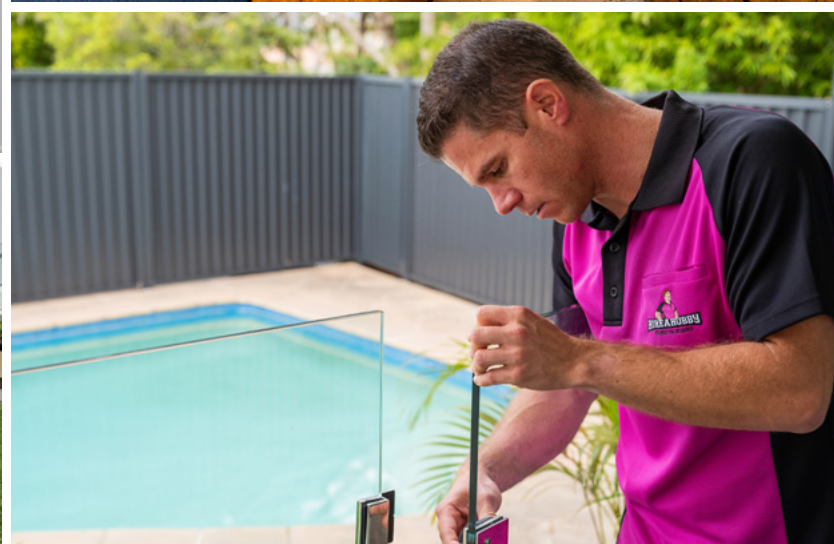




Helping Franchisees
across Australia
develop and grow



**BUNNINGS
TRADE**

Helping business is our trade.

Introduction

Bunnings Trade offers expert advice and support on products and materials to help businesses make informed decisions when selecting building, construction, fit-out supplies, consumables and products needed in your everyday business. We offer customised pricing to operators owning and managing a business with a PowerPass membership. This exclusive access can help reduce the cost of materials and supplies needed. Our delivery and logistics management offered to businesses, helps to streamline the procurement process and ensure timely access to materials.

No matter the type of franchise business that you are operating, Bunnings has the products to fulfil many of your requirements.

Leveraging the scale of our partnerships with suppliers, we're able to supply a broad variety of commercial grade ranges, including power tools, cleaning inclusive of dog and car wash products, antennas, air conditioners, pest control, storage, pool maintenance, fencing, decking and building materials.

Bunnings Trade stocks over 80,000 products and has access to even more. These products and materials can be used by businesses in the franchise industry to deliver a quality experience and finish for clients. We have a team of experts who can provide advice and guidance on the most appropriate products for a specific application.

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Your partner for business solutions

Bunnings has a long history of supplying the building and construction industry in Australia and New Zealand, and we've evolved to support businesses too.

We're much more than a supplier, we're your partner. At Bunnings Trade, we have the services and solutions to help you get the job done and grow your business.



We work with a variety of organisations and businesses across a range of sectors and industries:

- ✓ Accommodation, Tourism and Food Services
- ✓ Administration and Safety
- ✓ Agriculture, Forestry and Fishing
- ✓ Child Care and Social Assistance
- ✓ Education and Training
- ✓ Electricity, Gas, Water and Waste
- ✓ Export
- ✓ Finance and Insurance Services
- ✓ Franchising
- ✓ Health and Residential Care Services
- ✓ Manufacturing
- ✓ Mining
- ✓ Personal and Other Services
- ✓ Professional, Computer and Scientific Services
- ✓ Rental Hiring and Real Estate
- ✓ Retail and Wholesale Trade
- ✓ Sports Recreation, Arts and Media Services
- ✓ Transport, Postal and Warehousing



Bunnings History

1886

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



1952

Bunnings

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

1993

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

1994

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



2002

Frame and Truss launched providing superior service and advice, including quoting, estimating and detailing for projects both large and small.

2003

Trade Centres launched for commercial sales and deliveries.



2010

Bunnings Trade introduces PowerPass program.



2018

Bunnings Trade introduces the PowerPass app.



2023

Building Solution Studios (BSS) relaunched for commercial customers, architects and designers in Port Melbourne, Castle Hill and Cannon Hill.

