

Sales Checks at 250 Days \*

WA BEST KITCHENS & BATHROOMS

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NDD  
Distribution

| Issue Date/Name** | State        | On Sale Date**    | Scanned Sales Data SOLD and RECEIVED at 250 Days *** |              |              |              |              | Total Scanned Sales at 250 Days *** |              |              |              |              | Actual Supply and Sales/Estimate*** |               |                |            |  |
|-------------------|--------------|-------------------|--|--------------|--------------|--------------|--------------|-------------------------------------|--------------|--------------|--------------|--------------|-------------------------------------|---------------|----------------|------------|--|
|                   |              |                   | Outlets  | %Supply      | Supply       | Sales        | Sales Eff.   | Outlets                             | %Supply      | Supply       | Sales        | Sales Eff.   | Outlets                             | Supply        | Sales/Estimate | Sales Eff. |  |
| <b>1/04/2009</b>  |              |                   |  |              |              |              |              |                                     |              |              |              |              |                                     |               |                |            |  |
| <b>#03</b>        | <b>NSW</b>   | <b>16/12/2009</b> | 83   | 43.0%        | 455          | 364          | 80.0%        | 83                                  | 43.0%        | 455          | 364          | 80.0%        | 291                                 | 1,057         |                |            |  |
|                   | <b>VIC</b>   | <b>16/12/2009</b> | 71   | 34.9%        | 305          | 250          | 82.0%        | 71                                  | 34.9%        | 305          | 250          | 82.0%        | 277                                 | 874           |                |            |  |
|                   | <b>QLD</b>   | <b>16/12/2009</b> | 36   | 41.0%        | 195          | 140          | 71.8%        | 36                                  | 41.0%        | 195          | 140          | 71.8%        | 128                                 | 476           |                |            |  |
|                   | <b>SA/NT</b> | <b>16/12/2009</b> | 43   | 41.4%        | 242          | 216          | 89.3%        | 43                                  | 41.4%        | 242          | 216          | 89.3%        | 151                                 | 584           |                |            |  |
|                   | <b>WA</b>    | <b>16/12/2009</b> | 151  | 20.6%        | 1,867        | 1,193        | 63.9%        | 151                                 | 20.6%        | 1,867        | 1,193        | 63.9%        | 1,306                               | 9,068         |                |            |  |
|                   | <b>TAS</b>   | <b>16/12/2009</b> | 10   | 41.7%        | 48           | 41           | 85.4%        | 10                                  | 41.7%        | 48           | 41           | 85.4%        | 32                                  | 115           |                |            |  |
| <b>TOTAL</b>      |              |                   | <b>394</b>   | <b>25.6%</b> | <b>3,112</b> | <b>2,204</b> | <b>70.8%</b> | <b>394</b>                          | <b>25.6%</b> | <b>3,112</b> | <b>2,204</b> | <b>70.8%</b> | <b>2,185</b>                        | <b>12,174</b> |                |            |  |

\* Excludes Newslink scanned sales data. Scanned sales shown in red if days on-sale less than 250 days.

\*\* Issue information fields eg. Issue Date and On Sale Date are displayed in red text if not unique.

\*\*\* For issues not yet closed, Sales and Sales Efficiency are estimated and displayed only when at least 60% of outlets have processed returns - in red text between 60 - 90% and blue text when greater than 90%.

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