



**WOOLWORTHS HOLDINGS LIMITED**

*Preliminary Audited Group Results for the 53 weeks  
ended 30 June 2019 and Cash Dividend Declaration*





**WOOLWORTHS HOLDINGS LIMITED**  
*2019 Annual Results*

# PRESENTATION OUTLINE

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**01** / *Review of the year (52:52)*

**02** / *Financial review (52:52)*

**03** / *Strategy update*

**04** / *Outlook*

## **01** REVIEW OF THE YEAR (52:52)

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*Ian Moir*



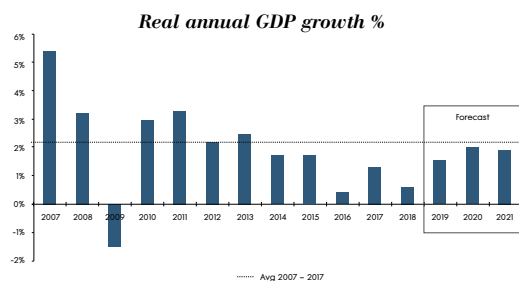
## GROUP PERFORMANCE

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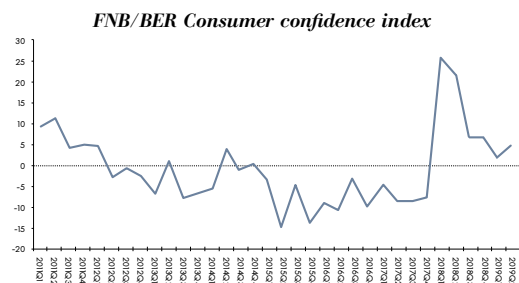
- Tough trading conditions in both markets
- Turnaround of Woolworths Fashion, Beauty and Home in the second half
- Market-leading Food sales growth momentum continued
- Disappointing performance in David Jones, impacted by significant disruption from Elizabeth Street store refurbishment
- Carrying value of David Jones assets reduced by A\$437.4 million
- Fair performance from Country Road Group in the context of a difficult market
- Turnover up **3.9%**, adjusted profit before tax down **3.7%**
- Adjusted headline earnings per share declined by **2.1%**
- Australian dividend withheld resulting in total dividend reduction of **20.3%**



## SOUTH AFRICAN MACRO ENVIRONMENT



- Growth momentum remained weak and well below potential growth rate, impacted by load-shedding in Q1 of 2019
- Consumer confidence rebounded slightly but, despite decreased interest rates and low inflation, consumer spending remains under pressure, hampered by weak income growth, high unemployment, muted credit extension and higher costs of living



## WOOLWORTHS FASHION, BEAUTY AND HOME

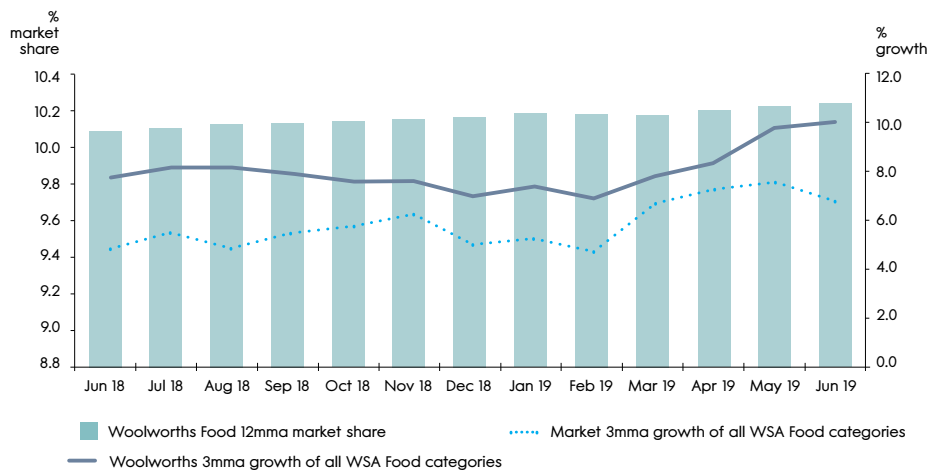
- Total sales up **1.5%**, with comparable sales up **1.0%**, price movement of **3.6%** for FBH (**2.5%** for Fashion), and **0.1%** space reduction
- Performance improved in second half due to focus on core ranges and basics, backed by improved availability
  - Sales up **5.5%**
  - Comparable sales up **4.7%**
- Online sales up **40.1%** on LY due to increased availability and online promotions
- Strong growth in Beauty
- Gross profit margin **0.9%** higher at **47.6%**
  - **1.2%** higher at **48.0%** for second half
- Full year operating profit **1.1%** lower but significantly improved in second half, up **15.7%**

## WOOLWORTHS FOOD

- Consistent growth ahead of market
- Total sales up **7.7%**, with comparable sales of **5.4%**, price movement of **1.8%** and **2.0%** net new space
- Sales momentum accelerated in the second half due to focus on value, innovation and convenience resulting in continued volume growth
  - Sales up **9.0%**
  - Comparable sales up **6.5%**
- Strong online sales growth, up **21.0%** on LY
- Gross profit margin largely maintained, despite price investment and promotional activity
- Operating profit up **5.4%** for the year, up **10.0%** for the second half
- Operating profit margin of **7.2%**

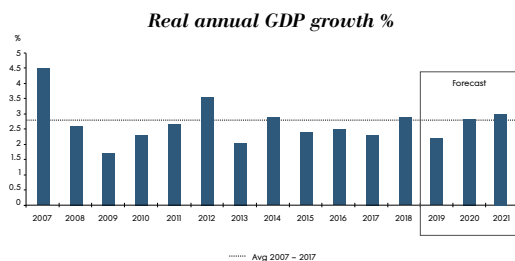


## WOOLWORTHS FOOD MARKET SHARE

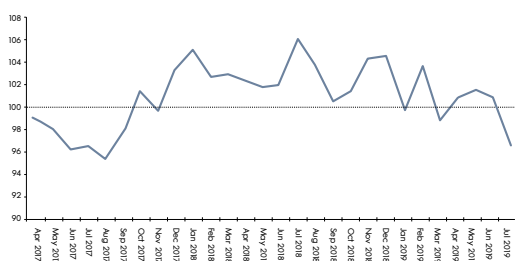


Source: Nielsen monthly Category Report on WSA food categories

## AUSTRALIAN MACRO ENVIRONMENT



**Consumer Sentiment Westpac-Melbourne Institute Survey**



- Economy has slowed to its weakest level since the global financial crisis in 2009
- The apparel sector remains constrained, highly competitive and promotionally driven
- Continued reduction in shopping mall footfall as customers shift to online shopping
- Despite record low interest rates and strong job growth, consumer spending remained depressed by high levels of indebtedness, a cooling housing market, low wage growth, and rising non-discretionary costs

## DAVID JONES

- A difficult year due to significant economic pressure and structural changes in Australian retail and disruption from Elizabeth Street store refurbishment
- Total sales **0.8%** lower, with comparable sales **0.1%** lower
- Net space increase of **0.4%** – further net space reductions to improve store portfolio productivity planned
- Strong online sales growth of **46.8%**, now contributing **7.7%** of total sales
- Gross profit margin decreased by **1.1%** to **36.0%**, due to aggressive clearance activity at year end
- Adjusted operating profit margin declined from **2.9%** to **1.7%**



## COUNTRY ROAD GROUP

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- Total sales up **0.5%**, with comparable sales **0.6%** lower
- Strong Country Road performance in the second half, offset by fashion misses in Witchery
- Gross profit margin up **0.6%** to **63.4%**, due to focus on full-priced sales and good inventory management
- Continued strong online sales growth, up **12.9%**, now **20.3%** of sales
- Net space reduction of **2.9%**
- Operating profit **2.9%** lower due to negative leverage in the second half





# 02 FINANCIAL REVIEW (52:52)

*Reeza Isaacs*



## FINANCIAL OVERVIEW

	52:52 weeks	53:52 weeks
Turnover and concession sales	+3.9% to R78.2 billion	+5.9% to R79.7 billion
Adjusted profit before tax	-3.7% to R4.6 billion	-0.2% to R4.8 billion
HEPS	-4.6% to 330.4 cps	-1.0% to 342.9 cps
HEPS – Adjusted diluted	-2.1% to 356.3 cps	+1.3% to 368.7 cps
EPS	-126.0 cps	-113.4 cps
Total dividend	-20.3% to 190.5 cps	
ROE*	17.5% from 18.0%	

\* David Jones asset impairment added back

## GROUP INCOME STATEMENT

	52 weeks Jun 2019 Rm	52 weeks Jun 2018 Rm	% change	
Woolworths Fashion, Beauty and Home	1 688	1 707	(1.1)	
Woolworths Food	2 283	2 167	5.4	
WFS (50% of PAT)	295	286	3.1	
<b>Woolworths</b>	<b>4 266</b>	<b>4 160</b>	<b>2.5</b>	Significant FBH improvement in H2; continued strong performance in Food
David Jones	378	660	(42.7)	Challenging trading conditions; Elizabeth Street at peak disruption
Country Road Group	1 016	1 032	(1.6)	A\$100 million of EBIT; H2 impacted by commencement of Myer exit; challenging trading environment
<b>Adjusted profit before interest and tax</b>	<b>5 660</b>	<b>5 852</b>	<b>(3.3)</b>	
Net finance and other costs	(1 058)	(1 072)	(1.3)	SA down due to lower base rates; offset by higher gearing in Australia
<b>Adjusted profit before tax</b>	<b>4 602</b>	<b>4 780</b>	<b>(3.7)</b>	
Tax	(1 186)	(1 312)	(9.6)	
<b>Adjusted profit after tax</b>	<b>3 416</b>	<b>3 468</b>	<b>(1.5)</b>	
Adjustments (post-tax)	(4 619)	(7 017)		Lower effective tax rate due to higher proportion of SA profit; WFS contribution is after tax
<b>Loss after tax</b>	<b>(1 203)</b>	<b>(3 549)</b>	<b>66.1</b>	
<b>Adjusted EBITDA</b>	<b>7 700</b>	<b>7 870</b>	<b>(2.2)</b>	
Adjusted effective tax rate	25.8%	27.4%		

