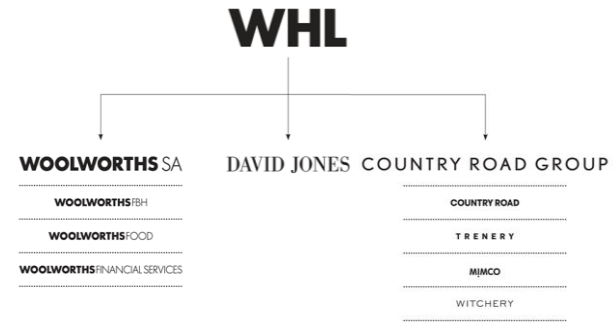


RETAILER ON A PAGE: HY2023

WOOLWORTHS

Organisational Structure



Strategic Focus Areas FY2022

- 1 | Leading an 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

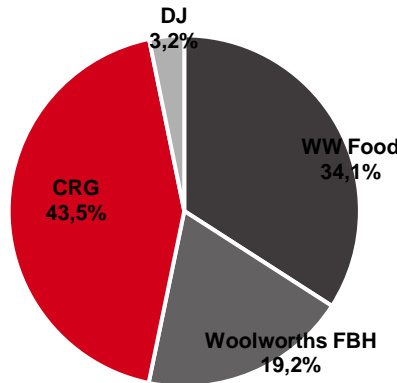
KPIs	Metric	FY2021	FY2022	HY2023
Turnover Performance	Group Turnover Growth ¹	+9.7% to R85.9bn	+1.4% to R87.0bn	+18.5% to R49.9bn
	Woolworths Food Turnover	+6.9% to R38.3bn	+4.2% to R39.9bn	+7.6% to R21.1bn
	WW Food Comp Growth ⁴	+5.7%	+3.1%	+5.4%
Profitability Performance	Gross Profit	+14.3% to R28.9bn	+0.8% to R29.2bn	+22.4% to R17.3bn
	Gross Profit Margin	36.8%	36.5%	38.3% (HY22: 36.0%)
	Operating Profit ²	+44.5% to R6.9bn	+0.6% to R6.8bn	+48.3% to R4.8bn
	Operating Profit Margin	8.8%	8.5%	10.6% (HY22: 8.2%)
Operational Performance	Internal Price Inflation (Food)	+4.9%	+3.9%	+8.4%
	Inventory Level	+5.6% to R8.5bn	+11.4% to R9.5bn	+13.7% to R10.8bn
	CAPEX	-45.8% to R1.4bn	+38.4% to R1.9bn	+33.3% to R1.2n
	Diluted HEPS (adjusted ³)	+103% to 193.7 cps	+9.7% to 374.9 cps	+75.5% to 284.5 cps

Store Footprint

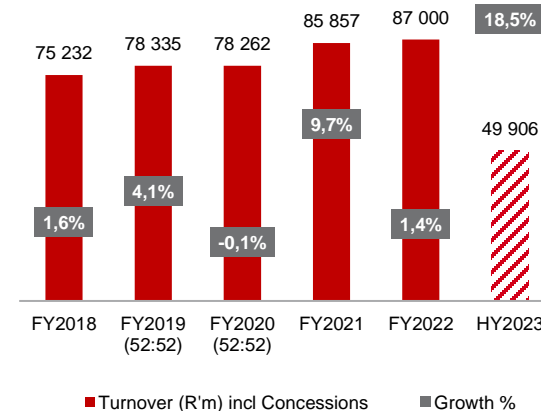
Trading Format YOY

Trading Brand	HY2023	Net New Stores in six months	Net New Stores in Five Years	Five-Year Growth %
WHL	1,399	13	-157	-10.1%
WW Food	477	14	47	10.9%
Food SA	363	5	29	8.7%
Engen Foodstop	90	6	16	21.6%
Food Rest of Africa	24	3	2	9.1%
WW FBH	268	11	-14	-5.0%
Country Road Group (CRG)	609	-13	-190	-23.8%
David Jones (DJ)	45	1	0	0.0%

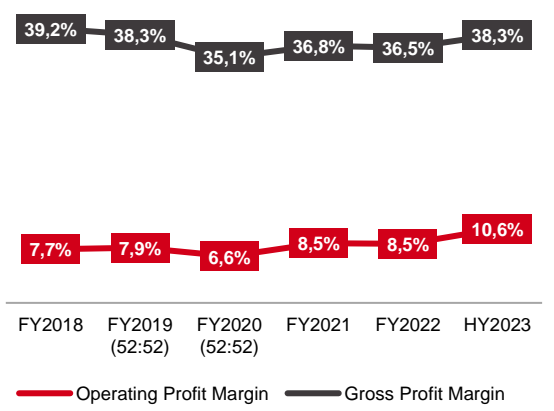
Store Footprint by Trading Brand



Group Turnover (R'm) and Growth %



Trended Profit Margin



Note: Financial Period FY Jul – Jun | Store Footprint as end Dec 2022 | ¹Turnover includes concessions: concession sales are the sales of goods by concession operators within the store | ² Operating profit is before interest and tax | ³Removes effect of non-reoccurring events (e.g. sale of property and lease renegotiation) | ⁴Comparable turnover removes the impact of new and closed stores | Source: Woolworths Holdings Ltd

For comprehensive reporting on Woolworths please visit www.tradeintelligence.co.za to subscribe to the Trade Profiles.