Andy Brown, Retail Central Operations Director

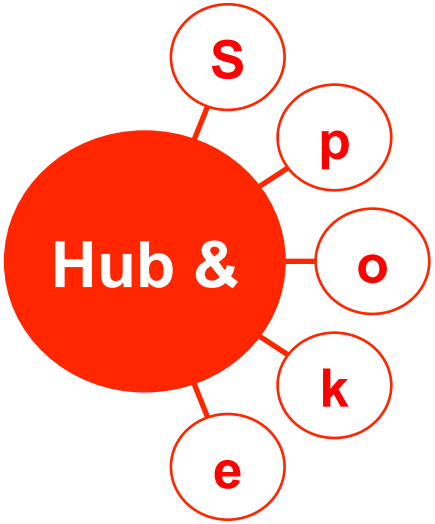
14th October 2014

Our ambition

Reinventing Argos as a digital retail leader

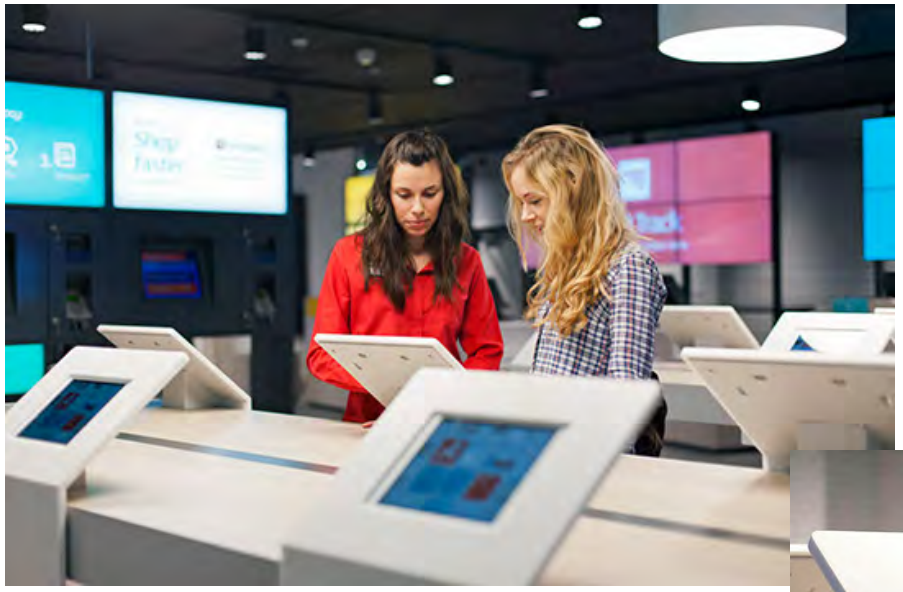
Key strategic elements

More Choice Available Faster

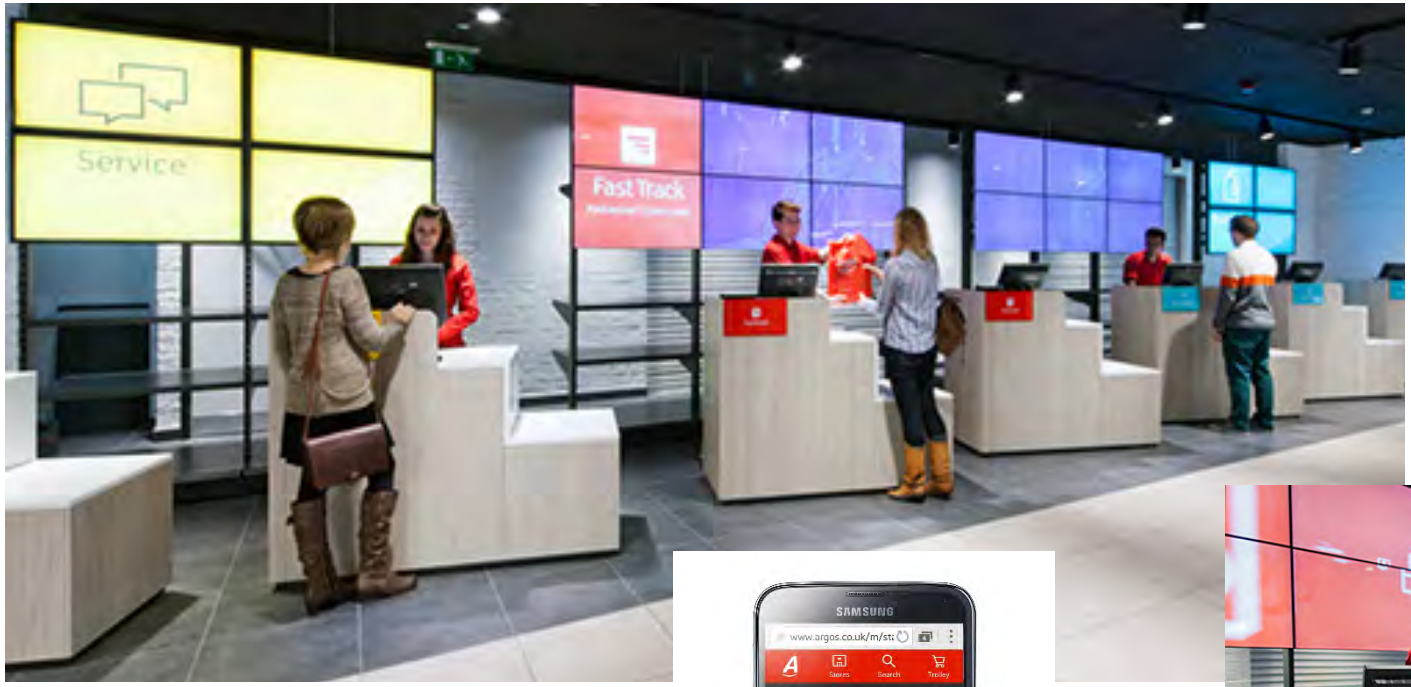


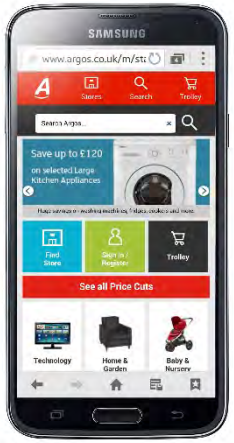
Reposition Channels for a Digital Future: Digital stores

Digital browser