NOW

Bunnings Trade continues to deliver services and solutions that help our customers business' grow.

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Australia's Most Trusted Brand



Mentone Team

2023 marked the 18th year Bunnings has been named Roy Morgan's Most Trusted brand, as well as the third consecutive year as 'most iconic brand'.

The trust we hold with our customers is in large part due to the amazing work our team of almost 60,000, does every day – and we're incredibly grateful.

Over the past couple of years in particular, our store teams have worked tirelessly to help customers to stay safe and productive in their homes and this is great recognition of all their efforts.

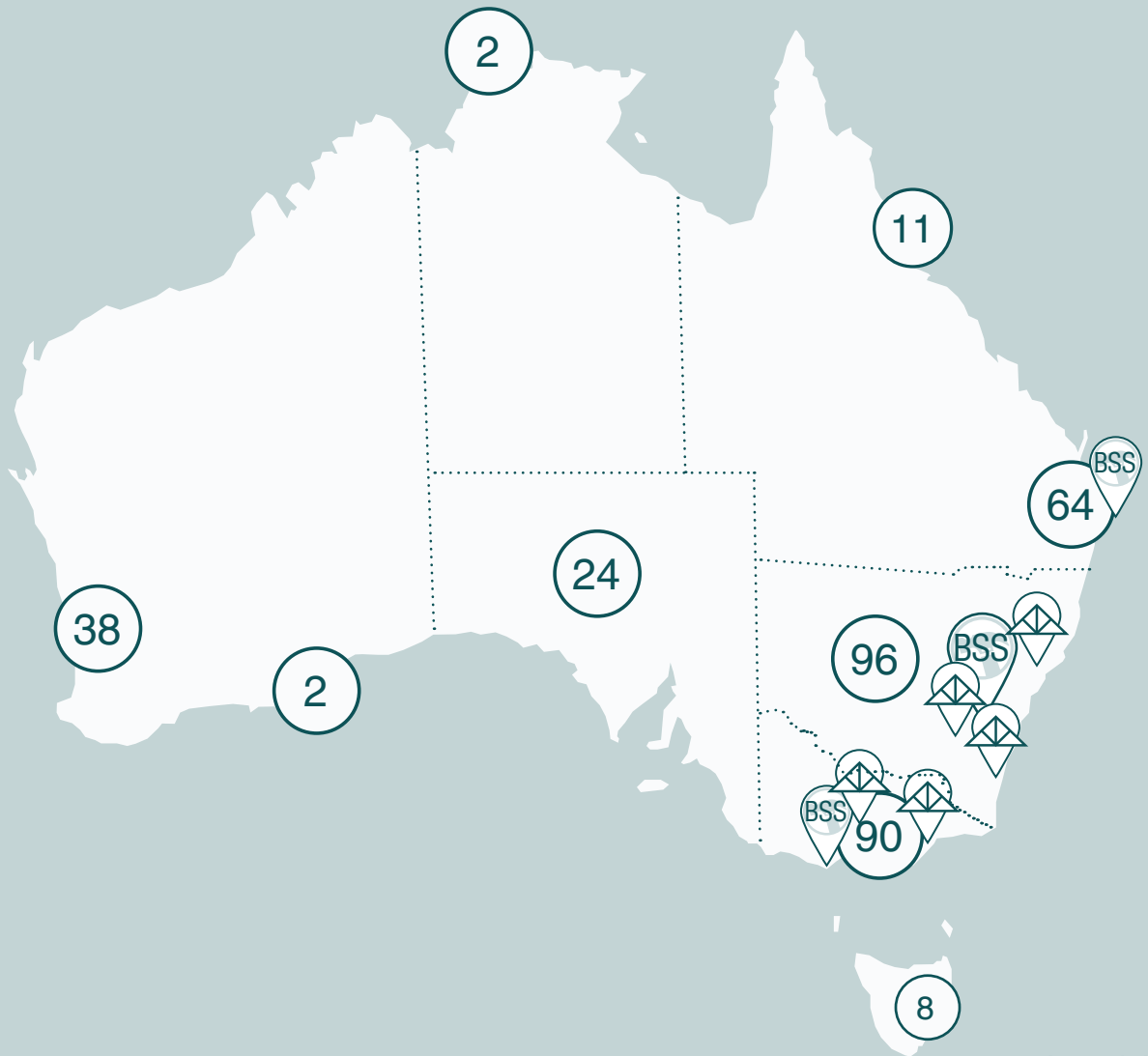
We're also so grateful to our valued customers and we thank them for their continued support.



