

# Ocado Group plc 3rd Quarter Results

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Ocado Group PLC  
15 September 2015

## OCADO GROUP PLC

15 September 2015

### Trading Statement

Ocado Group plc ("Ocado") today announces its trading statement for the 12 weeks to 9 August 2015.

#### Key financials

|  | 12 weeks to<br>9 August 2015 | 12 weeks to<br>10 August 2014 | Growth |
|--|------------------------------|-------------------------------|--------|
| Gross sales (Group) <sup>1</sup>           | £272.0m                      | £231.9m                       | 17.3%  |
| Gross sales (Retail) <sup>1</sup>          | £252.0m                      | £218.5m                       | 15.3%  |
| Average orders per<br>week <sup>2, 3</sup> | 190,000                      | 163,000                       | 16.6%  |
| Average order size <sup>2</sup>            | £110.46                      | £111.64                       | (1.1)% |

As at 9 August 2015 the Group had cash and cash equivalents of £51.8 million and external borrowings<sup>4</sup> of £44.4 million.

#### Tim Steiner, Ocado's Chief Executive Officer, said:

"We are pleased with the continued steady growth of our business in a retail environment that remains tough.

"We believe our commitment to improving what we offer to customers through innovation and our proprietary IP will support further growth. Notwithstanding the competitive nature of the marketplace, we expect to continue growing slightly ahead of the online grocery market."

#### Contacts

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## Notes

1. *Gross sales (Retail) refers only to the results of Ocado.com, Fetch.co.uk and Sizzle.co.uk. Gross sales (Group) includes the benefits from the Morrison agreement and Retail business. Gross sales include revenue plus VAT and marketing vouchers.*
2. *Refers to Ocado.com, Fetch.co.uk and Sizzle.co.uk orders. Average order size excluding standalone orders for Fetch and Sizzle declined by 0.6%.*
3. *Growth percentage calculated on a rounded basis.*
4. *Gross debt excluding the finance lease payable to MHE JV Co.*
5. *The figures used in this announcement are unaudited.*
6. *A copy of this trading update is available on [www.ocadogroup.com](http://www.ocadogroup.com).*

## Cautionary statement

*Certain statements made in this announcement are forward-looking statements. Such statements are based on current expectations and assumptions and are subject to a number of risks and uncertainties that could cause actual events or results to differ materially from any expected future events or results expressed or implied in these forward-looking statements. Persons receiving this announcement should not place undue reliance on forward-looking statements. Unless otherwise required by applicable law, regulation or accounting standard, Ocado does not undertake to update or revise any forward-looking statements, whether as a result of new information, future developments or otherwise.*

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