## GROUP INCOME STATEMENT

	Jun 2019 Rm	Jun 2018 Rm	
<b>Adjustments (post-tax)</b>			
Impairment of David Jones assets	(4 326)	(6 812)	A\$437.4 million in FY19 net of deferred tax
Relocation and restructure costs	(93)	(106)	Relocation of Country Road to combined Botanicca head office in Melbourne; restructure costs in DJ
Myer store exit costs	(57)	-	
Net onerous leases raised	(137)	(103)	Includes asset write-offs, redundancies and lease make good provisions
Forex (loss)/gain	(6)	4	
	(4 619)	(7 017)	A\$13.9 million net of deferred tax, based on review of DJ store portfolio

DAVID JONES

IMPAIRMENT

- Recoverable value of DJ reassessed in FY2019 at A\$965.0 million, based on a considered view of cash flows
  - Further economic headwinds and accelerating structural changes affecting the Australian retail sector
  - Performance of DJ in FY2019 below expectations
- Write down of A\$437.4 million net of deferred tax
- Deferred tax liability release due to impairment of brands
- Models and assumptions were subject to an independent review
- Impairment added back to equity for ROCE calculations so that no benefit is derived in respect of current and future LTI schemes

**WOOLWORTHS** FASHION, BEAUTY AND HOME

INCOME STATEMENT

	52 weeks Jun 2019 Rm	52 weeks Jun 2018 Rm	% change	
<b>Turnover</b>	<b>13 899</b>	<b>13 687</b>	<b>1.5</b>	H2 growth of 5.5% (comp +4.7%) as turnaround takes effect; price movement 3.6% (Fashion 2.5%)
Cost of sales	7 286	7 297	(0.2)	
<b>Gross profit</b>	<b>6 613</b>	<b>6 390</b>	<b>3.5</b>	90 bps improvement in margin, up 120 bps for 8.4% in H2; higher proportion of full-priced sales
Other revenue	17	18	(5.6)	
Expenses	4 942	4 702	5.1	
Store costs	3 385	3 269	3.5	Store costs include Beauty roll out; Other operating costs include performance incentives
Other operating costs	1 557	1 433	8.7	
<b>Adjusted operating profit</b>	<b>1 688</b>	<b>1 706</b>	<b>(1.1)</b>	-11.8% in H1; +15.7% in H2
<b>Adjusted EBITDA</b>	<b>2 106</b>	<b>2 152</b>	<b>(2.1)</b>	
Gross profit margin – on turnover	47.6%	46.7%		
Operating profit margin – on turnover	12.1%	12.5%		

**WOOLWORTHS** FOOD

INCOME STATEMENT

	52 weeks Jun 2019 Rm	52 weeks Jun 2018 Rm	% change	
<b>Turnover and concession sales</b>	<b>32 323</b>	<b>30 019</b>	<b>7.7</b>	Driven by continued price investment and volume growth; H2 growth of 9.0%; H2 comp +6.7%; price inflation of 1.8%
Concession sales	(746)	(687)	8.6	
<b>Turnover – own buy</b>	<b>31 577</b>	<b>29 332</b>	<b>7.7</b>	10 bps lower, driven by targeted price investment; offset by volume rebates; H2 margin in line with LY
Cost of sales	23 725	21 989	7.9	
<b>Gross profit – own buy</b>	<b>7 852</b>	<b>7 343</b>	<b>6.9</b>	Comp store growth of 5.5%; Store costs driven by volume and space; Other operating costs include performance incentives
Concession and other revenue	135	130	3.8	
Expenses	5 704	5 306	7.5	
Store costs	4 140	3 848	7.6	
Other operating costs	1 564	1 458	7.3	
<b>Adjusted operating profit</b>	<b>2 283</b>	<b>2 167</b>	<b>5.4</b>	Flat in H1; 10.0% up in H2
<b>Adjusted EBITDA</b>	<b>2 853</b>	<b>2 732</b>	<b>4.4</b>	
Gross profit margin – on turnover	24.9%	25.0%		
Operating profit margin – on turnover	7.2%	7.4%		Ahead of medium-term guidance

**WOOLWORTHS** FINANCIAL SERVICES

	Jun 2019* Rm	Jun 2018** Rm		% change	
Average total financial services assets	12 295	11 711		5.0	Strong credit card growth
	IFRS 9	IAS 39			
<b>Income Statement</b>		% to book	% to book		
Interest income	2 142	17.4	2 166	18.5	(1.1)
Interest paid	663	5.4	640	5.5	3.6
<b>Net interest income</b>	<b>1 479</b>	<b>12.0</b>	<b>1 526</b>	<b>13.0</b>	<b>(3.1)</b>
Impairment charge	461	3.7	551	4.7	(16.3)
<b>Risk-adjusted margin</b>	<b>1 018</b>	<b>8.3</b>	<b>975</b>	<b>8.3</b>	<b>4.4</b>
Non-interest revenue	847	6.9	810	6.9	4.6
Operating costs	1 045	8.5	985	8.4	6.1
<b>Profit before tax</b>	<b>820</b>	<b>6.7</b>	<b>800</b>	<b>6.8</b>	<b>2.5</b>
Return on equity	33.2%		29.6%		Higher ROE due to reduction in minimum equity capital requirements in prior period

Growth in underlying portfolio and repo rate adjustments driving 2.9% year-on-year increase (ex IFRS 9 impacts)

Improved portfolio shape; strong collections and post write-off recoveries (4.6% to book adjusted for IAS 39)

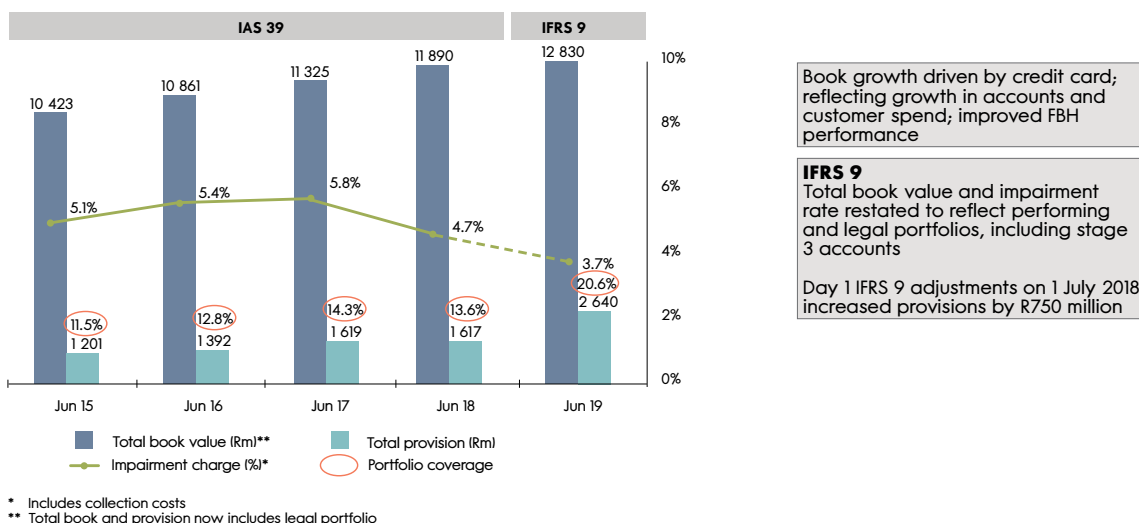
Card income off higher spend and monthly fees

Investment in customer acquisition campaigns and digital on-boarding capabilities; collection costs

\* Accounted for under IFRS 9  
 \*\* Restated for change in definition of financial services assets

**WOOLWORTHS** FINANCIAL SERVICES

BOOK PERFORMANCE



\* Includes collection costs  
 \*\* Total book and provision now includes legal portfolio

DAVID JONES

INCOME STATEMENT

	52 weeks Jun 2019 A\$m	52 weeks Jun 2018 A\$m	% Change	
<b>Turnover and concession sales</b>	<b>2 193</b>	<b>2 212</b>	<b>(0.8)</b>	Challenging H2, also impacted by Elizabeth Street disruption (2.2% of total sales); Online sales up 46.8%
Concession sales	(747)	(763)	(2.1)	
<b>Turnover – own buy</b>	<b>1 446</b>	<b>1 449</b>	<b>(0.2)</b>	Significant aged stock clearance activity in H2; margins down 110 bps
Cost of sales	854	829	3.0	
<b>Gross profit – own buy</b>	<b>592</b>	<b>620</b>	<b>(4.5)</b>	New stores and Online costs; comp stores declined by 2%
Concession and other revenue	197	200	(1.5)	
<b>Gross profit</b>	<b>789</b>	<b>820</b>	<b>(3.8)</b>	Higher depreciation, new head office and Food support costs, offset by restructure and efficiency initiatives which will positively impact FY20
Expenses	777	775	0.3	
Store costs	635	623	1.9	Investment in Amex partnership
Other operating costs	142	152	(6.6)	
<b>Department store operating profit</b>	<b>12</b>	<b>45</b>	<b>(73.3)</b>	Includes impact of Elizabeth Street disruption, Market Street rent and Food investment
Financial services operating profit	25	19	31.6	
<b>Adjusted operating profit</b>	<b>37</b>	<b>64</b>	<b>(42.2)</b>	Significant depreciation due to elevated capex from strategic investments
<b>Adjusted EBITDA*</b>	<b>103</b>	<b>127</b>	<b>(18.9)</b>	
Gross profit margin – on turnover and concession sales	36.0%	37.1%		
Operating profit margin**	1.7%	2.9%		