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Who are we?

Bunnings is a leading retailer of home and lifestyle products for consumer and commercial customers in Australia and New Zealand. We are a major supplier to project builders, commercial tradespeople and the housing industry. Our store network is made up of over 255 large warehouse stores, over 56 smaller format stores, and over 30 Trade Centres and five frame and truss sites. In April 2020, Bunnings acquired South Australian retailer Adelaide Tools (now Tool Kit Depot) and acquired Beaumont Tiles in November 2021 which has 115 stores. We have nearly 60,000 Team Members.



As at July 2023



Building Solution Studios



88 Stores and Trade Centres



Frame and Truss

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Business Solutions

Our Range

We are here to service business across industries such as Agriculture, Tourism, Education, Government, Facilities Management, Insurance, and Aged Care. We can develop unique product solutions to fit your needs. From building materials to maintenance, cleaning, furniture, kitchens, flooring and landscaping – we've got you covered, and we do this from our national network of Warehouse, Trade and Distribution Centres so no matter where you are, we've got a location nearby to help your business.

Our Dedicated Business Teams

Our Business Development and Account Managers can partner with your business to provide end-to-end support and advice on materials, cost, and new and innovative products and services. Plus, our network of over 500 Trade Specialists in our stores can help arrange quotes and orders for pick up or delivery. And, if we don't stock it we'll do our best to find it for you. Our Trade team supports over 100 different associations with exclusive Trade pricing and benefits through our PowerPass program.

Our Services

Other services that we can help your business with include trade-quality Hire Shop, installation, kitchen design consults, online ordering, PowerPass memberships, flexible fulfilment, trade-n-go industrial gas, and project management for large projects.



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Leading Brands



PowerPass Member Benefits



PowerPass



Useful digital tools

Store e-receipts and records digitally ready for tax time. Any transactions linked to your PowerPass can be accessed on the app or downloaded via the portal, ready for invoicing or tax time claims.



Exclusive PowerPass prices**

Enjoy exclusive PowerPass pricing on a wide range of commercial products across the store.



Flexible payment options*

Apply for flexible payment, like credit or 30 Day Account options.



Trade-quality hire equipment~

Hire quality equipment via the Hire Shop. Plus, unlock PowerPass pricing on our select Coates Hire range.



Dedicated trade support

Call on a dedicated trade team in store and on the road to help with quotes, orders, deliveries and more.



In-store collection & delivery^

Leverage Click & Collect or direct-to-site delivery from the Bunnings network across Australia.

Sign up now at trade.bunnings.com.au

*PowerPass members can apply for a credit or a 30-day account at www.trade.bunnings.com.au/PowerPass. Otherwise, please call the Commercial PowerPass Support team on 1800 980 050 during business hours, or email applications@bunnings.com.au. Credit can only be applied for by Directors, Partners or Sole Proprietors and the application process requires a driver's licence, date of birth and residential address of each partner, as well as the details of your business's accounts payable contact details, including postal address and email address for accounts. Financial information such as turnover, assets and liabilities will also be required. **Terms and conditions apply. Exclusive prices do not apply to all products in store. To find out if a product attracts an exclusive PowerPass price, you can scan the product on the PowerPass App or login to the website at trade.bunnings.com.au. ~Terms and conditions apply. Exclusive prices apply to Coates products hired through the Bunnings in-store Hire Shop only, and is not applicable when hiring products directly through Coates Hire. Delivery charges may apply. Hire Shop services may not be available in all stores. For more information please visit: Hire Shop terms of use - Bunnings Trade AU. ^Click & Collect is available to customers at select locations nationally, with a wide range of items available to be purchased online. Orders placed by 6pm Monday - Friday (or 4pm Saturday/Sunday) will be available for pick-up the next day from 7am. Orders placed after 6pm will be processed the following day. You'll be contacted when your order is ready for collection. Please note collection timeframes can vary in some locations. Collection timeframes will be updated regularly and clearly displayed when adding items to your cart. Click & Deliver is offered to customers in most locations, this includes stocked key items. Depending on the location, size, and service requested a reasonable delivery fee will be applied to the customer's order. In most cases, delivery for products purchased online will take 2-5 days, but for some products, such as Special Orders items, it may take 7-14 days. Visit the website for more details, trade.bunnings.com.au

