

Bunnings UK & Ireland Property



BUNNINGS
warehouse



The Bunnings Story

We are the leading retailer of home improvement and outdoor products, a major supplier to project builders, commercial tradespeople and the housing industry and trusted household name in Australia and New Zealand.

Operating from a network of large warehouse stores, smaller format stores and trade centres across Australia and New Zealand, Bunnings caters for consumer and commercial customers.

In February 2016, Bunnings acquired and now operates Homebase, the second largest home improvement and garden retailer in the UK and Ireland. The Homebase acquisition delivered an established and scalable platform of stores to build a Bunnings branded business. £500 million was allocated at acquisition to launch the Bunnings brand over the next 3 to 5 years. This investment has already commenced with the successful opening of Bunnings Warehouse stores in St Albans, Hemel Hempstead, Milton Keynes and Folkestone.

Bunnings is a division of Wesfarmers Limited, a leading ASX 100 listed company (ASX: WES). In addition to the Bunnings business, Wesfarmers owns and operates a number of other businesses such as supermarkets (Coles), discount retailing (Target, Kmart), office supplies (Officeworks) and industrials (Resources, Industrial and Safety, Chemicals, Energy and Fertilisers). Wesfarmers has a market capitalization of c. A\$45 billion and over 200,000 employees.

Formats & Network



BUNNINGS
warehouse

- Cornerstone brand
- Large format, continually evolving
- Low cost, warehouse merchandising
- Flexible footprint including multi-level
- Retail and commercial customers



BUNNINGS

- Smaller format
- Acquisition and greenfield
- Highly flexible
- Regional and metro markets
- Retail and commercial customers



BUNNINGS
TRADE

- Specialised 'DIFOT' format
- Narrow and deep ranging
- Builds customer relationships
- Lowest cost
- Commercial 'delivered' market



HOMEBASE
Always low prices

- Homebase was acquired as a platform to build a new Bunnings business
- Right sized and well located stores
 - Latent capability for warehouse merchandising and low cost operating model

Store Network Location as at 30 June 2017

Australia & New Zealand (BANZ)

	Warehouse Stores	Smaller Format Stores	Trade Centres
Total	249	77	33

UK & Ireland (BUKI)

	Bunnings Warehouse	Homebase Stores
Total	4	251

The “Bunnings Warehouse” brand has been built on three strategic pillars:



WAREHOUSE SAVINGS

Widest Range

Bunnings Warehouses stock around 45,000 products. An expanded range is available through the Bunnings Special Orders service.



WIDEST RANGE

Lowest Price

Our policy is lowest prices are just the beginning, and we're committed to it. We don't pretend to be the lowest at every instant on everything, which is why we offer every customer a Price Guarantee.



EXPERT ADVICE

Best Service

In Australia and New Zealand Bunnings employs over 40,000 team members, many of whom have a trade background to provide customers with expert advice. A further 12,000 team members are employed by Homebase in the UK and Ireland.

Bunnings UK & Ireland

Bunnings are focussed on improving and growing the network of stores and will continue to acquire suitable sites for new stores and relocations across the UK and Ireland.

We are willing to explore all opportunities including the purchase of freehold or leasehold, developer led schemes and existing or new retail units.

General site requirements include:

- 40,000 to 60,000 sqft with a garden centre of 10,000 – 20,000 sqft and sufficient dedicated parking spaces. London stores considered from 10,000 sqft.
- Prominent sites with high visibility from pass through traffic on main roads and easy access and egress.
- Properties are located in highly populated areas (>30,000) for both the short and long term.
- Freehold or leasehold.
- Potential relocation sites considered as well as new locations.

For any enquiries relating to property including store estate matters and new store opportunities, please contact the Property team at hb.property@homebase.co.uk



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Business Evolution

1886

Arthur and Robert Bunning arrive in Western Australia. Bunning Bros Pty Ltd is founded. Soon after they purchase their first sawmill.



1952

Bunnings expand in the WA market, adding building supplies to the existing timber business; became a public company and the leading supplier of WA hard woods to the housing construction industry.



1989

Bunnings purchase Alco Handyman operations in WA and merge operations to significantly increase exposure to the D.I.Y. market.



1993

Bunnings purchase McEwans Ltd in Victoria and South Australia enabling expansion of operations to the east coast.



1994

Bunnings open their first Bunnings Warehouse in the Melbourne market and Wesfarmers go to 100% ownership.



2001

Purchased the BBC Hardware network including Hardwarehouse and Benchmark stores in Australia and New Zealand allowing Bunnings to expand internationally into the New Zealand market.



2016

Purchased Homebase network in UK and Ireland.



2017

The first store in St Albans, Hertfordshire, UK opens.



Today

Bunnings continues to expand its operations with new warehouses smaller format stores and trade centres throughout Australia, New Zealand, UK and Ireland.



Community

Bunnings are highly active in the communities we inhabit and has a long history of working in local communities. In Australia and New Zealand, Bunnings helped raise and contribute more than A\$37 million for local community groups. Bunnings is keen to replicate this commitment in the UK and Ireland and this is demonstrated with the most recent Bunnings Warehouse openings. Between February and June 2017, the four Bunnings Warehouse pilot stores helped raise and contribute more than £30,500 and participated in and supported over 35 community activities. A number of local community organisations such as schools, hospices, emergency services and youth groups were supported through activities including fundraising sausage sizzles, hands-on projects, local fundraising initiatives and product contributions.



Employment

Bunnings currently employs over 12,000 team members within the UK and Ireland. These numbers are expected to grow significantly as we convert existing Homebase stores and invest in new site opportunities. Bunnings aims to recruit team members from within the local communities. Jobs range from Team Members to Co-ordinator to Complex Manager. Bunnings currently employs between 50 to 100 team members in each of the Bunnings Warehouses and offer significant training and development courses for team members to attend and develop. Bunnings are a fair and community-focused employer, paying the National Living Wage for all team members aged 18+.





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