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WOOLWORTHS HOLDINGS LIMITED / CRITERIA AGAINST WHICH THE KPIS  
WERE MEASURED IN THE 2016 GOOD BUSINESS JOURNEY REPORT

**The Criteria against which the KPIs were measured in the 2016 Good Business Journey Report is as follows:**

1. Water usage at head office: Total water usage for the 12 months ended 26 June 2016 of the five head office buildings (Woolworths House, Atlantic House, CTC, Corporation Street and Woolworths Financial Services) based on the metering online system.
2. Water usage at distribution centres: Total water usage for the 12 months ended 26 June 2016 for the distribution centres owned by Woolworths - Midrand, Maxmead, Racecourse Gardens and Montague Gardens - based on the metering online system
3. Water usage at stores: Total water usage for the 12 months ended 26 June 2016 of the South African corporate stores based on the metering online system.
4. Rating of the stores against the Green Stores Model:

- Food and full line

Woolworths FULL LINE Green Store (Note 1) Initiative Rating Tool Ver 7 - July 2015			Enter Store	Enter Store
	Weighting	Rating	(y/n)?	
<b>Refrigeration</b>	<b>90</b>			
100% natural gas system (Transcritical)		65		0
OR Natural Gas / HFC system (Sub Critical)		60		0
OR HFC system		55		0
Energy savings components (Note 2)		17		0
Gas leak detection		5		0
Talking Door Alarm on Cooler Doors		3		0
<b>Air Conditioning</b>	<b>20</b>			
U/floor heat reclaim & heat pump (Foods) and/or HFC air cooled package with energy savings (C&H)		20		0
OR Hot water or gas heat reclaim (Foods) and/or HFC air cooled package (C&H)		18		0
OR Water Cooled or Chilled Water AC system with regular Legionella inspections (Note 11)		16		0
<b>Lighting</b>	<b>20</b>			
Roof mounted opaque skylights		10		0
OR Opaque louvres on smoke vent system		8		0
Side wall glazing (Note 3)		2		0
Dimmable lighting under natural light conditions		2		0
80W T5 Rail fitting (Foods), LED's in ceiling and u/shelf (Beauty), T5 and 35W metal halides and LED's (C&H) (Note 4)		3		0
Electronic ballasts in linear light fittings (Note 5)		1		0
LED in freezer doors and cold rooms (Note 4)		1		0
Optimised lighting level design in office areas of <400 lux (Note 12)		1		0
<b>Water</b>	<b>15</b>			
Rainwater capture and recycle		5		0
On line water metering (Note 6)		2		0
Timer taps on basins		2		0
Dual flush toilets		2		0
Heat pump geyser for interactive use		4		0
OR Conventional Geyser with Thermal blanket		2		0
<b>Management and Control:</b>	<b>35</b>			
Metering Online monitoring system (Note 7)		2		0
Automated load control (ALC) (Note 8)		5		0
Management and staff training and awareness sessions		20		0
Real time energy display		3		0
Power Factor Correction (Note 9)		5		0
<b>Other:</b>	<b>20</b>			
Full air lock / revolving door (Note 3)		5		0
OR automated sliding doors		4		0
LED external signage		3		0
Waste management recycling facilities in store (Note 3)		3		0
VOC low paint (Note 10)		3		0
Recycled paper bulkheads		2		0
Cycling rack or close access to public transport (Note 3)		2		0
Low Water Loss Fire Sprinkler Systems (Note 13)		2		0
<b>Maximum possible score</b>	<b>200</b>			<b>0</b>
Classifications:				
Platinum Store:	Rating of 160 - 200			
Gold Store:	Rating of 140 - 159			
Silver Store:	Rating of 115 - 139			