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LANDSCAPING

Garden Supplies

Bunnings Trade has a broad selection of potting mixes, composts, mulches and manures available bagged or in bulk* – sure to suit your needs. From our great value Garden Basics range through to premium products from respected brands like Brunnings, Osmocote and Yates, we have everything you need to keep your clients' gardens looking fantastic.



Turf

Our network of turf specialists around Australia enables us to offer a wide range of brands and types of instant turf, including Kikuyu, Buffalo, Couch, Sir Walter, Sir Grange, TifTuf and Zoysia, meaning we can supply a suitable turf for wherever your landscaping job is located. Many of these turf specialists are members of Lawn Solutions and grow multiple varieties, suitable to their local area. All can be provided in commercial project quantities.



Our range of synthetic turf from Australian manufacturer, Field Turf, is suitable for an extensive variety of specialty solutions for landscape, commercial and sporting use – all backed with at least a seven-year warranty.

We also have all the products and materials you need to establish a strong foundation for whichever type of turf you are laying, and to maintain it into the future.



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Plants

With a network of specialist plant growers around the Country, we can supply a diverse range of horticultural grade greenlife, suitable for wherever your landscaping job is located. If there's a plant you need that can't be found instore or online, there's a strong chance we can still supply it.

For larger commercial orders, we will happily provide you with a competitive quote and can supply you with quality plants in commercial project quantities.

*Bulk delivery only available in metro areas. Offer and pricing varies by state and territory.

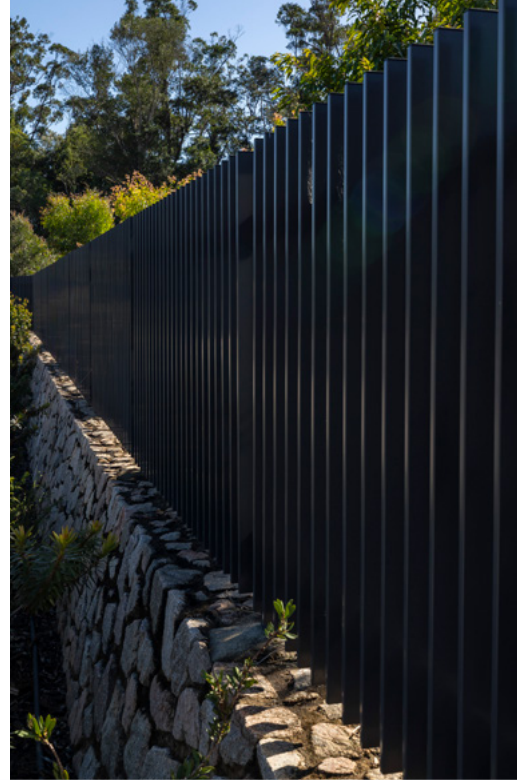
Pest Control

Shop our range of professional quality insecticides for rodent and insect control and repellent from quality brands. Order online for delivery or, using your PowerPass membership to access exclusive Franchise prices or Click and Collect at your nearest Bunnings.

[Click here to see our wide range of Landscaping products](#)



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FENCING

Bunnings Trade offers a wide range of fencing products for all types of projects, from residential to commercial. Many ranges can be customised to suit your customers' size and colour preferences.

Talk to us about how we can help you deliver a premium quality finish, no matter the type or scale of job you're working on. It's all about convenience and saving time: place an order and we'll have the materials ready for collection from a Bunnings store or delivered directly to your site.

In addition to timber fencing, our fencing range includes:

- Glass, aluminium and steel pool fencing, plus glass and aluminium balustrading, all conforming to Australian safety standards
- Boundary and security fencing to suit dozens of commercial applications with various style and colour options and custom-made capabilities.
- Temporary fencing options including pool fencing and 'no dig' fencing.