\* Based on Adjusted operating profit  
 \*\* Adjusted operating profit as a percentage of turnover and concession sales

COUNTRY ROAD GROUP

INCOME STATEMENT

	52 weeks Jun 2019 A\$m	52 weeks Jun 2018 A\$m	% change	
<b>Turnover</b>	<b>1 079</b>	<b>1 074</b>	<b>0.5</b>	Comp store growth -0.6%, Online up 12.9%; challenging H2 and impact of Myer exit in Q4
Cost of sales	395	400	(1.3)	
<b>Gross profit</b>	<b>684</b>	<b>674</b>	<b>1.5</b>	Up 60 bps despite clearance activity
Other revenue	5	5	-	
Expenses	589	576	2.3	Store costs benefit from store efficiency initiatives; increase in Other operating costs related to head office move and incentives
Store costs	419	412	1.7	
Other operating costs	170	164	3.7	
<b>Adjusted operating profit</b>	<b>100</b>	<b>103</b>	<b>(2.9)</b>	
<b>Adjusted EBITDA</b>	<b>138</b>	<b>142</b>	<b>(2.8)</b>	
Gross profit margin – on turnover	63.4%	62.8%		
Operating profit margin – on turnover	9.3%	9.6%		

## NET FINANCE AND OTHER COSTS

	Capital	Rate*	52 weeks Jun 2019 Rm	52 weeks Jun 2018 Rm	
ZAR long-term debt	R8.7bn	9.00%	812	870	Reduction due to lower SA base rates
AUD long-term debt	A\$489m	4.04%	232	183	Lower base rates offset by higher debt levels and currency impact
<b>Net finance costs</b>			<b>1 044</b>	<b>1 053</b>	
Other costs			14	19	
<b>Net finance and other costs</b>			<b>1 058</b>	<b>1 072</b>	
Interest cover (times)			7.3	7.5	

\* Partially hedged all-in rate including amortisation of upfront costs

## CHANGES IN ACCOUNTING STANDARDS

<b>IFRS 9 Financial Instruments</b>	<ul style="list-style-type: none"> <li>• Effective FY2019</li> <li>• Main impact on WFS</li> <li>• Change from incurred to expected credit loss model</li> <li>• Changes in financial services assets, interest income, impairment charge and ROE</li> <li>• Day 1 adjustment – carrying value of WFS reduced by R217 million</li> </ul>
<b>IFRS 15 Revenue from Contracts with Customers</b>	<ul style="list-style-type: none"> <li>• Effective FY2019</li> <li>• Reclassification of Online delivery charges; right of return; gift card breakage; and loyalty benefits</li> <li>• Impact on opening retained earnings of R6 million</li> <li>• Net impact on aPBT of R1 million in FY19</li> </ul>
<b>IFRS 16 Leases*</b>	<ul style="list-style-type: none"> <li>• Effective FY2020</li> <li>• Will adopt modified retrospective approach</li> <li>• Significant impact on Balance Sheet, Income Statement and key metrics</li> <li>• Lease extensions assumed where reasonably certain</li> <li>• Total Assets expected to increase between 75% – 85%</li> <li>• Liabilities expected to increase between 115% – 125%</li> <li>• Finance charges expected to increase between 125% – 135%</li> <li>• Depreciation expected to increase between 120% – 130%</li> </ul>

\* Ranges provided are dependent on ZAR/A\$ exchange rates

GROUP BALANCE SHEET

	Jun 2019 Rm	Jun 2018 Rm	Constant currency % change	
<b>Assets</b>				
Property, plant and equipment	14 295	13 959	3.2	
Intangible assets	7 283	13 410	(45.4)	DJ goodwill and brands impairment
Investments in joint ventures	810	978	(17.2)	Reduced due to IFRS 9 adjustment
Inventories	8 325	7 542	10.9	
Trade and other receivables and loans	1 518	1 602	(4.7)	
Derivative financial instruments	185	192	(3.6)	
Deferred tax and tax assets	1 600	441	>100	Deferred tax release on impairment of DJ brands and assets
Cash and cash equivalents	1 913	2 023	(5.0)	
<b>Total assets</b>	<b>35 929</b>	<b>40 147</b>	<b>(9.9)</b>	
<b>Equity and liabilities</b>				
Shareholders' funds	9 443	13 126	(27.2)	FBH increase driven by improved availability in core ranges and under-buy LY; DJ and CRG reduced comp store inventory through clearance of aged stock
Borrowings and overdrafts	14 393	13 860	4.2	
Operating lease accrual and fair value lease adjustment	1 761	2 021	(12.1)	
Other non-current liabilities	805	701	15.4	
Derivative financial instruments	178	77	>100	
Deferred tax and tax liabilities	138	882	(84.1)	
Trade and other payables and provisions	9 211	9 480	(2.4)	Lower payable balances from timing of payments (week 53)
<b>Total equity and liabilities</b>	<b>35 929</b>	<b>40 147</b>	<b>(9.9)</b>	
<b>Net gearing</b>	<b>12 480</b>	<b>11 837</b>	<b>5.8</b>	
Year-end exchange rate (R/A\$)	9.9	10.0		



## NET GEARING

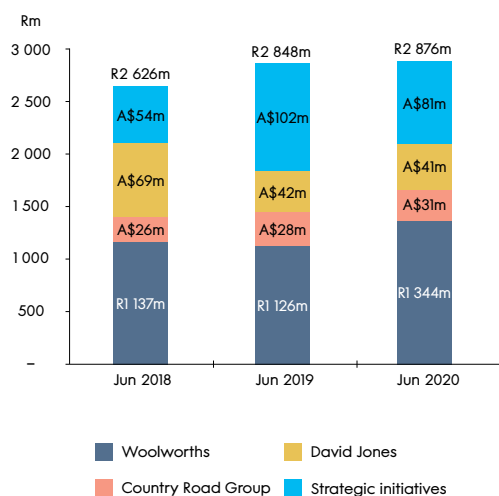
	Jun 2019	Jun 2018	
<b>WHL Net debt (Rm)</b>	<b>(12 480)</b>	<b>(11 837)</b>	
Interest-bearing term debt	(13 522)	(13 715)	
Net cash and cash equivalents	1 042	1 878	
Unutilised committed facilities – Group	8 147	10 216	Significant unutilised committed facilities
Net debt to EBITDA (times)	1.6	1.5	
<b>SA Net debt (Rm)</b>	<b>(8 327)</b>	<b>(8 289)</b>	SA debt termed out, with additional DMTN issuance; R3.82 billion now issued under the DMTN programme; repayment of facilities
Interest-bearing term debt	(8 685)	(9 414)	
Net cash and cash equivalents	358	1 125	
Rate*	9.00%	8.88%	
Unutilised committed facilities – SA	5 199	6 661	Higher debt levels due to Elizabeth Street spend; dividend withheld until net debt reduces to approximately A\$200 million
<b>Australia Net debt (A\$m)</b>	<b>(420)</b>	<b>(355)</b>	
Interest-bearing term debt	(489)	(431)	
Net cash and cash equivalents	69	76	
Rate*	4.04%	4.48%	
Unutilised committed facilities – AUS	298	356	

\* Partially hedged all-in rate including amortisation of upfront costs

## COVENANTS

	Jun 2019	Jun 2018	Bank limit	
<b>SA Bank covenants</b>				
Net debt to EBITDA (times)	1.6	1.5	< 3.0	South African covenants are well within bank limits
Interest cover (times)	6.1	5.7	> 3.5	
<b>Australia Bank covenants</b>				
Net debt to EBITDA (times)	1.8	1.4	< 3.0	Australia covenants headroom, however impacted by Elizabeth Street disruption, Elizabeth Street capex and David Jones impairment this year
Fixed Charge Cover Ratio (times)	1.7	1.9	> 1.5	
Minimum equity (A\$m)	1 212	1 686	>1 000	

### CAPITAL EXPENDITURE\*



Capex for FY19 lower than previous guidance of R3.2 billion due to cutbacks, deferrals and rollovers

Elizabeth Street capex end in FY20. Post FY20 normalised capex of approximately R2.5 billion (DJ A\$55 million; CRG A\$30 million)

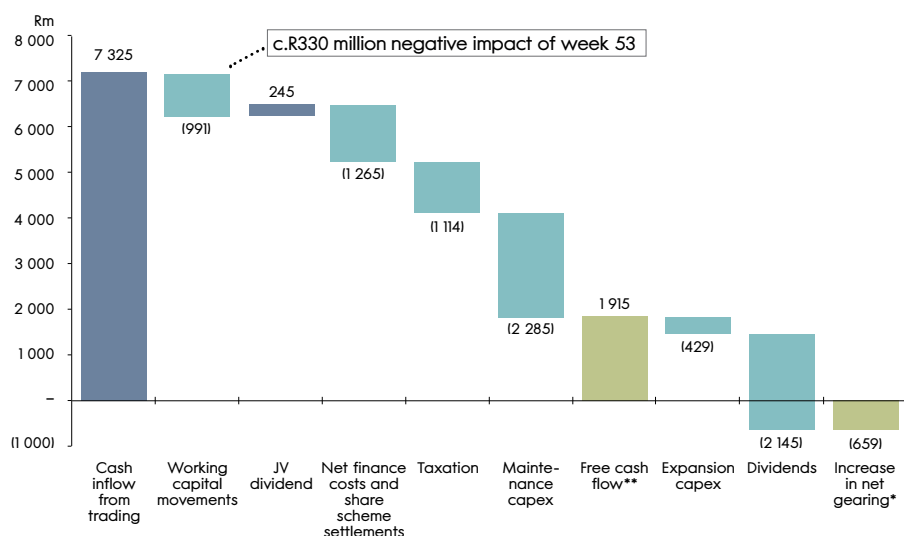
#### Depreciation and amortisation

	52 weeks Jun 2019	52 weeks Jun 2018	% change
Woolworths (Rm)	990	1 011	(2)
David Jones (A\$m)	66	63	5
Country Road Group (A\$m)	38	39	(3)**
<b>Total Group (Rm)</b>	<b>2 040</b>	<b>2 018</b>	<b>1</b>