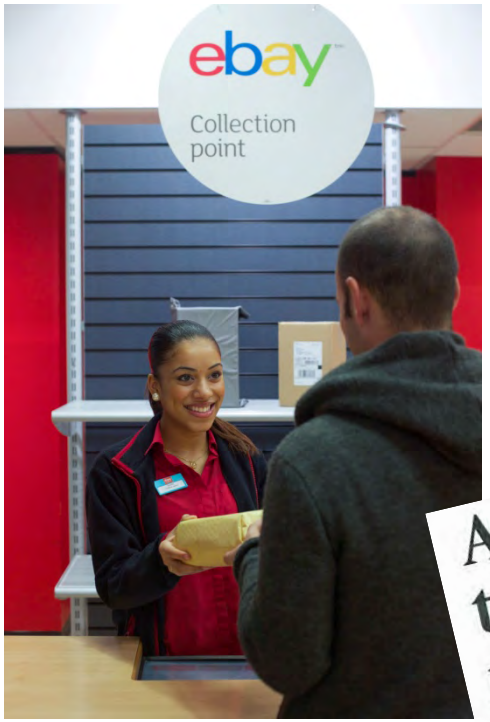


Check & Reserve and Fast Track





Partnerships



Argos and eBay add to the catalogue of new business ideas

Alex Ralph, Susan Thompson

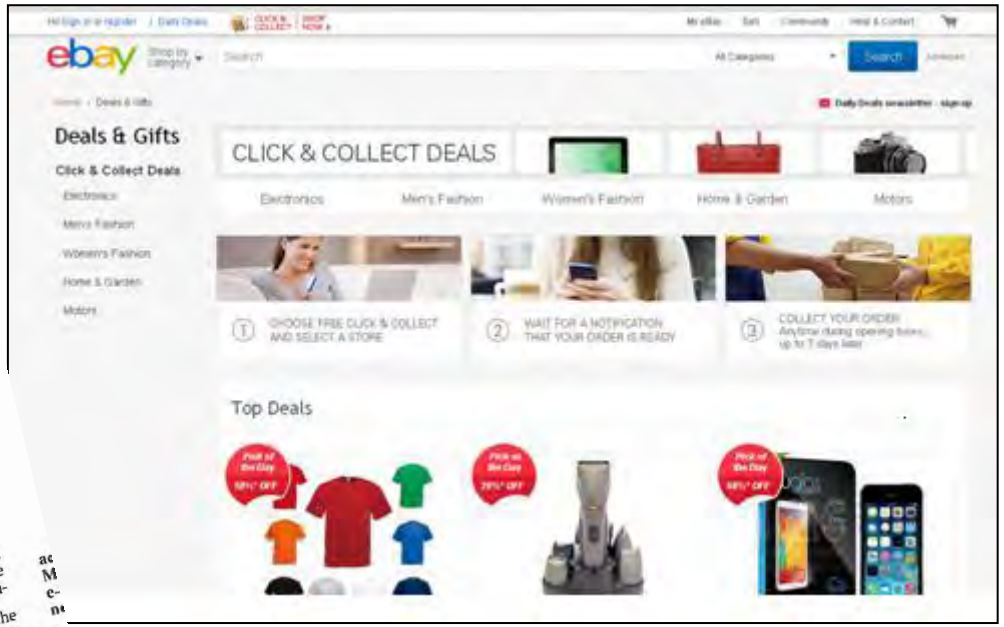
It has long been a dilemma for winners of eBay auctions — where to have the goods delivered. If you're a busy person with working neighbours, home deliveries are often not practical.

