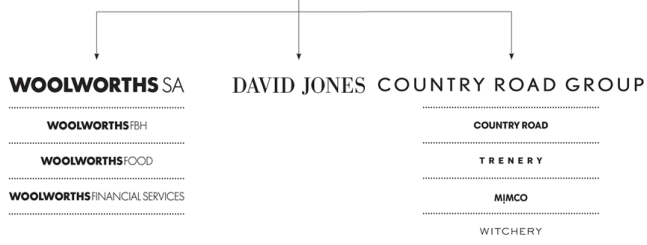


# RETAILER ON A PAGE: HY2022

# WOOLWORTHS

## Organisational Structure

### WHL



## Strategic Focus Areas FY2022

- 1 | Leading and iconic food business
- 2 | Data-driven decision-making
- 3 | Elevated omni customer experience
- 4 | Cost-efficiency and operational excellence
- 5 | Leadership and people
- 6 | Good Business Journey

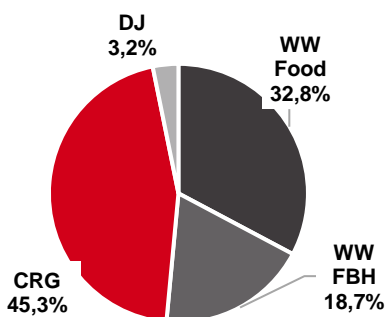
## Financial Performance

KPIs	Metric	FY2020	FY2021	HY2022
Turnover Performance	Group Turnover Growth <sup>1</sup>	• -0.1% to R78.3bn	• +9.7% to R85.9bn	• -2.1% to R42.1bn
	Woolworths Food Turnover	• +10.7% to R35.8bn	• +6.9% to R38.3bn	• +3.8% to R19.6bn
	WW Food Comp Growth <sup>4</sup>	• +8.0%	• +5.7%	• +2.8% (HY21: +9.4%)
Profitability Performance	Gross Profit	• -7.8% to R25.3bn	• +14.3% to R28.9bn	• -2.9% to R14.1bn
	Gross Profit Margin	• 35.1%	• 36.8%	• 36.0% (HY21:36.7%)
	Operating Profit <sup>2</sup>	• -15.0% to R4.8bn	• +44.5% to R6.9bn	• -18.9% to R3.1bn
	Operating Profit Margin	• 6.5%	• 8.8%	• 7.9% (HY21: 9.6%)
Operational Performance	Internal Price Inflation (Food)	• +6.5%	• +4.9%	• +3.7% (HY21: 4.8%)
	Inventory Level	• -11.3% to R8.1bn	• +5.6% to R8.5bn	• +8.6% to R9.5bn
	CAPEX	• -6.3% to R2.5bn	• -45.8% to R1.4bn	• +50.0% to R900m
	Diluted HEPS (adjusted <sup>3</sup> )	• -46% to 193.6 cps	• +103% to 193.7 cps	• -16.3% to 168.2 cps

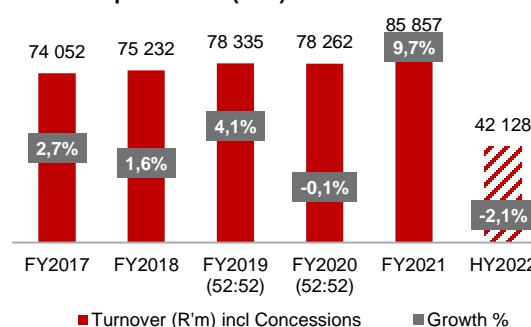
## Store Footprint

Trading Brand	HY2022	Net New Stores in six months	Net New Stores in Five Years	Five-Year Growth %
WHL	1,410	-43	+77	-5.2%
WW Food	462	10	41	9.7%
Food SA	357	9	30	9.2%
Engen Foodstop	83	21	11	15.3%
Food Rest of Africa	22	-1	0	0.0%
WW FBH	264	-3	-18	-8.3%
Country Road Group (CRG)	639	-50	-102	+14.4%
David Jones (DJ)	45	0	2	4.7%

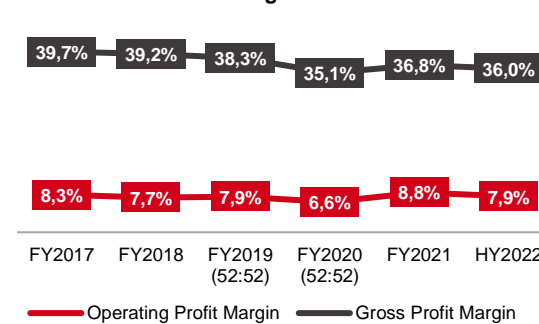
## Store Footprint by Trading Brand



## Group Turnover (R'm) and Growth %



## Trended Profit Margin



Note: Financial Period HY2022 : Jul – Dec 2021 | FY2021: Jul 2020– Jun 2021 | Store Footprint as at 26 Dec 2021 | <sup>1</sup>Turnover includes concessions: concession sales are the sales of goods by concession operators within the store | <sup>2</sup> Operating profit is before interest and tax | <sup>3</sup>Removes effect of non-recurring events (e.g. sale of property and lease renegotiation) | <sup>4</sup>Comparable turnover removes the impact of new and closed stores | Source: Woolworths Holdings Ltd



For comprehensive reporting on Woolworths please visit [www.tradeintelligence.co.za](http://www.tradeintelligence.co.za) to subscribe to the Trade Profiles.