MEDIA RELEASE

Thursday 27 August 2026

Wesfarmers FY26 Full Year Results – Bunnings Group

Performance review

Revenue for Bunnings increased 4.1 per cent to $20,399 million for the year, with earnings increasing 5.1 per cent to $2,455 million. Excluding net property contributions, earnings increased 5.0 per cent.

Total store sales and store-on-store sales increased 4.0 per cent and 3.7 per cent respectively. Sales growth was observed across both consumer and commercial customers, and all product categories and regions. This reflected the strength and resilience of Bunnings' operating model, underpinned by its strategic pillars of delivering the lowest prices, widest range and best experience. The result was supported by disciplined execution of the business' strategic agenda, investment in price for increasingly cost-conscious customers and ongoing productivity initiatives.

Consumer sales were supported by demand across home improvement, repairs and maintenance together with range innovation and expansion. During the year, Bunnings broadened its offer in tools, automotive, rural, pet and lifestyle categories, while continuing to evolve core ranges through innovation and supplier partnerships.

Commercial sales grew across all customer segments as Bunnings strengthened its proposition through faster fulfilment, specialist services and targeted capability investment.

Investment in digital, data and AI, including the AI-powered shopping and DIY assistant 'Buddy', strengthened Bunnings' omnichannel experience while making it easier for the team to better serve customers. Digital sales grew across all channels, with marketplace continuing to deliver strong growth following ongoing range expansion and the launch of new commercial and services marketplace offers. New capabilities improved customer personalisation, enabled faster commercial quoting and strengthened merchandising decisions, lifting the experience across every channel.

Ongoing productivity initiatives strengthened cost discipline and allowed further investment in price. Investments in store technology including electronic shelf labels, rostering tools and AI-enabled workflows simplified operations, improved team productivity and enabled faster decision making across the business.

Bunnings continued to invest in the store network, improving layouts to better showcase new and expanded ranges, enhance the customer experience and increase sales density. The business also increased **Wesfarmers Limited** 2026 Full-year Results Page 7

investment in growth categories, including home electrification, and expanded geographically by launching an online store for customers in the Pacific.

Supply chain capability evolved through targeted investments in inbound freight, fulfilment, last-mile delivery and automation, simplifying store replenishment, improving inventory flow and strengthening product availability.

The business expanded its retail media proposition across stores and digital channels in Australia and New Zealand, creating additional value for supplier partners. Hammer Media now has more than 580 instore screens in approximately 250 stores.

Return on capital of 69.2 per cent reflected a strong trading result and capital discipline as the business continued to invest in longer-term growth and productivity initiatives.

Bunnings’ safety performance improved again this year, with TRIFR falling from 13.7 to 12.5.

The business maintained strong momentum in community engagement and progressed towards its commitment to achieve net zero Scope 1 and Scope 2 (market-based) emissions by 2030.

Bunnings continued to invest in and enhance its store network, with an increase in space growth reflecting its focus on optimising warehouse and smaller format Bunnings stores. At the end of the year, there were 288 warehouses, 65 smaller format stores and 26 trade centres in the Bunnings network, as well as 110 Beaumont Tiles stores and 17 Tool Kit Depot stores.

Outlook

Bunnings will continue to execute its strategic agenda with a disciplined focus on customer value, commercial growth and operational excellence. Ongoing productivity initiatives and disciplined cost management will support further investment in price, capability and customer experience, further strengthening the business' operating model.

The business will grow from the core through range innovation, adjacent category expansion and commercial growth, while investing in the capabilities that support long-term growth. This includes investment across technology, data and AI, the store network, supply chain, marketplace, retail media and home electrification to enhance the customer experience, improve productivity and strengthen its integrated omnichannel ecosystem.

While residential building activity is expected to remain subdued in the short term, the structural housing undersupply and population growth are expected to support increased building activity in the medium term and Bunnings remains well positioned to benefit from this recovery.

The integration of Blackwoods and Workwear Group into Bunnings Group from 1 July 2026 brings together businesses with highly complementary customer bases, providing opportunity for Bunnings to strengthen the commercial customer value proposition and accelerate growth with SMEs. The re-launch of the commercial loyalty program PowerPass Pro Rewards in July 2026 is also expected to deepen customer engagement and drive growth among SMEs.

Bunnings remains well positioned to deliver sustainable long-term growth through its resilient operating model, disciplined execution and investment in the capabilities that strengthen its customer proposition.

ENDS

For more information on Wesfarmers 2026 Full Year Results, **click here**.

For media inquiries, please contact **media@bunnings.com.au**