We can supply quality brands and the stock quantities that you need, delivering straight to your site to make managing your fencing jobs as easy as possible.

[Click here to see our wide range of Fencing products](#)



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OUTDOOR TIMBER AND WOODCARE

No matter what your requirements, we're sure to have a decking solution to meet your needs. In addition to our extensive range of timber decking, which includes SpecRite pre-oiled timber, with a proven reputation for resilience under Australian conditions and compliant to BAL 29, we also work with a group of innovative manufacturers to offer timber alternatives to the market.

Ekodeck's uniquely designed composites have been specifically developed to withstand Australia's harsh weather conditions, with a focus on being environmentally friendly, made using sustainable methods that reduce landfill and using waste timber.

DecoDeck combines the natural beauty of timber decking with the strength and durability of aluminium. A first in aluminium decking systems, DecoDeck replicates the form, feel and appearance of natural timber decking with the super durable DecoWood wood grain finish.

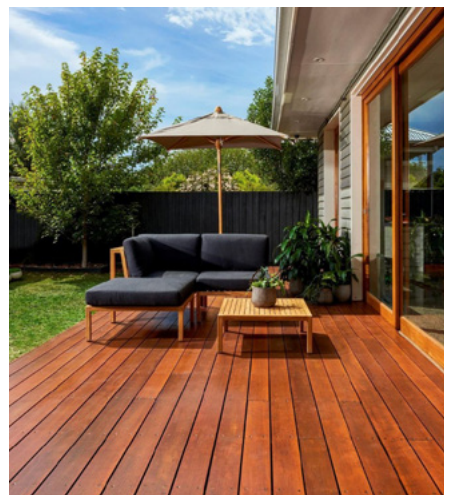
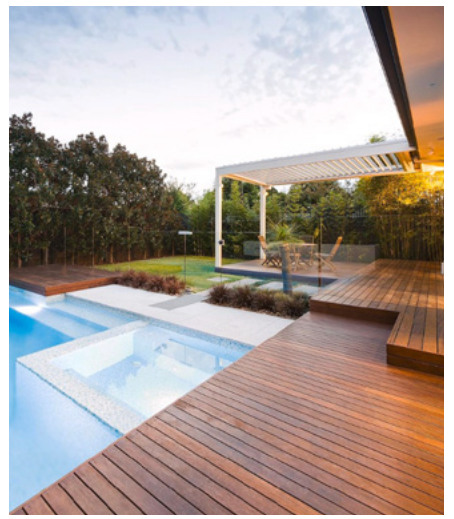
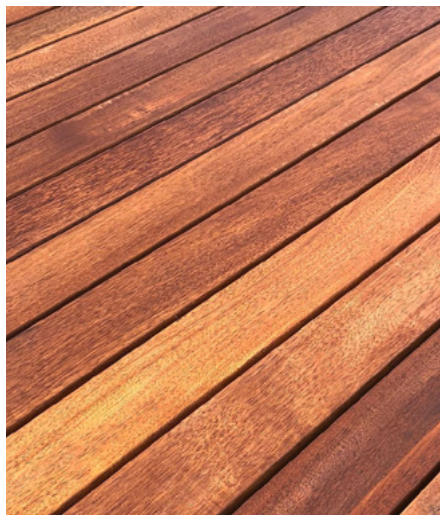
Bunnings is committed to responsible timber sourcing and has a zero-tolerance approach to illegally logged timber. Our goal is to ensure all timber and wood products supplied to Bunnings originate from legal and well-managed forest operations. We have made significant progress in

this area, with more than 99 per cent of our whole timber product now sourced from low-risk plantation or other legally verified forest operations. Most of Bunnings' timber products are sourced from independently certified forests or from forests with demonstrated progress towards achieving independent certification.

[Click here to see our wide range of Outdoor Timber and Woodcare products](#)



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POOL SUPPLIES

When it comes to outdoor maintenance, Bunnings can supply, and even deliver, most of what you'll need.

Keeping a pool looking good and sanitised doesn't have to be hard work. With regular maintenance and the right products, you can keep a pool safe and ready to use. All the pool maintenance equipment that you can find in your local Bunnings Warehouse can also be delivered to your site – pool salt and chlorine, brushes, hoses and vacuums and pool testing kits.

