

6 May 2020



## Z Energy weekly volume data

In response to requests for greater clarity around current market trading conditions Z Energy (NZX:ZEL ASX:ZEL) (Z) is providing weekly volume data during the Covid-19 pandemic.

Data includes retail volumes for the Z network including Foodstuffs, the Caltex network and for the domestic supply arrangements that Z supports. The data includes all fuel volumes for the prior week up to 11.59pm on Sunday.

Z is also disclosing commercial volume data, specifically Truckstop volumes including private Truckstops that Z supplies to our large commercial customers and Mini-Tankers. We are also providing Commercial Jet, Marine and 'Other' volumes.

Volume levels for the week ended 3 May, 2020 increased significantly with the nation moving into level 3 (L3) of the national lockdown. Volumes increased by 41% compared to last week (49% excluding Jet). This is still down 55% (48% excluding Jet) compared to pre-lockdown levels<sup>5</sup>, and down 56% (49% excluding Jet) when compared to the same week last year, the week ended 5 May, 2019.

Shop sales in the Z network increased 7% for the week ended 3 May, 2020 compared to the previous week and are down 6% compared to the same week last year. Last week was our biggest week for pre-order coffee sales via the Z App since inception, doubling pre-lockdown average daily orders with pre-order coffee making up ~25% of all coffee orders.

Z Energy will not provide any commentary about retail margins until the release of our full year FY20 results.

All numbers in litres	<sup>(5)</sup> Average weekly volume	Week ended 26 April 2020	<b>Week ended 3 May 2020</b>
<b>Z Network (inc. Foodstuffs) <sup>(1)</sup></b>			
- Retail fuel (91 & 95)	15,185,786	3,982,047	<b>6,384,982</b>
- Diesel	6,366,233	1,782,243	<b>3,454,039</b>
<b>Caltex Retail Fuel</b>			
- Retail fuel (91 & 95)	6,477,111	1,616,944	<b>2,599,811</b>
- Diesel	2,756,245	765,831	<b>1,387,188</b>
<b>Other domestic retail supply <sup>(2)</sup></b>	11,566,013	4,719,631	<b>5,205,374</b>
<b>Truckstops <sup>(3)</sup></b>	14,707,396	6,962,922	<b>10,242,933</b>
<b>Other commercial fuels</b>			
- Jet	14,206,445	3,223,192	<b>2,703,824</b>
- Marine	3,769,609	637,741	<b>1,267,599</b>
- Other <sup>(4)</sup>	604,124	183,749	<b>327,034</b>

(1) Z volumes will be retail fuel sales volumes including the Foodstuff network

(2) Domestic retail supply volume is the total bulk fuel delivered to distributor customers

(3) Truckstops include Z and Caltex branded Truckstops, private Truckstops and Mini-Tankers

(4) Other includes General Aviation and Lubricants

(5) Average weekly volume is the average volume for the four weeks preceding the Level 4 lockdown, specifically Monday 24 February to Sunday 22 March 2020