\* Capex has been normalised and adjusted for rollovers

\*\* Lower depreciation due to impairment in current and prior periods

### CASH GENERATION FOR THE 53 WEEKS ENDED 30 JUNE 2019



\* Net gearing excludes R16 million currency translation impact

\*\* Free cash flow per share (Free cash flow before Expansion capex and Dividends): 200.0 cps

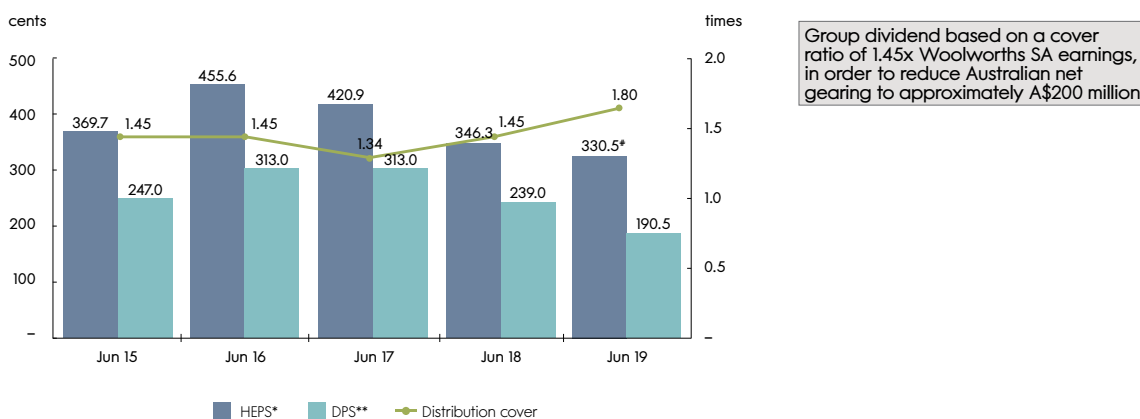
Cash conversion ratio (Adjusted PAT and Free cash flow latter Expansion capex and before Dividends): 43.5%

## FREE CASH FLOW AND DIVIDENDS

	Jun 2019 Rm	Jun 2018 Rm	Jun 2017 Rm
Free cash flow pre working capital and capital expenditure	5 160	5 288	5 356
Working capital movements	(991)	(305)	(615)
Cash generated by operations	4 169	4 983	4 741
Capital expenditure	(1 678)	(2 005)	(2 413)
Strategic capex, acquisitions and property disposals	(1 036)	(584)	(2 827)
Strategic capex	(1 036)	(584)	(139)
Acquisition of Politix	-	-	(711)
Sale of Market Street	-	-	3 677
Share-based payments and share scheme settlements	(214)	(135)	(33)
Effect of currency translation	16	(101)	525
Free cash flow	1 257	2 158	5 647
Excluding strategic capex, acquisitions and property disposals	1 036	584	(2 827)
<b>Decrease in net gearing before dividends</b>	<b>2 293</b>	<b>2 742</b>	<b>2 820</b>
Dividends	(1 900)	(2 457)	(2 792)
<b>Decrease in net gearing excluding strategic capex</b>	<b>393</b>	<b>285</b>	<b>28</b>

Strategic capex excluded from normal free cash flow

## EARNINGS AND DISTRIBUTION



Group dividend based on a cover ratio of 1.45x Woolworths SA earnings, in order to reduce Australian net gearing to approximately A\$200 million

\* HEPS based on weighted average number of shares  
 \*\* DPS based on closing number of shares  
 \* Pro forma 52 weeks

# 03 STRATEGY UPDATE

*Ian Moir*



## WOOLWORTHS FASHION, BEAUTY AND HOME

- Continue the **momentum of the Fashion business turnaround**
- Position Woolworths as the destination for **key categories anchored in beautiful basics**
- Celebrate the **Woolworths brand**
- **Edit and reinvent our private brands** to provide modern wearable fashion and timeless classics
- Inspire our customers with **innovative product and superior quality**
- Experienced **leadership, oversight** and improved **disciplines**
- **Strengthen value perception** by focusing on our key value lines
- Continue to **build Beauty as a destination** category and enhance customer experience with leading international brands, a strong private label business and online offer
- Continue to drive **online performance and digital experience**, including in-app shopping capability

## WOOLWORTHS FOOD

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- Absolute focus on **best-in-class, innovative product** with an obsession to achieve an unbeatable quality difference on our products
- Provide our customers with **easy and accessible convenience** through a variety of formats, channels and **inspiring meal solutions**
- **Strengthen the value perception** with ongoing price investment in our iconic lines, everyday low prices, and promotional offers
- Become the **destination for sustainably sourced and ethical food** by taking an active lead in growing, sourcing and manufacturing food that supports our environment
- Strengthen and optimise our **strategic supplier partnerships**
- Continue to **improve availability** while minimising waste



## DAVID JONES

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- The future lies in an **absolute focus on the upper-middle to top end of the market** (luxury and trend conscious customers)
- Provide **accessible luxury** and **exclusive, differentiated products and brands, amazing experiences** and **great service** in our top stores
- Enable a **digital, data-driven business** with a **world-class online offering** (10% online sales by 2020 and 20% online sales by 2025)
- Improve **inventory management**
- **Enhance margin** delivery
- Embed the **new loyalty programme** with new member reward benefits, a virtual card and exclusive offers

## DAVID JONES

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- **Build our Food business** and launch 10 BP pilot forecourt sites by mid-2020
- Reduce the **cost of doing business**
- **Optimise our store network** with less stores and/or less space in the lower demographic
  - Exit marginal or undesirable leases on expiry or earlier through more aggressive negotiation
  - Seek to reduce number of floors in certain stores
  - Move towards turnover-based rental terms
  - Focus on partnerships with key landlords that will deliver a business that is viable, profitable and smaller (in terms of space)

## ELIZABETH STREET STORE REFURBISHMENT

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- Complete **refurbishment of Elizabeth Street** to create world-class department store
  - Luxury Shoe floor opened in October 2018
  - Disney Kidswear floor opened in November 2018
  - Beauty and Accessories first floor opened in July 2019
  - Three Womenswear floors opened in August 2019
  - Luxury Beauty and Accessories ground floor to open in December 2019
  - Menswear, Food and Home floors to open by March 2020
- All floors that have opened to date are trading well and ahead of expectations



## COUNTRY ROAD GROUP

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- Focus on **design, quality and fit** to deliver style with authority across all brands
- Continue to **drive full-price sales** with targeted, loyalty-based promotions and less generic discounting
- Deliver a **market-leading digital experience**
- Optimise our **real estate footprint**
- **Exit Myer stores** and become exclusive to David Jones from September 2019
- Continue to focus on **cost management**



# 04 OUTLOOK

*Ian Moir*



## OUTLOOK

### **South Africa**

- Despite lower interest rates and muted inflation, consumer spending expected to remain constrained
- Price movement in H1 expected to be 3.3% for Food and 4.4% for FBH
- Food expected to continue to grow volumes and market share
- FBH expected to continue to improve with better ranges and depth of product

### **Australia**

- Consumer spending will likely be boosted by the stabilising housing market, an increase in disposable income from the tax stimulus and lower interest rates
- Heightened levels of competition and promotional activity expected to continue
- Elizabeth Street store refurbishment will be completed and trade will normalise from Q4 with Market Street A\$16 million p.a. rent ceasing from FY2021



## TRADE IN FIRST SEVEN WEEKS

	FY2020 First 7 weeks comp sales growth
<b>WOOLWORTHS</b> FASHION, BEAUTY AND HOME	5.2%
<b>WOOLWORTHS</b> FOOD	7.7%
DAVID JONES	(1.0%)
COUNTRY ROAD GROUP	0.6%

## MEDIUM-TERM TARGETS

OPERATING PROFIT MARGIN	
<b>WOOLWORTHS</b> FASHION, BEAUTY AND HOME	>14%
<b>WOOLWORTHS</b> FOOD	7%
DAVID JONES	4% – 5%
COUNTRY ROAD GROUP	12%
RETURN ON EQUITY	
<b>WOOLWORTHS</b> FINANCIAL SERVICES	27.5%

# ADDITIONAL INFO

## TRADING SPACE

	Jun 2019 000m <sup>2</sup>	Jun 2018 000m <sup>2</sup>	% change	Projected Jun 2020 000m <sup>2</sup>	% change	Projected Jun 2021 000m <sup>2</sup>	% change	Projected Jun 2022 000m <sup>2</sup>	% change
<b>Woolworths Fashion, Beauty and Home</b>	<b>478</b>	<b>479</b>	<b>(0.1)</b>	<b>488</b>	<b>2.1</b>	<b>489</b>	<b>0.2</b>	<b>489</b>	<b>-</b>
South Africa	435	436	(0.1)	442	1.6	442	-	440	(0.5)
Rest of Africa	43	43	-	46	7.0	47	0.2	49	4.3
<b>Woolworths Food</b>	<b>255</b>	<b>249</b>	<b>2.0</b>	<b>262</b>	<b>2.7</b>	<b>269</b>	<b>2.7</b>	<b>276</b>	<b>2.6</b>
South Africa	247	241	2.0	252	2.0	259	2.7	266	2.6
Engen	3	3	-	3	-	3	-	3	-
Rest of Africa	5	5	-	7	40.0	7	-	7	-
<b>David Jones*</b>	<b>475</b>	<b>474</b>	<b>0.4</b>	<b>482</b>	<b>1.5</b>	<b>473</b>	<b>(1.9)</b>	<b>475</b>	<b>0.4</b>
<b>Country Road Group**</b>	<b>121</b>	<b>125</b>	<b>(2.9)</b>	<b>111</b>	<b>(8.3)</b>	<b>110</b>	<b>(0.9)</b>	<b>110</b>	<b>-</b>
Australasia	106	110	(2.9)	96	(8.3)	95	(0.9)	95	-
South Africa	15	15	-	15	-	15	-	15	-

