

The annual Advantage Group survey of suppliers recognised Chemist Warehouse as the #1 pharmacy retailer in Australia, with globally leading supplier engagement related especially to planning collaboration, retail media effectiveness and capability of the teams.



market reach



Chemist Warehouse has continued to reach milestones across financial performance, strategic category growth, network expansion, sustainability, customer experience and community impact.

Total CW branded network sales¹ increased by 15.9% to \$10.2 billion over the period with strong category growth in Beauty (haircare), Nutrition (with sports) and in over-the-counter (OTC) (dental and analgesics). Like-for-like sales were up 13.4%.

This reflects the continuation of a decade-long growth trajectory built on disciplined execution, customer trust and an unwavering commitment to delivering value.

During the financial year 24 new Chemist Warehouse stores were opened across Australia, bringing the total network to 561, with a further 18 stores undergoing refurbishments to deliver an improved customer experience and uplift in sales.

During the financial year, we enhanced the medication packaging services for customers with the successful implementation of our proprietary MPS Connect software across the Chemist Warehouse network. The MPS proposition is built around patient safety, operational reliability and cost-effective medicines adherence through Dose Administration Aids (DAAs), electronic charting and connected pharmacy workflows.

Our Stratosphere Media Agency continued to execute across media, digital, creative and production, delivering connected campaigns across the spectrum. This included the *House of Wellness* TV program which aired in prime time on Channel 7.

We made ongoing investments in the team members within the Chemist Warehouse network, with almost 5,000 participants completing the Pharmacist Education Program, and over 750 pharmacy trainees participating in our intern program. We also continued to support the community, with over

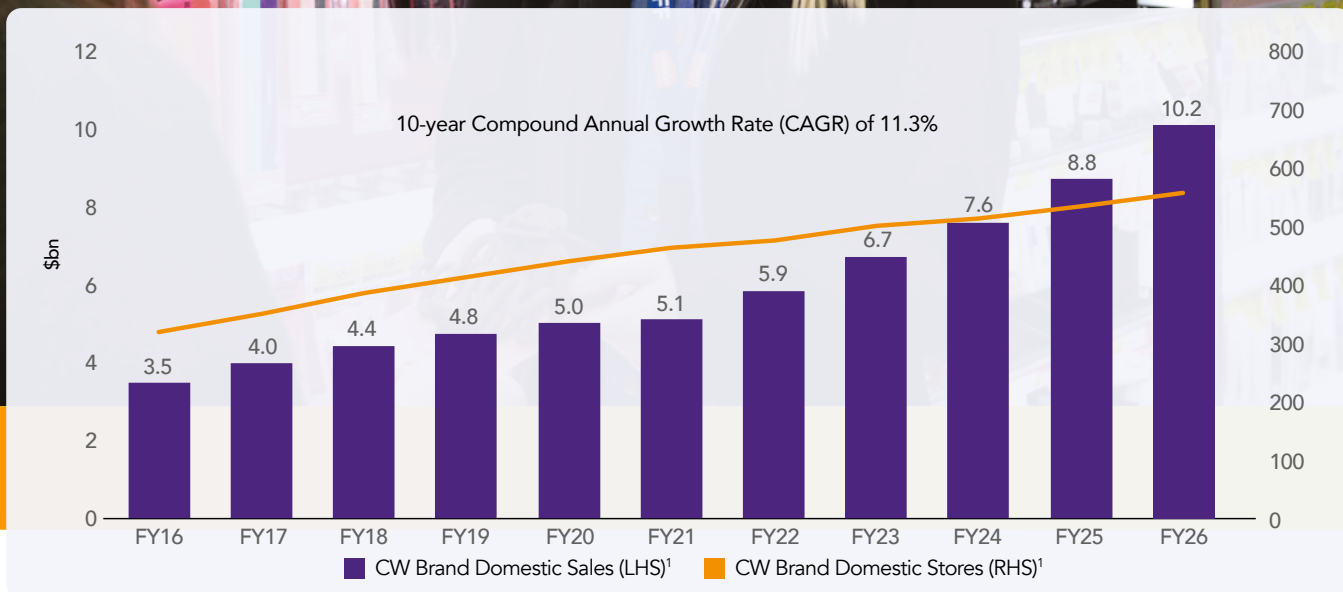
600,000 vaccinations administered across the network, an increase of over 20% on FY25.

Chemist Warehouse led the industry with the introduction of Augmodo Smartbadges that help identify any stock issues or gaps on the shelves in our stores to enhance availability and customer service.

Investment in our new digital platform, launched in June 2025, continued to deliver strong returns, providing the scalability, reliability and performance required to support increasing customer demand.

These investments translated into strong commercial results. Online sales revenue increased by 16% across the year, supported by a 22% increase in customer orders and a 7% improvement in conversion rate. Today, over 80% of all online sales are fulfilled through Click & Collect, demonstrating the growing importance of our store network in delivering a convenient omnichannel experience while connecting our digital and physical channels.

1. Based on Chemist Warehouse management information (unaudited).



The strength of the platform was demonstrated during Black Friday, where Chemist Warehouse achieved unprecedented demand that resulted in its largest online sales event in history.

The Online team continues to enhance the customer experience through ongoing investment in personalisation, search, fulfilment and omnichannel capabilities. These initiatives strengthen the connection between our stores, suppliers and customers while creating new opportunities for future growth.

The Chemist Warehouse brand also continues to invest in the community through long-standing partnerships with organisations including, Save Our Sons Duchenne Foundation, Gotcha4Life, Liptember Foundation, the Good Friday Appeal, FightMND, and the Victorian Pride Centre, supporting causes that improve lives, strengthen communities and create meaningful change.

These achievements demonstrate the strength of our business, the dedication of our people, and our commitment to long-term value creation.

Chemist Warehouse branded network Sales¹

\$10.2bn

Up 15.9%



Long term Chemist Warehouse branded network target

~900

Currently 561



1. Based on Chemist Warehouse management information (unaudited).