Now eBay has come up with a potential solution by joining forces with Argos to begin trials of a "click-and-collect" service. Soon shoppers will be able to buy goods on eBay and pick them up from about 150 Argos stores. At least 50 third-party businesses will take part in the six-month pilot scheme.

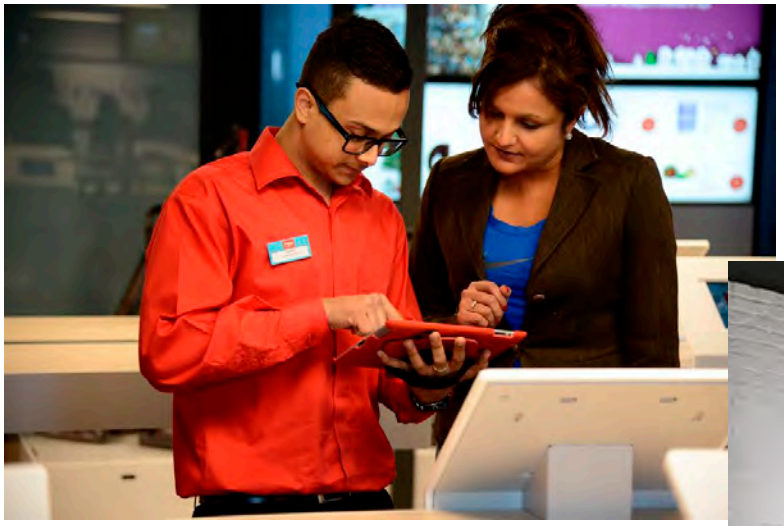
store pick-up or home delivery," he said. "We think there might be a model where Argos could provide capacity to tradi-

tional retailers and online retailers in the market place." Argos, which is owned by Home Retail Group and has 737 stores in Britain, said that the tie-up was not expected to have a significant impact on its financial results. The retailer is reinventing itself from a catalogue business after five years of declining profits.

Nick Bubb, a retail analyst, said that the deal was "not material". He said: "It's a useful use of space but not going to move



Colleagues

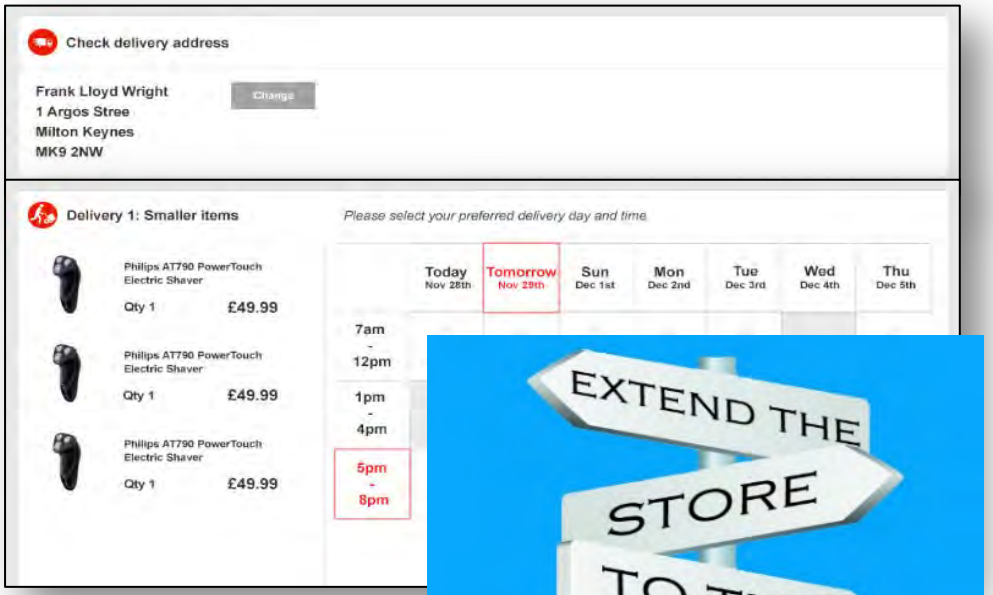


Smaller Format Stores

The final mile

collect+
parcels made easy

Doddle.



Argos