[Click here to see our wide range of Pool products](#)



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POWER TOOLS AND POWER GARDEN

Alongside the power tools and equipment that you might see at your local Bunnings Warehouse, we offer access to an extensive range of commercial-grade equipment and brands.

Available to buy with delivery to your site if you choose, we have pressure washers, chainsaws, blowers, hedge trimmers, ride-on lawnmowers and everything you need to keep your clients' properties looking fantastic – many in both petrol and electric models.

Our Hire Shop gives you the flexibility of accessing larger pieces of equipment just when you need them, including building equipment, trailers, vehicles and skips plus, through our partnership with Coates, we now have an even wider range of equipment to help you get those bigger projects done such as access, earthmoving and concreting equipment. All Coates equipment is delivered and collected by a Coates hire expert or you can pick it up from Coates.



[Click here to see our wide range of Power Tools and Power Garden products](#)



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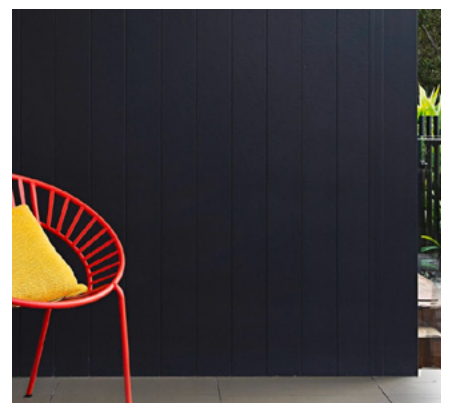
BUILDING AND MAINTENANCE

Whether you're building from scratch or renovating existing properties, Bunnings Trade has everything you need to complete your projects on time and on budget. At all stages of the build, we can support you with product knowledge and guidance and supply high quality products at competitive prices.

We can supply you with everything from pre-fabricated timber frames and trusses, to flooring, joinery, kitchens, appliances, commercial grade doors and windows, cladding, plumbing, waterproofing,

lighting and more. And, if we don't stock it, we'll do our best to find it for you.

We also stock everything you need to keep your properties in good condition, both inside and out.



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Bunnings Trade is a leading supplier of high-quality paint and paint accessories for both professional and DIY projects. We offer a wide range of paint products, including interior and exterior paints, spray paints, enamel paints, and specialty paints.

Our paint range includes products from some of the most trusted brands in the industry, such as Dulux, Taubmans, British Paints and Cabot's. With such a wide variety of brands to choose from, Bunnings Trade provides customers with access to a range of colours, finishes, and speciality products to suit any project.

In addition to paint, Bunnings Trade also offers a range of paint accessories such as brushes, rollers, trays, drop cloths, and sandpaper. Our team of experts is on-hand to offer advice and guidance on the right products and techniques to use for any paint project and we are a top choice for anyone looking to undertake a painting project, big or small.

[Click here for more info on Building and Maintenance](#)



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KITCHENS AND BATHROOMS

With a range that spans from standard to premium brands and quality, we can supply all the cabinetry, sinks, toilets, shower heads and screens, taps and appliances you need for kitchens and bathrooms. We have partnered with suppliers such as Argent, Decina, Franke, Seima, Mixx and Mondella to bring you a selection of products ranges to suit all budgets and requirements.

Supply and Installation Services

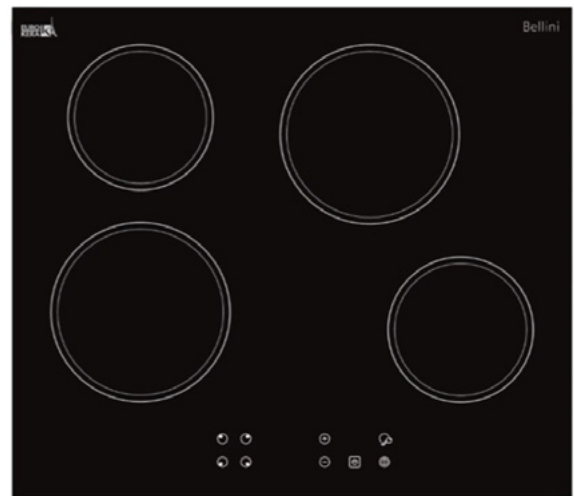
Bunnings offers a comprehensive service for custom, whole-of-build joinery and cabinetry, with solutions for all areas of a home or business, including wardrobes,

kitchen and pantry, bathroom, laundry, outdoor kitchen and entertainment areas, living areas and offices. Our service includes support with design or delivering off specifications, project management, expert installation execution and competitive pricing. Check with your local Trade Specialist or Account Manager to see what's possible in your local area.