\* In the absence of meaningful rent reversions, total David Jones space reduction of 20% is expected by 2026

\*\* Includes 26 700m<sup>2</sup> Country Road Group brand concessions in David Jones stores

PROJECTED TRADING SPACE ADDITIONS/REDUCTIONS

000m <sup>2</sup>	Woolworths Fashion, Beauty and Home	Woolworths Food	David Jones	Country Road Group
<b>Jun 2019</b>	<b>478</b>	<b>255</b>	<b>475</b>	<b>121</b>
Additions	11	7	20	2
Reductions	(1)	-	(13)	(12)
<b>Jun 2020</b>	<b>488</b>	<b>262</b>	<b>482</b>	<b>111</b>
Additions	3	8	1	2
Reductions	(2)	(1)	(10)	(3)
<b>Jun 2021</b>	<b>489</b>	<b>269</b>	<b>473</b>	<b>110</b>
Additions	4	8	7	3
Reductions	(4)	(1)	(5)	(3)
<b>Jun 2022</b>	<b>489</b>	<b>276</b>	<b>475</b>	<b>110</b>

STORE LOCATIONS

	Jun 2019	Jun 2018	Growth	Projected Jun 2020	Growth	Projected Jun 2021	Growth	Projected Jun 2022	Growth
<b>Woolworths Fashion, Beauty and Home</b>	<b>279</b>	<b>282</b>	<b>(3)</b>	<b>282</b>	<b>3</b>	<b>283</b>	<b>1</b>	<b>282</b>	<b>(1)</b>
South Africa	216	218	(2)	216	-	214	(2)	210	(4)
Rest of Africa	63	64	(1)	66	3	69	3	72	3
<b>Woolworths Food</b>	<b>442</b>	<b>430</b>	<b>12</b>	<b>460</b>	<b>18</b>	<b>472</b>	<b>12</b>	<b>485</b>	<b>13</b>
South Africa*	340	334	6	350	10	356	6	363	7
Engen	80	74	6	85	5	90	5	95	5
Rest of Africa	22	22	-	25	3	26	1	27	1
<b>David Jones</b>	<b>47</b>	<b>45</b>	<b>2</b>	<b>48</b>	<b>1</b>	<b>48</b>	<b>-</b>	<b>49</b>	<b>1</b>
<b>Country Road Group**</b>	<b>808</b>	<b>799</b>	<b>9</b>	<b>703</b>	<b>(105)</b>	<b>705</b>	<b>2</b>	<b>709</b>	<b>4</b>
Australasia	726	717	9	621	(105)	622	1	626	4
South Africa	82	82	-	82	-	83	1	83	-

\* Of which 184 are standalone Food stores

\*\* Includes 268 Country Road Group brand concessions in David Jones stores, which may extend over multiple pads

**WOOLWORTHS** FINANCIAL SERVICES

CONTRIBUTION TO SALES

% of retail sales purchased on Woolworths cards	Jun 2019	Jun 2018
Total Fashion, Beauty and Home	23.9%	22.5%
Total Food	11.3%	11.3%
<b>Aggregate Woolworths card and credit contribution</b>	<b>15.1%</b>	<b>15.1%</b>

DAVID JONES

INCOME STATEMENT (IN RANDS)

	52 weeks Jun 2019 Rm	52 weeks Jun 2018 Rm	% change
<b>Turnover and concession sales</b>	<b>22 255</b>	<b>22 074</b>	<b>0.8</b>
Concession sales	(7 579)	(7 619)	(0.5)
<b>Turnover – own buy</b>	<b>14 676</b>	<b>14 455</b>	<b>1.5</b>
Cost of sales	8 663	8 249	5.0
<b>Gross profit – own buy</b>	<b>6 013</b>	<b>6 206</b>	<b>(3.1)</b>
Concession and other revenue	1 987	2 001	(0.7)
<b>Gross profit</b>	<b>8 000</b>	<b>8 207</b>	<b>(2.5)</b>
Expenses	7 871	7 738	1.7
Store costs	6 446	6 222	3.6
Other operating costs	1 425	1 516	(6.0)
<b>Department store operating profit</b>	<b>129</b>	<b>469</b>	<b>(72.5)</b>
Financial services operating profit	249	191	30.4
<b>Adjusted operating profit</b>	<b>378</b>	<b>660</b>	<b>(42.7)</b>

DAVID JONES

BALANCE SHEET

	Jun 2019 A\$m	Jun 2018 A\$m	% change
<b>Assets</b>			
Property, plant and equipment	893	838	6.6
Goodwill and brands	–	568	(100.0)
Intangible assets	89	93	(4.3)
Inventories	292	275	6.2
Trade and other receivables, tax and deferred tax	174	75	>100
Cash and cash equivalents	27	37	(27.0)
<b>Total assets</b>	<b>1 475</b>	<b>1 886</b>	<b>(21.8)</b>
Non-current and current non-interest bearing liabilities	(514)	(581)	(11.5)
<b>Capital employed</b>	<b>961</b>	<b>1 305</b>	<b>(26.4)</b>
Year-end exchange rate (R/A\$)	9.9	10.0	

## COUNTRY ROAD GROUP

### INCOME STATEMENT (IN RANDS)

	52 weeks Jun 2019 Rm	52 weeks Jun 2018 Rm	% change
<b>Turnover</b>	<b>10 961</b>	<b>10 689</b>	<b>2.5</b>
Cost of sales	4 011	3 977	0.9
<b>Gross profit</b>	<b>6 950</b>	<b>6 712</b>	<b>3.5</b>
Other revenue	53	50	6.0
Expenses	5 987	5 730	4.5
Store costs	4 257	4 102	3.8
Other operating costs	1 730	1 628	6.3
<b>Adjusted operating profit</b>	<b>1 016</b>	<b>1 032</b>	<b>(1.6)</b>

## COUNTRY ROAD GROUP

### BALANCE SHEET\*

	Jun 2019 A\$m	Jun 2018 A\$m	% change
<b>Assets</b>			
Property, plant and equipment	138	148	(6.8)
Intangible assets	366	372	(1.6)
Inventories	121	119	1.7
Trade and other receivables, tax and deferred tax	149	84	77.4
Cash and cash equivalents	42	38	10.5
<b>Total assets</b>	<b>816</b>	<b>761</b>	<b>7.2</b>
Non-current and current non-interest bearing liabilities	(212)	(196)	8.2
<b>Capital employed</b>	<b>604</b>	<b>565</b>	<b>6.9</b>
Year-end exchange rate (R/A\$)	9.9	10.0	

\* Per reporting segment

**WOOLWORTHS** FINANCIAL SERVICES

IFRS 9 ADOPTED IN 2018/19

	Jun 2019 Rm		Jun 2018 Rm**		% change	
Average total financial services assets	12 295		11 711		5.0	Average financial services assets now includes both the performing and legal portfolios
<b>Income Statement</b>		% to book		% to book**		
Interest income	2 142	17.4	2 166	18.5	(1.1)	Interest income now includes: • Recognition of interest on the legal portfolio (+ve) • Recognition of interest on all stage 3 accounts at amortised cost (-ve)
Interest paid	663	5.4	640	5.5	3.6	
<b>Net interest income</b>	<b>1 479</b>	<b>12.0</b>	<b>1 526</b>	<b>13.0</b>	<b>(3.1)</b>	Provision calculated under IFRS9 principles and movement recognised on Stage 1, 2 and 3 accounts. As a result of recognition of interest from gross to amortised cost basis approximately 0.6% – 0.8% to book moving from charge to interest
Impairment charge	461	3.7	551	4.7	(16.4)	
<b>Risk-adjusted margin</b>	<b>1 018</b>	<b>8.3</b>	<b>975</b>	<b>8.3</b>	<b>4.5</b>	
Non-interest revenue	847	6.9	810	6.9	4.6	
Operating costs	1 045	8.5	985	8.4	6.1	
<b>Profit before tax</b>	<b>820</b>	<b>6.7</b>	<b>800</b>	<b>6.8</b>	<b>2.5</b>	
Tax	230	1.9	228	1.9	1.0	
<b>Profit after tax</b>	<b>590</b>	<b>4.8</b>	<b>572</b>	<b>4.9</b>	<b>3.1</b>	
Return on equity	33.2%*		29.6%			RoE is adjusted for IFRS 9 impacts. It is comparable to the reported RoE in the prior period

\* Adjusted for IFRS 9 impacts on capital  
\*\* Restated for change in definition of financial services assets

GROUP INCOME STATEMENT – IFRS 15

	52 weeks Jun 2019 Rm	52 weeks Jun 2018 Rm	% change
Woolworths Fashion, Beauty and Home	1 686	1 707	(1.2)
Woolworths Food	2 283	2 167	5.4
WFS (50% of PAT)	295	286	3.1
<b>Woolworths</b>	<b>4 264</b>	<b>4 160</b>	<b>2.5</b>
David Jones	380	660	(42.4)
Country Road Group	1 015	1 032	(1.6)
<b>Adjusted profit before interest and tax</b>	<b>5 659</b>	<b>5 852</b>	<b>(3.3)</b>
Net finance and other costs	(1 058)	(1 072)	(1.3)
<b>Adjusted profit before tax</b>	<b>4 601</b>	<b>4 780</b>	<b>(3.7)</b>

