

Q3 2026 sales by region

Prepared for the leadership team, 1 October 2026

Revenue	Orders	Regions on target
3.30 M	2,142	8 of 12

Highlights

- 1. Taranaki led the quarter at 157% of target.
- 2. Order volume held steady across the South Island.
- 3. Two regions need a recovery plan before Q4:
 - 1. Auckland (76%)
 - 2. Canterbury (84%)

Revenue by region

Region	Orders	Revenue	Target	Attained
Auckland	140	182,000	240,000	76%
Waikato	177	230,750	240,000	96%
Bay of Plenty	214	279,500	240,000	116%
Hawke's Bay	161	328,250	240,000	137%
Taranaki	198	377,000	240,000	157%
Manawatū-Whanganui	145	215,750	240,000	90%
Wellington	182	264,500	240,000	110%
Nelson	219	313,250	240,000	131%
Marlborough	166	362,000	240,000	151%
Canterbury	203	200,750	240,000	84%
Otago	150	249,500	240,000	104%
Southland	187	298,250	240,000	124%

Method

Revenue is invoiced revenue excluding GST, recognised in the month the order shipped. Targets were set in the FY26 plan and are not adjusted for mid-quarter price changes. Attainment is revenue divided by target.