistently winning volume market share<sup>1</sup>



## Net switching gains strengthening sequentially<sup>2</sup>

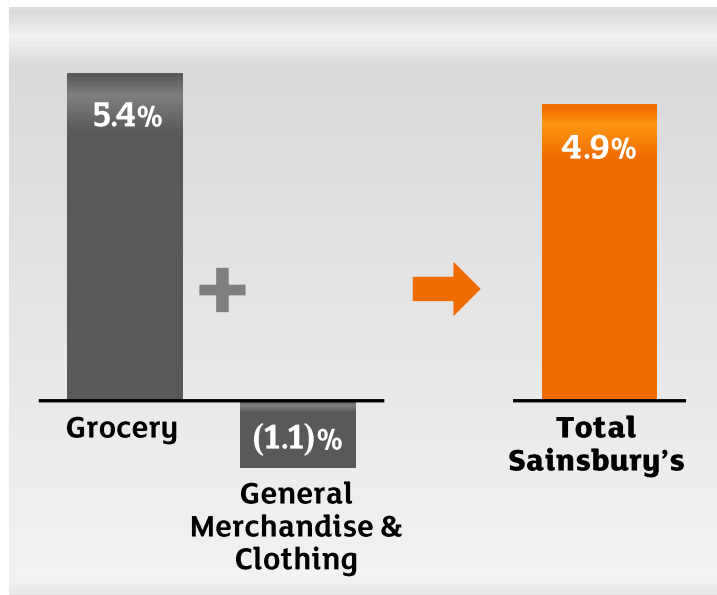


1. Worldpanel by Numerator Panel (Kantar), Total Fresh & Grocery exc. Kiosk, Volume market share, 16 weeks to 28 December 2025

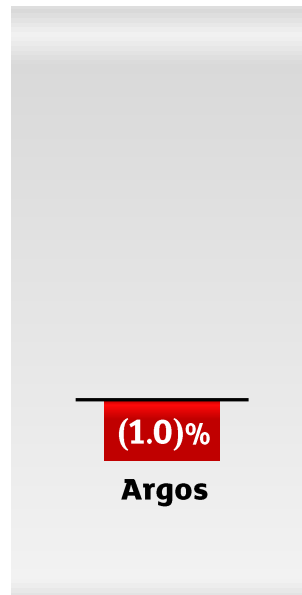
2. Worldpanel by Numerator Panel (Kantar), Total Fresh & Grocery exc. Kiosk, Retailer to/from net volume switching, 12 weeks to 15 June 2025, 12 weeks to 7 September 2025 and 12 weeks to 28 December 2025

# Q3 Retail sales growth by category

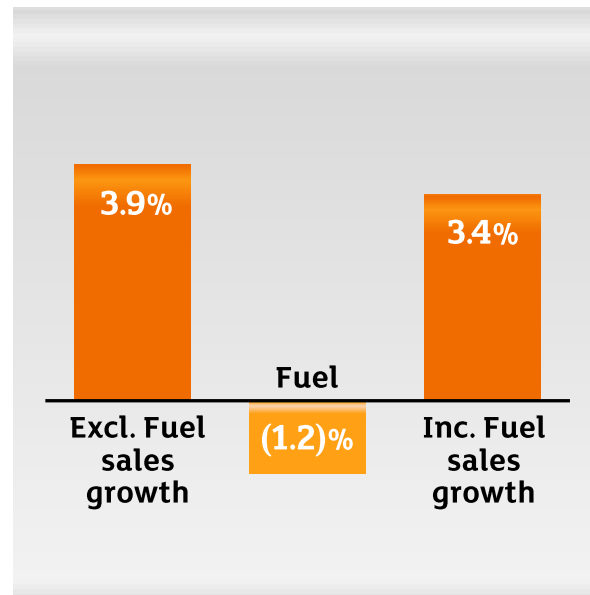
## Sainsbury's sales growth<sup>1</sup>



## Argos sales growth<sup>2</sup>



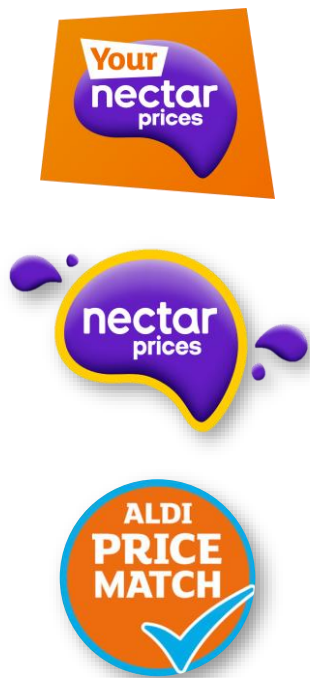
## Total Retail sales growth<sup>2</sup>