**WOOLWORTHS** FASHION, BEAUTY AND HOME

INCOME STATEMENT – IFRS 15

	52 weeks Jun 2019 Rm	52 weeks Jun 2018 Rm	% change
<b>Turnover</b>	<b>13 908</b>	<b>13 687</b>	<b>1.6</b>
Cost of sales	7 298	7 297	–
<b>Gross profit</b>	<b>6 610</b>	<b>6 390</b>	<b>3.4</b>
Other revenue	17	18	(5.6)
Expenses	4 941	4 702	5.1
Store costs	3 373	3 269	3.2
Other operating costs	1 568	1 433	9.4
<b>Adjusted operating profit</b>	<b>1 686</b>	<b>1 706</b>	<b>(1.2)</b>
Gross profit margin – on turnover	47.5%	46.7%	
Operating profit margin – on turnover	12.1%	12.5%	

**WOOLWORTHS** FOOD

INCOME STATEMENT – IFRS 15

	52 weeks Jun 2019 Rm	52 weeks Jun 2018 Rm	% change
<b>Turnover and concession sales</b>	<b>32 342</b>	<b>30 019</b>	<b>7.7</b>
Concession sales	(746)	(687)	8.6
<b>Turnover – own buy</b>	<b>31 596</b>	<b>29 332</b>	<b>7.7</b>
Cost of sales	23 763	21 989	8.1
<b>Gross profit – own buy</b>	<b>7 833</b>	<b>7 343</b>	<b>6.7</b>
Concession and other revenue	135	130	3.8
Expenses	5 685	5 306	7.1
Store costs	4 110	3 848	6.8
Other operating costs	1 575	1 458	8.0
<b>Adjusted operating profit</b>	<b>2 283</b>	<b>2 167</b>	<b>5.4</b>
Gross profit margin – on turnover	24.8%	25.0%	
Operating profit margin – on turnover	7.2%	7.4%	



DAVID JONES

INCOME STATEMENT – IFRS 15

	52 weeks Jun 2019 A\$m	52 weeks Jun 2018 A\$m	% Change
<b>Turnover and concession sales</b>	<b>2 204</b>	<b>2 212</b>	<b>(0.5)</b>
Concession sales	(747)	(763)	(2.1)
<b>Turnover – own buy</b>	<b>1 457</b>	<b>1 449</b>	<b>0.6</b>
Cost of sales	867	829	4.6
<b>Gross profit – own buy</b>	<b>590</b>	<b>620</b>	<b>(4.8)</b>
Concession and other revenue	197	200	(1.5)
<b>Gross profit</b>	<b>787</b>	<b>820</b>	<b>(4.0)</b>
Expenses	775	775	–
Store costs	633	623	1.6
Other operating costs	142	152	(6.6)
<b>Department store operating profit</b>	<b>12</b>	<b>45</b>	<b>(73.3)</b>
Financial services operating profit	25	19	31.6
<b>Adjusted operating profit</b>	<b>37</b>	<b>64</b>	<b>(42.2)</b>
Gross profit margin – on turnover and concession sales	35.7%	37.1%	
Operating profit margin*	1.7%	2.9%	

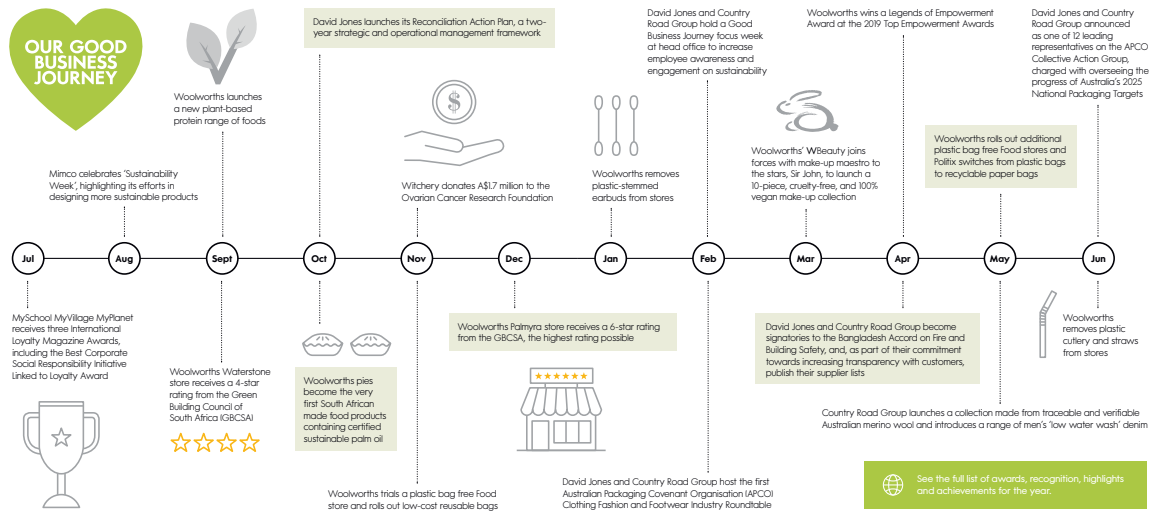
\* Adjusted operating profit as a percentage of turnover and concession sales

COUNTRY ROAD GROUP

INCOME STATEMENT – IFRS 15

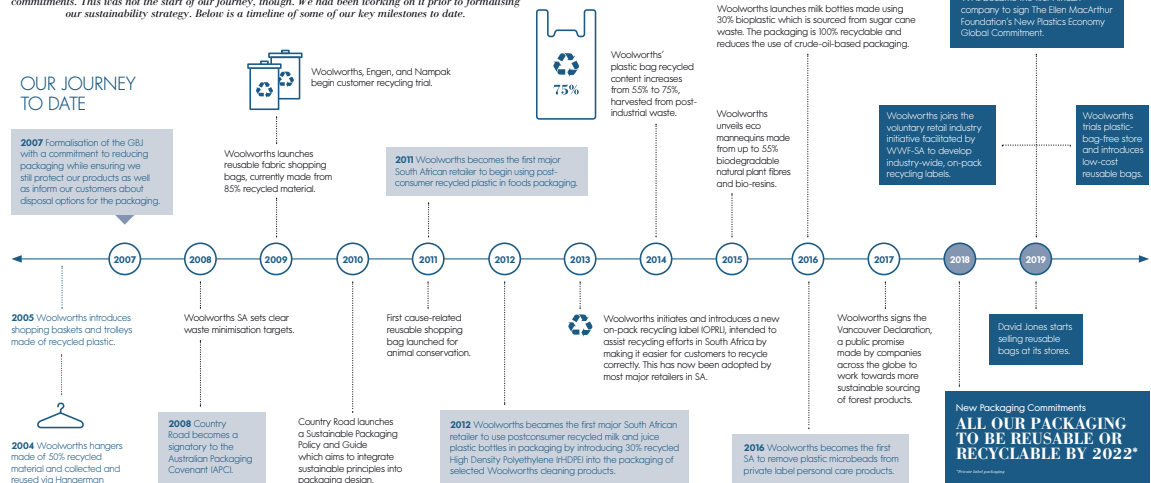
	52 weeks Jun 2019 A\$m	52 weeks Jun 2018 A\$m	% change
<b>Turnover</b>	<b>1 082</b>	<b>1 074</b>	<b>0.7</b>
Cost of sales	414	400	3.5
<b>Gross profit</b>	<b>668</b>	<b>674</b>	<b>(0.9)</b>
Other revenue	6	5	20.0
Expenses	574	576	(0.3)
Store costs	404	412	(1.9)
Other operating costs	170	164	3.7
<b>Adjusted operating profit</b>	<b>100</b>	<b>103</b>	<b>(2.9)</b>
Gross profit margin – on turnover	61.7%	62.8%	
Operating profit margin – on turnover	9.2%	9.6%	

HIGHLIGHTS AND ACHIEVEMENTS: JUNE 2018 – JUNE 2019



PACKAGING TIMELINE

In 2018, we celebrated World Environment Day by announcing our zero packaging waste to landfill commitments. This was not the start of our journey, though. We had been working on it prior to formalising our sustainability strategy. Below is a timeline of some of our key milestones to date.





**WOOLWORTHS HOLDINGS LIMITED**

*Preliminary Audited Group Results for the 53 weeks ended 30 June 2019 and Cash Dividend Declaration*



## COMMENTARY

Challenging economic and trading conditions in both South Africa and Australia continued to weigh on Group results. In South Africa, a steady improvement in the Woolworths Fashion business was experienced throughout the second half of the year. In Australia, David Jones experienced peak disruption from the refurbishment of the company's flagship Sydney store, impacting their sales by approximately 3.0% in the second half of the year.

An impairment charge of A\$437.4 million (net of deferred tax) was recognised at 30 June 2019, reducing the valuation of David Jones to approximately A\$965.0 million. A strategic review of the David Jones store portfolio also identified stores with onerous leases, resulting in an additional provision of A\$22.4 million. The impairment reflects the economic headwinds and the accelerating structural changes affecting the Australian retail sector as well as the performance of the business, which has fallen short of expectations. The WHL Board believes that the valuation of David Jones is realistic and reflective of its prospects. The Board is focused on the turnaround of David Jones and is ensuring that the business effects the necessary actions.

Our statutory financial results are prepared on a 53-week basis. However, to facilitate comparison against the prior year, this commentary refers to a pro forma 52-week period, and excludes the impact of IFRS 15.

