

5 THINGS YOU MIGHT NOT KNOW



March 2024

1

#2

□ **\$133B** in Global Grocery Sales

Global Grocer

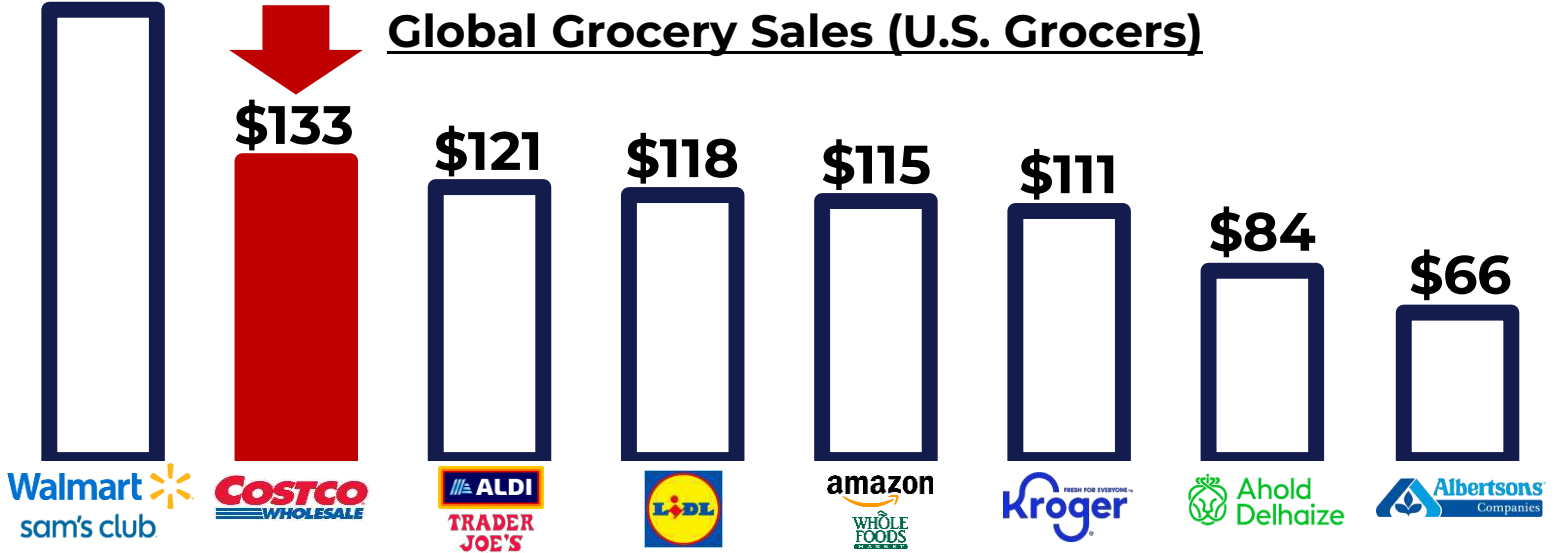
□ **875 Stores** in 14 different countries

\$394



(\$ in billions)

Global Grocery Sales (U.S. Grocers)



2

#3

U.S. Grocer

□ **~\$320B Valuation**

Valued ~80% more than all publicly traded supermarkets and suppliers in the U.S., *combined*

□ **~40% U.S. Households are Members (72M)**

~\$320B



~80%
Above All Public
Supermarkets /
Suppliers
Combined

~\$180B



3

\$98B

U.S. Grocery Sales

□ **54% of U.S. Sales are Food & Consumables**

4

4x

Grocery Growth in 20 years

□ **~\$78B** in grocery sales growth in 20 yrs
□ **~400%** grocery sales growth in 20 yrs, as its U.S. store base grew 100%+

5

\$160M

Grocery Sales per U.S. Stores

□ **Stores Sell 5x Groceries Avg. U.S. Supermarket**

~\$160M⁽¹⁾

3.0x
Exceptional Supermarkets

\$50M

Exceptional Supermarkets

5.0x
Average Supermarkets

\$30M

Average Supermarkets

During a talk at a **recent grocery conference** with **several hundred grocers** in the room, I asked the audience for a show of hands:

“How many people have stores doing \$3.0M per week?”
There were no hands raised.

“[W]hen...I’m feeding myself at home, I will buy a rotisserie chicken, shrimp cocktail and the Kirkland Signature vanilla ice cream, which is the best. I’d also get some King Crab legs if they are available, and some grapes...The two quintessential items we’re known for are the \$1.50 hot dog and the \$4.99 rotisserie chicken.”

– Richard Galanti, CFO, Progressive Grocer Report, 3.11.24

Note: Reflects industry research and Solomon estimates, as of March 2024.
1) Costco food sales per store represents Food & Sundries and Fresh Food segments in U.S. stores.