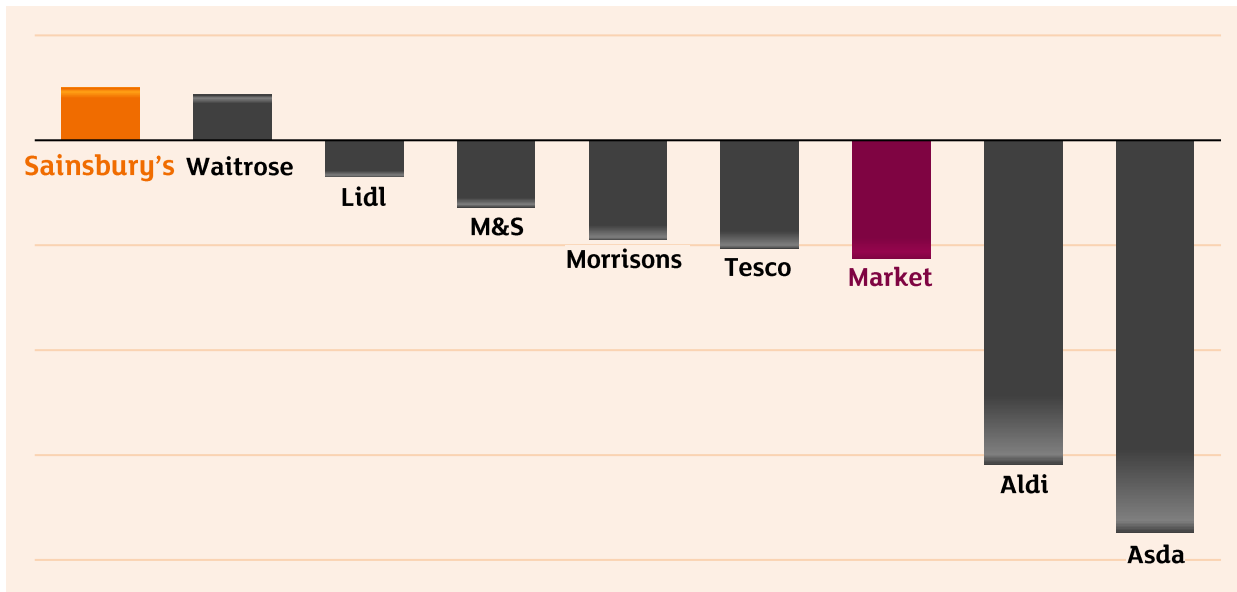
1. Excl. Fuel, excl. VAT

2. Excl. VAT

# Consistent value proposition driving higher loyalty and big trolley shops



## Growing basket size in a declining market<sup>1</sup>



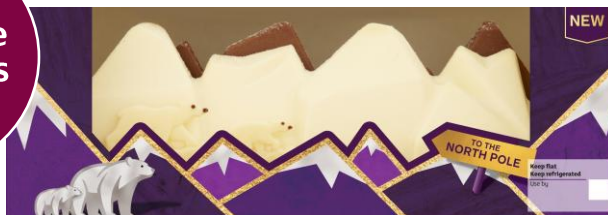
1. Worldpanel by Numerator Panel (Kantar), Total FMCG (exc. Kiosk and Tobacco), Growth in average items per basket YoY, 16 weeks to 28 December 2025