### Woolworths SA ('WSA')

Sales for the year increased by 5.8%, buoyed by an acceleration in the second half of 8.0%, with stronger performances in the second half from both the Fashion and Food businesses. Our online business grew by 28.7%, contributing 1.0% to total sales.

### Woolworths Fashion, Beauty and Home ('FBH')

Sales increased by 1.5% for the year (comparable store sales up 1.0%), with second half sales up 5.5%, as a result of the focus on core ranges and basics, backed by improved availability. Price movement for the year for Fashion was 2.5%. Net retail space declined by 0.1%, with the focus on productivity and operating efficiencies in existing space.

Gross profit margin increased by 0.9% to 47.6%, as a result of lower markdowns. Expenses grew by 5.1%, while store costs increased by 3.5%. Operating profit declined by 1.1% to R1 688 million, with an operating margin of 12.1%, with operating profit increasing in the second half by 15.7%.

### Woolworths Food

Sales increased by 7.7% for the year (comparable store sales 5.4% up), with second half growth of 9.0%, driven by further investment in price, innovation and convenience, resulting in strong volume growth. Price movement was 1.8% and net space grew by 2.0%.

Gross profit margin was 0.1% lower than the prior period as a result of the price investment. Expenses grew by 7.5% and operating profit increased by 5.4% to R2 283 million, with an operating margin of 7.2%.

### Woolworths Financial Services

The Woolworths Financial Services book reflected positive year-on-year growth of 7.4%. The impairment rate for the 12 months ended 30 June 2019 was 3.7% under IFRS 9 (4.6% adjusted under IAS 39). The Group implemented IFRS 9 with effect from the beginning of the 2019 financial year.

### David Jones

Turnover and concession sales declined by 0.8% for the year, with comparable store sales 0.1% lower. The Elizabeth Street store refurbishment is on track to be completed by the end of the third quarter of the 2020 financial year. Net retail space grew by 0.4% with the opening of two new stores. Space reduction to improve the productivity of the existing store portfolio is a priority.

Following the recent re-platforming of our online business, we have seen significant growth in online sales of 46.8%, now contributing 7.7% to total sales.

Gross profit margin was 1.1% lower than the prior period as a result of higher markdowns and an increased focus on clearance. Store costs increased by 1.9%, while other operating costs were 6.6% lower as a result of various cost savings initiatives. Operating profit declined to A\$37.0 million with an operating margin of 1.7%.

The Elizabeth Street store's fashion and beauty floors will be completed ahead of the Christmas trading period, with the below-ground food and home floors opening in March 2020.

### Country Road Group

Sales for the year grew by 0.5% (comparable store sales 0.6% lower), with sales growth slowing in the second half in line with the market. Online sales in Australasia grew by 12.9%, representing 20.3% of sales. Net retail space reduced by 2.9% with further space reduction a priority as the contribution from online sales increases.

Gross profit margin improved by 0.6% to 63.4% due to higher full-priced sales and improved sourcing. Expenses grew by 2.3% and operating profit decreased by 2.9% to A\$100.0 million, resulting in an operating margin of 9.3%.

### Group earnings

Headline earnings per share ('HEPS') and adjusted diluted HEPS, both of which exclude the impairment of David Jones assets, decreased by 4.6% and 2.1% respectively, on a comparable 52-week basis. Earnings per share, which includes the impairment, was -126.0 cents for the 52-week comparable period.

### Outlook

In South Africa, consumer spending is expected to remain constrained. However, we expect Food to continue to trade ahead of the market and for FBH to continue its turnaround.

In Australia, we believe the retail market will continue to be tough with heavy discounting and promotional activity.

We remain committed to delivering our strategies and invest in initiatives that drive growth and efficiencies, while focusing on reducing costs, improving cash flows and strengthening the balance sheet.

Any reference to future financial performance included in this statement has not been reviewed or reported on by the Group's external auditors and does not constitute an earnings forecast.

### CHANGES TO THE BOARD OF DIRECTORS

As previously announced on the Stock Exchange News Service ('SENS'), the following changes to the Board of Directors were effected during the year under review:

- Ms Sizakele Mzimela – resigned from the Board on 5 November 2018.
- Mr Hubert Brody – appointed as Deputy Chairman on 12 November 2018.
- Messrs Simon Susman (Chairman) and Tom Boardman (Lead Independent Director) – will step down from the Board with effect from the conclusion of the 2019 WHL Annual General Meeting.
- It is anticipated that Mr Brody will be appointed as Chairman of the Board and Ms Zarina Bassa as the Lead Independent Director with effect from the conclusion of the 2019 WHL Annual General Meeting.
- Mrs Gail Kelly and Mr Patrick Allaway – resigned from the Board on 8 February 2019.
- Mr David Kneale and Ms Thembisa Skweyiya – appointed to the Board as Non-executive Directors on 11 March 2019.

- Ms Belinda Earl – appointed to the Board as a Non-executive Director on 1 July 2019.
- Mr Christopher Colfer – appointed to the Board as a Non-executive Director on 1 July 2019. He will also serve on the Group's Australian subsidiaries' boards and committees and chair certain of the committees.
- Mr Clive Thomson – appointed to the Board as a Non-executive Director on 19 August 2019. He will also chair the Woolworths South Africa's Audit Review Panel and the Audit Committees of David Jones and Country Road Group.
- Mr Susman will become Honorary Life President upon conclusion of the 2019 WHL Annual General Meeting, following his stepping down as a director.

The Board expresses its appreciation to the directors who have left the Board and welcomes all new directors. The Board previously reported that it has commenced the process of recruiting a successor for the Group Chief Executive Officer, Ian Moir. The process is extensive and the Board is satisfied with its progress. In addition, the Board has requested the Group Chief Executive Officer to spend significantly more time in Australia, overseeing the David Jones turnaround in the capacity of Acting Chief Executive Officer of David Jones. Accordingly, Ian will now be primarily based in Australia. His Group responsibilities will continue.

### SN Susman

Chairman  
Cape Town, 28 August 2019

### I Moir

Group Chief Executive Officer

### DIVIDEND DECLARATION

As announced on SENS on 20 February 2019, the Group's interim and final dividends will be based on a cover ratio of 1.45 times headline earnings of the combined Woolworths South Africa ('WSA') business segments (FBH, Food and Woolworths Financial Services), whilst no dividend will be paid from the Australian businesses during this period.

Notice is hereby given that the Board of Directors has declared a final gross cash dividend per ordinary share ('dividend') of 98.5 cents (78.8 cents net of dividend withholding tax) for the 53 weeks ended 30 June 2019, a 24.5% decrease on the prior year's 130.5 cents per share. This brings the total dividend for the year to 190.5 cents, a 20.3% decrease on the prior year's total dividend of 239.0 cents per share. The dividend has been declared from reserves and therefore does not constitute a distribution of 'contributed tax capital' as defined in the Income Tax Act, 58 of 1962. A dividend withholding tax of 20% will be applicable to all shareholders who are not exempt.

The issued share capital at the declaration date is 1 048 466 077 ordinary shares.

The salient dates for the dividend will be as follows:

Last day of trade to receive a dividend	Tuesday, 17 September 2019
Shares commence trading 'ex' dividend	Wednesday, 18 September 2019
Record date	Friday, 20 September 2019
Payment date	Monday, 23 September 2019

Share certificates may not be dematerialised or rematerialised between Wednesday, 18 September 2019 and Friday, 20 September 2019, both days inclusive. Ordinary shareholders who hold dematerialised shares will have their accounts at their CSDP or broker credited or updated on Monday, 23 September 2019. Where applicable, dividends in respect of certificated shares will be transferred electronically to shareholders' bank accounts on the payment date. In the absence of specific mandates, dividend cheques will be posted to shareholders.

### CA Reddiar

Group Company Secretary  
Cape Town, 28 August 2019

## GROUP STATEMENT OF COMPREHENSIVE INCOME

Notes	53 weeks to 30 Jun 2019 Rm	Restated* 52 weeks to 24 Jun 2018 Rm	% change
<b>Revenue</b>	75 179	70 572	6.5
<b>Turnover and concession sales</b>	79 816	75 232	6.1
Concession sales	(6 713)	(6 640)	1.1
<b>Turnover</b>	73 103	68 592	6.6
Cost of sales	45 139	41 700	8.2
<b>Gross profit</b>	27 964	26 892	4.0
Other revenue	2 000	1 909	4.8
Expenses	24 843	23 542	5.5
Store costs	17 735	16 960	4.6
Other operating costs	7 108	6 582	8.0
<b>Operating profit</b>	5 121	5 259	(2.6)
Impairment of David Jones assets	3 6 153	6 927	(11.2)
Investment income	76	71	7.0
Finance costs	1 139	1 124	1.3
<b>Loss before earnings from joint ventures</b>	(2 095)	(2 721)	23.0
Earnings from joint ventures	295	287	2.8
<b>Loss before tax</b>	(1 800)	(2 434)	26.0
Tax (credit)/expense	(716)	1 115	>(100)
<b>Loss for the year</b>	(1 084)	(3 549)	69.5
Other comprehensive income:			
<b>Amounts that may be reclassified to profit or loss</b>			
Fair value adjustments on financial instruments, after tax	(64)	182	
Exchange differences on translation of foreign subsidiaries	(97)	263	
<b>Amounts that may not be reclassified to profit or loss</b>			
Post-retirement medical benefit liability: actuarial gain, after tax	15	1	
<b>Other comprehensive income for the year</b>	(146)	446	
<b>Total comprehensive loss for the year</b>	(1 230)	(3 103)	
<b>Loss attributable to:</b>			
Shareholders of the parent	(1 086)	(3 550)	
Non-controlling interests	2	1	
<b>Total comprehensive loss attributable to:</b>			
Shareholders of the parent	(1 232)	(3 104)	
Non-controlling interests	2	1	
<b>Reconciliation of headline earnings</b>			
Basic loss attributable to shareholders of the parent	(1 086)	(3 550)	69.4
Net loss on disposal of property, plant and equipment and intangible assets	25	42	
Impairment of property, plant and equipment and intangible assets	6 190	6 954	
Tax impact of adjustments	(1 846)	(119)	
<b>Headline earnings</b>	3 283	3 327	(1.3)
Relocation costs (net of grants received) and store exit costs	187	126	
Net onerous leases raised	196	147	
Unrealised foreign exchange losses/(gains)	8	(6)	
Tax impact of adjustments	(115)	(75)	
<b>Adjusted headline earnings</b>	9 3 559	3 519	1.1
Loss per share (cents)	2 (113.4)	(369.5)	69.3
Headline earnings per share (cents)	342.9	346.3	(1.0)
Adjusted headline earnings per share (cents)	371.7	366.3	1.5
Diluted loss per share (cents)*	2 (113.4)	(369.5)	69.3
Diluted headline earnings per share (cents)	340.1	344.2	(1.2)
Adjusted diluted headline earnings per share (cents)	368.7	364.1	1.3
Number of shares in issue (millions)	957.0	960.6	(0.4)
Weighted average number of shares in issue (millions)	957.5	960.8	(0.3)