1	The Green Stores Model above represents the model that was used to assess the progress of the sustainability of new Woolworths stores opened between 1 July 2015 and 30 June 2016. The Green Stores Model was developed by Woolworths Management. It will be improved and expanded on from year to year. To indicate items specific to Foods or Clothing & Home stores, the abbreviations Foods and C&H were used. If no indication is given, the item applies to both Foods and Clothing & Home stores. In order to achieve a baseline rating, the new stores opened between 1 July 2015 and 30 June 2016 were assessed against the detailed requirements in the table above.
2	Full house energy saving options includes all of the following: Refrigeration cases: high pressure coils in refrigeration cases; electronically commutated (EC) fan motors; electronic valves and front glass shelf to prevent cold air spillage from open refrigeration cases; no electrical defrost system, low energy lighting and LED lighting in glass door freezers. Other: Variable speed drives (VSDs) on fan and pump motors; EC fan motors on condensers and energy demand optimization software.
3	The implementation of these measures is very dependent on where the store is located.
4	LED (Light-emitting Diode) T5 and metal halide light fittings are energy saving light sources. The LED light source is a low energy consumption light source, has a long life and is low maintenance.
5	Electronic ballasts reduce lighting energy consumption on startup. A further energy saving of 20% during usage compared to conventional wire wound ballast with a considerable reduction in heat loss.
6	Online water metering is defined as an automatic water meter and real time monitoring service. This assists in saving water by providing store and head office management with online profiles of their daily water consumption and billing, creating awareness with staff and allows accurate and realistic reduction targets to be set.
7	MOL (Metering On Line) assists in saving energy by providing store and head office management with online profiles of their daily electricity consumption and billing, creating awareness with staff and allows accurate and realistic reduction targets to be set.
8	ALC (automated load control) systems allow one to access and control electrical equipment via a wide area network, nationally or internationally. The ALC assists both with reducing the energy consumption (kWhrs) and the reduction of the maximum demand (kVA). Thus helping with the reduction of replacement costs of electrical equipment.
9	The Power factor of an electrical power system is particularly important to the power companies (Eskom) and consumers such as Woolworths because the power factor determines how efficiently the power distribution equipment is used and it influences the cost of electricity usage (consumers have to pay electricity charges for their maximum demand in KVA plus units consumed). Most loads are inductive in nature and therefore have a low lagging power factor. This low power factor causes an increase in current. As a result additional losses of active power occur in all elements of a power system. To ensure the most favourable conditions for a supply system, it is important to have the power factor as close as possible to unity. A load with a higher power factor provides more power in the desired form than an identical load with a lower power factor. The system with the higher power factor is therefore more efficient. Thus if the consumer (Woolworths) improves the power factor, then there is a reduction in his maximum KVA demand and thus resultant energy and cost savings. The process of introducing reactive elements (capacitors) to bring the power factor closer to unity, is called power factor correction (PFC)
10	VOC low paint. VOC is defined as volatile organic compounds. VOC low paint is seen as a green solution to paint because it reduces toxins, reduces landfill groundwater and ozone depleting contaminants, is water based with little or no hazardous fumes and not deemed to be hazardous waste.
11	Change in definition from "U/floor heat reclaim & heat pump (Foods) and/or HFC air cooled package with energy savings (C&H) OR Hot water heat reclaim (Foods) and/or HFC air cooled package (C&H) OR Hot gas heat reclaim (Foods) and/or HFC air cooled package (C&H)" to "U/floor heat reclaim & heat pump (Foods) and/or HFC air cooled package with energy savings (C&H) OR Hot water or gas heat reclaim (Foods) and/or HFC air cooled package (C&H) OR Water Cooled or Chilled Water AC system with regular Legionella inspections". Legionella inspections are done on systems that use water (air conditioning).
12	Optimised lighting levels where suggested as the addition of lower lighting levels where discussed.
13	Addition to the rating tool (2015). Fire sprinkler systems can use many quantities of water. The use of lower water use sprinklers may be seen as using water more responsibly.

- Textile/ Clothing only

Woolworths CLOTHING ONLY Green Store Initiative (Note 1) Rating Tool Ver 6 July 2015			Enter Store	Enter Store
	Weighting	Rating	(y/n)?	
<b>Air Conditioning</b>	20			
U/floor heat reclaim & heat pump (Foods) and/or HFC air cooled package with energy savings (C&H)		20		0
OR Hot water or gas heat reclaim (Foods) and/or HFC air cooled package (C&H)		18		0
OR Water Cooled or Chilled Water AC system with regular Legionella inspections (Note 10)		16		0
<b>Lighting</b>	20			
Roof mounted opaque skylights		10		0
OR Opaque louvres on smoke vent system		8		0
Side wall glazing (Note 2)		2		0
Dimmable lighting under natural light conditions		3		0
LED's in ceiling and u/shelf (Beauty), T5 and 35W metal halides and LED's (C&H) (Note 3)		2		0
Electronic ballasts in linear light fittings (Note 4)		1		0
Optimised lighting level design in office areas of <400 lux (Note 11)		2		0
<b>Water</b>	15			
Rainwater capture and recycle		5		0
On line water metering (Note 5)		2		0
Timer taps on basins		2		0
Dual flush toilets		2		0
Heat pump geysers for interactive use or hot water use		4		0
<b>Management and Control:</b>	30			
Metering Online monitoring system (Note 6)		2		0
Automated load control (ALC) (Note 7)		5		0
Management and staff training and awareness sessions		18		0
Power Factor Correction (Note 8)		5		0
<b>Other:</b>	15			
Full air lock / revolving door (Note 2)		3		0
OR automated sliding doors		2		0
LED external signage (Note 3)		3		0
Waste management recycling facilities in store (Note 2)		3		0
VOC low paint (Note 9)		3		0
Recycled paper bulkheads		1		0
Cycling rack or close access to public transport (Note 2)		1		0
Low Water Loss Fire Sprinkler Systems (Note 12)		1		0
<b>Maximum possible score</b>	<b>100</b>			<b>0</b>
Classifications:				
Platinum Store:	Rating of 80 - 100			
Gold Store:	Rating of 70 - 79			
Silver Store:	Rating of 60 - 69			

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