



Tesco Express

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Agenda

- Evolution of Format
- Express Attributes
- Current Performance
- Business Developments
- The Future

Evolution of Format

- Forecourt Sites
- Esso Alliance
- Standalone Sites
- Acquisitions
- Organic Growth

Evolution of Format



- Forecourt Sites & Esso Alliance

Evolution of Format



Evolution of Format



Express Attributes

- Typically 2-2,500sqft
- 3 Location Clusters
- 3 Affluence Clusters
- Approx 10,000 Customers per week
- Small Multi-skilled Team

Express Attributes



- Neighbourhood, On The Move, High Street

Express Attributes



- Upmarket, Standard, Price Sensitive

Express Attributes

- Typically 2-2,500sqft
- 3 Location Clusters
- 3 Affluence Clusters
- Approx 10,000 Customers per week
- Small Multi-skilled Team

Current Performance

- 7 Million Customers per week
- 655 Trading Stores
- Average Turnover £50K per week
- Acquisitions ahead of Plan
- Strong and Accelerating Returns

Business Developments

- Customer
- Operations
- Property
- Community



The Future

- Driving Performance
- UK Potential
- An International Format