[Click here for more info on Kitchens and Bathrooms](#)



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STORAGE

Bunnings has a full range of storage solutions to meet all your needs including lockable cabinets, industrial shelving for stockrooms and kitchens and sheds for secure and weatherproof outdoor storage.

We also have everything you need to organise your storage – including heavy duty containers, cabinets and workbenches, so that you can make the most of the space you have.

From sheds, garages and carports to large-scale sheds, Bunnings can supply outdoor structures to suit many requirements. Our extensive range includes quality brands like Absco and EnduraShed and delivers high quality at a reasonable price.

[Click here to see our wide range of Storage products](#)

[Click here to see our wide range of Sheds](#)



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CLEANING

Bunnings Trade is a leading supplier of high-quality cleaning products, offering a range of options to suit the various needs of franchisees. We have built a strong reputation for providing reliable, comprehensive and effective cleaning solutions, and our extensive product range, which includes bulk quantities, is a testament to this. Bulk purchases of cleaning products can help reduce the cost per unit, making it a cost-effective way to purchase cleaning supplies for large facilities or businesses that require regular cleaning and maintenance.

Whether you need cleaning products for pets, vehicles, offices, homes, or schools, Bunnings Trade has you

covered. Our product range includes everything from general-purpose cleaners and disinfectants to specialised cleaning solutions for specific applications such as floor and glass cleaning or pressure washing.

In addition to offering cleaning products in bulk, we also provide a range of cleaning accessories and equipment such as mops, buckets, brooms, dog wash, and outdoor vacuum cleaners. This means that businesses can find everything they need for their cleaning requirements in one convenient location, saving them time and hassle.

[Click here to see our wide range of Cleaning products](#)



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What do our customers think?

Smith & Sons

'As a Director for a franchised business that specialises in residential renovations and extensions across Australia and New Zealand, I can confidently say that Bunnings is one of our most valued suppliers. With over 90 qualified Builders in our franchise network, it's crucial that we work with reliable suppliers who can provide us with high-quality building materials and tools, and Bunnings consistently delivers on both fronts.

Bunnings has shown time and time again that they understand the complicated world of franchising, and they have done an excellent job of catering to our Builders' needs. From the moment we first began working with Bunnings Trade, they made an effort to understand our business and what we needed from a supplier. They took the time to get to know our franchisees and their

unique requirements, which has allowed them to provide tailored solutions that meet our Builders' needs.

One of the most significant benefits of working with Bunnings is the wide range of products they offer. From power tools and building materials to lighting fixtures and gardening supplies, they have everything our franchisees need to complete their projects on time and on budget. They also carry a broad range of premium and budget options to suit our clients' preferences, which is crucial when dealing with diverse customer tastes and budgets.

Finally, the team from Bunnings Trade's Organisations Solutions are an excellent partner to work with. They are always available to answer questions and provide support, and their Team is knowledgeable, friendly, and willing to go the extra-mile to ensure that our franchisees are

satisfied. Bunnings consistently demonstrates that they are committed to building long-term relationships with their clients and ensuring their success.

I can confidently say that Bunnings is an excellent supplier for our construction business. Their commitment to understanding our unique needs and providing tailored solutions, combined with their wide range of high-quality products, comprehensive training, commitment to sustainability, and exceptional customer service, make them an invaluable partner in our business's success. We look forward to continuing our partnership with Bunnings and would highly recommend them to any business in the building and construction industry.

Leigh Wallis –
International
Managing Director
Smith & Sons

Hire A Hubby

Hire A Hubby's Operations and Training and Procurement team and National network of almost 300 franchisees, have enjoyed a long-standing relationship with all members of the Bunnings team for more than 15 years.