# Our Fresh food quality and innovation set us apart

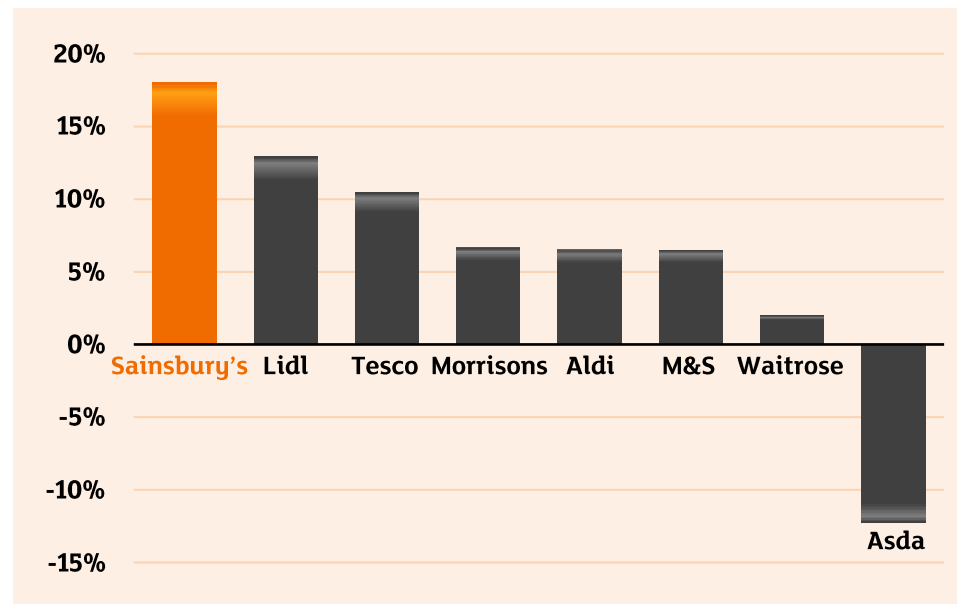


**Fresh Food sales +8%**

**Taste the Difference Fresh sales +15%**



## Fastest growing Premium Own Label in the market<sup>1</sup>

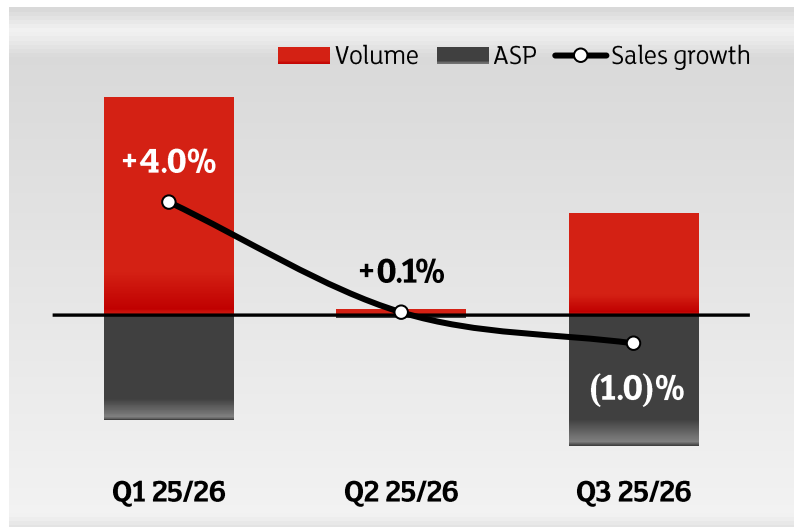


1. Worldpanel by Numerator Panel (Kantar), Total Fresh & Grocery exc. Kiosk, Premium Own Label tier (excl. Premium Plus tier), Value growth YoY, 16 weeks to 28 December 2025

# Argos:

## Volume growth in a subdued market

Q3 volume growth offset by  
lower average selling price



**Cautious consumer environment  
– highly promotional**

**Tight stock discipline  
delivered clean exit**

**Improved brand perceptions<sup>1</sup>**

**+33% increase in app visitors**

**19 new SDF suppliers<sup>2</sup>,  
now at c.20,000 SKUs**

1. YouGov Brand Index – brand health metrics score YoY, Q3 25/26

2. SDF – Supplier Direct Fulfilled product ranges



# Balanced choices driving strong momentum



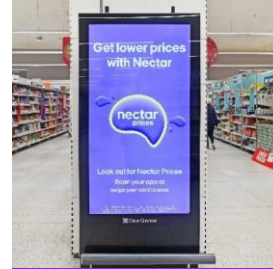
Sustaining our  
strong  
competitive  
position



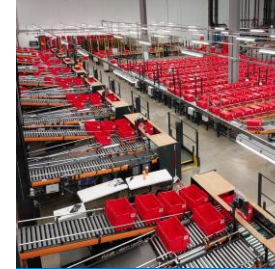
Delivering  
biggest space  
growth in over a  
decade



Leading on  
quality and  
innovation



Scaling our  
personalisation  
capabilities and  
store digitisation



Investing in  
technology and  
automation



Structural cost  
reduction and  
productivity  
improvement