As Handymen, we fix all jobs around the house, from the front door to the back fence. Our

reputation depends on suppliers of high-quality and user-friendly products at a competitive price. With Bunnings' tens of thousands of product lines, they not only provide our Handymen with a huge range of great products but are a dependable and reliable source of invaluable manufacturer/supplier advice.

From the in-store Trade team members to State and Senior Management teams, Hire A Hubby enjoys great relationships with all levels of personnel at Bunnings. Bunnings stores are often a daily visit for a lot of our guys and we appreciate the role Bunnings play in our ongoing success.

Rod Smith –
Hire A Hubby

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Sustainability

At Bunnings we are committed to reducing the environmental impact of our operations.

We are also committed to helping customers live more sustainably in the home and garden, and we are proud of the role we play in supporting local communities to make a positive difference through small but impactful actions. We recognise that our business plays an important role in reducing carbon emissions and addressing climate change. Bunnings is committed to sourcing 100 per cent renewable electricity by 2025 to help achieve our target of net zero Scope 1 and 2 emissions by 2030.

We have a comprehensive roadmap in place to reduce our energy consumption and to transition towards using more renewable energy sources. To deliver on this, Bunnings has signed long-term renewable electricity power purchase agreements. Over 60 per cent of the entire Bunnings network is now powered by renewable electricity. In New Zealand, Bunnings' network is powered by 100 per cent renewable electricity.



To reduce the energy we consume, we aim to continually improve energy efficiency across our network. LED lighting is standard for all new Bunnings stores, reducing energy use by more than 30 per cent per store.

We also continue to grow our local generation of renewable power by installing solar PV systems across our network. We have over 100 solar PV systems on our stores across Australia, covering more than 195,000 square metres of roof space and each generating up to 30 per cent of a store's energy needs.

[Click here to find out more about Bunnings' efforts to support the circular economy; our water use; our approach to nature and biodiversity; and responsible sourcing](#)

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Community Support

Bunnings is committed to participating in the communities in which we operate by contributing to local, regional and national causes, charities and organisations throughout Australia and New Zealand. During the 2022 financial year, our Team supported over 54,000 local community activities helping raise and contribute more than \$29 million for community groups.

As part of our commitment to meaningful and active participation in the community, our stores provide ongoing assistance to a wide range of local community groups including:

- Schools and kindergartens – through our Schools Sustainability Program and Grow Your Own gardening activities
- Local sporting groups
- Service clubs (for example Legacy, Lions, Rotary)
- Local community groups that assist the disadvantaged
- Local health and wellbeing (for example Mens’ Sheds)
- Junior community groups (for example Scouts, Girl Guides)
- Fight MND
- Mates in Construction
- SunSmart
- Women in Apprenticeships
- WorldSkills

Women in Apprenticeships Award

As the third largest industry in Australia in terms of employees and contribution to GDP, construction has staggeringly few female participants: 11 percent of the construction industry is female in management, support and administration roles, only two percent of the industry is women in trades and on the tools. Bunnings Trade is committed to providing meaningful support to help achieve better gender equality and foster a more inclusive and diverse construction industry. In 2023, Bunnings Trade celebrated the launch of a new \$100,000 initiative aimed at supporting women in trades early on in their careers. The Award recognised 10 women in a trade currently completing an apprenticeship or recently qualified within the last 12-months. Successful applicants and their employers were granted support packs worth over \$10,000, as well as on-going professional and wellbeing support from the National Association of Women in Construction (NAWIC).



Mates in Construction

Established in 2008, MATES is a not-for-profit organisation that’s dedicated to improving mental health support and reducing suicide rates among Australia’s building and construction industry. Bunnings Trade is proud to be partnering with MATES to further support the important work they do to facilitate suicide prevention training at construction sites across Australia. This campaign is based on the simple but powerful premise that suicide prevention is everyone’s business, and that the entire industry needs to play a part in improving mental health support for construction workers. We’ve raised over \$500,000 for MATES in Construction through the sales of the Bunnings and MATES co-branded hoodie. For more information visit [Bunnings Trade Partners With MATES - Bunnings Trade AU](#)





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Contact us for all your business needs

[bunnings.com.au/trade](https://www.bunnings.com.au/trade)

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