\* Comparative information has been restated to correct the dilutive earnings per share line, which erroneously included the impact of anti-dilutive potential ordinary shares in the prior year. Due to the restatement, the allusive earnings per share has changed from a loss per share of 367.3 cents to a loss per share of 369.5 cents. The restatement has had no impact on the prior period Group Statement of Financial Position, Group Statement of Changes in Equity, Group Statement of Cash Flows, nor on Earnings per share and Headline earnings per share.

## GROUP STATEMENT OF FINANCIAL POSITION

Notes	At 30 Jun 2019 Rm	At 24 Jun 2018 Rm
<b>ASSETS</b>		
<b>Non-current assets</b>	24 032	28 650
Property, plant and equipment	3 14 295	13 959
Intangible assets	3 7 283	13 410
Investment in joint ventures	810	978
Fair value lease adjustment	52	59
Other loans	56	56
Derivative financial instruments	7 14	18
Deferred tax	1 522	170
<b>Current assets</b>	11 897	11 497
Inventories	8 325	7 542
Trade and other receivables	1 410	1 487
Derivative financial instruments	7 171	174
Tax	78	271
Cash and cash equivalents	1 913	2 023
<b>TOTAL ASSETS</b>	35 929	40 147
<b>EQUITY AND LIABILITIES</b>		
<b>TOTAL EQUITY</b>	9 443	13 126
Equity attributable to shareholders of the parent	9 428	13 113
Non-controlling interests	15	13
<b>Non-current liabilities</b>	15 850	15 076
Interest-bearing borrowings	13 259	11 711
Operating lease accrual and fair value lease adjustment	1 651	1 906
Post-retirement medical benefit liability	369	404
Provisions	436	297
Derivative financial instruments	7 72	-
Deferred tax	63	758
<b>Current liabilities</b>	10 636	11 945
Trade and other payables	8 289	8 728
Provisions	922	752
Operating lease accrual and fair value lease adjustment	110	115
Derivative financial instruments	7 106	77
Tax	75	124
Overdrafts and interest-bearing borrowings	1 134	2 149
<b>TOTAL LIABILITIES</b>	26 486	27 021
<b>TOTAL EQUITY AND LIABILITIES</b>	35 929	40 147
<b>Net asset book value per share (cents)</b>	985	1 365
<b>GROUP ANALYSIS</b>		
<b>Total assets</b>	35 929	40 147
Woolworths*	13 479	13 198
David Jones	14 479	18 804
Country Road Group	7 080	7 130
Woolworths Financial Services	801	969
Treasury	90	46
<b>Inventories</b>	8 325	7 542
Woolworths*	4 235	3 610
David Jones	2 890	2 747
Country Road Group	1 200	1 185
<b>Total liabilities</b>	26 486	27 021
Woolworths*	5 621	6 143
David Jones	4 600	5 474
Country Road Group	1 737	1 573
Treasury	14 528	13 831
<b>Approved capital commitments</b>	2 997	3 839
Woolworths*	1 424	1 811
David Jones	1 262	1 648
Country Road Group	311	380

\* Includes Woolworths Fashion, Beauty and Home, Woolworths Food and Woolworths Logistics.

## GROUP STATEMENT OF CASH FLOWS

Notes	53 weeks to 30 Jun 2019 Rm	52 weeks to 24 Jun 2018 Rm
<b>Cash flow from operating activities</b>		
Cash inflow from trading	7 325	7 371
Working capital movements	(991)	(305)
<b>Cash generated by operating activities</b>	<b>6 334</b>	<b>7 066</b>
Investment income received	76	71
Finance costs paid	(1 127)	(1 117)
Tax paid	(1 114)	(1 037)
<b>Cash generated by operations</b>	<b>4 169</b>	<b>4 983</b>
Dividends received from joint ventures	245	325
Dividends paid to ordinary shareholders	(2 145)	(2 782)
<b>Net cash inflow from operating activities</b>	<b>2 269</b>	<b>2 526</b>
<b>Cash flow from investing activities</b>		
Investment in property, plant and equipment and intangible assets to maintain operations	(2 285)	(1 664)
Investment in property, plant and equipment and intangible assets to expand operations	(429)	(1 004)
Proceeds on disposal of property, plant and equipment and intangible assets	–	79
Other loans repaid/(advanced)	4	(12)
<b>Net cash outflow from investing activities</b>	<b>(2 710)</b>	<b>(2 601)</b>
<b>Cash flow from financing activities</b>		
Settlement of share-based payments through share purchase	5 (218)	(122)
Share purchase costs	–	(1)
Finance lease payments	(14)	(12)
Borrowings raised	5 839	3 306
Borrowings repaid	(6 000)	(3 000)
<b>Net cash (outflow)/inflow from financing activities</b>	<b>(393)</b>	<b>171</b>
<b>(Decrease)/increase in cash and cash equivalents</b>	<b>(834)</b>	<b>96</b>
<b>Net cash and cash equivalents at the beginning of the year</b>	<b>1 878</b>	<b>1 761</b>
<b>Effect of foreign exchange rate changes</b>	<b>(2)</b>	<b>21</b>
<b>Net cash and cash equivalents at the end of the year</b>	<b>1 042</b>	<b>1 878</b>
<b>GROUP ANALYSIS</b>		
<b>Cash generated by operating activities</b>	<b>6 334</b>	<b>7 066</b>
Woolworths	4 410	5 249
David Jones	394	414
Country Road Group	1 530	1 403

## GROUP STATEMENT OF CHANGES IN EQUITY

	Share- holders of the parent Rm	Non- controlling interests Rm	Total 53 weeks to 30 Jun 2019 Rm	Share- holders of the parent Rm	Non- controlling interests Rm	Total 52 weeks to 24 Jun 2018 Rm
<b>Shareholders' interest at the beginning of the year</b>	13 113	13	13 126	19 038	28	19 066
Effect of IFRS 9 and IFRS 15 adoption (refer to note 6.1)	(223)	–	(223)	–	–	–
<b>Shareholders' interest at the beginning of the year (restated)</b>	<b>12 890</b>	<b>13</b>	<b>12 903</b>	<b>19 038</b>	<b>28</b>	<b>19 066</b>
<b>Movements for the year:</b>						
Loss for the year	(1 086)	2	(1 084)	(3 550)	1	(3 549)
Other comprehensive income:	(146)	–	(146)	446	–	446
Total comprehensive loss for the year	(1 232)	2	(1 230)	(3 104)	1	(3 103)
Share-based payments	141	–	141	68	–	68
Net acquisition/disposal of Treasury shares	(226)	–	(226)	(123)	–	(123)
Dividends to ordinary shareholders	(2 145)	–	(2 145)	(2 781)	(1)	(2 782)
Transfer between reserves	–	–	–	15	(15)	–
<b>Shareholders' interest at the end of the year</b>	<b>9 428</b>	<b>15</b>	<b>9 443</b>	<b>13 113</b>	<b>13</b>	<b>13 126</b>
Dividend per ordinary share (cents)			190.5			239.0
Dividend cover (based on headline earnings)			1.80			1.45

## SEGMENTAL ANALYSIS

	Notes	53 weeks to 30 Jun 2019 Rm	52 weeks to 24 Jun 2018 Rm	% change
<b>REVENUE</b>				
<b>Turnover</b>		73 103	68 592	6.6
Woolworths Fashion, Beauty and Home		14 180	13 687	3.6
Woolworths Food		32 206	29 332	9.8
Woolworths Logistics		492	429	14.7
David Jones		15 043	14 455	4.1
Country Road Group		11 182	10 689	4.6
<b>Other revenue and investment income</b>		2 076	1 980	4.8
Woolworths Fashion, Beauty and Home		17	18	(5.6)
Woolworths Food		137	130	5.4
David Jones		2 304	2 221	3.7
Country Road Group		90	81	11.1
Treasury		51	11	>100
Intragroup	12	(523)	(481)	8.7
<b>Total Group</b>		75 179	70 572	6.5
<b>GROSS PROFIT</b>				
Woolworths Fashion, Beauty and Home		6 744	6 390	5.5
Woolworths Food		7 980	7 343	8.7
David Jones		6 087	6 206	(1.9)
Country Road Group		6 905	6 712	2.9
Intragroup	12	248	241	2.9
<b>Total Group</b>		27 964	26 892	4.0
<b>PROFIT/(LOSS) BEFORE TAX</b>				
Woolworths Fashion, Beauty and Home		1 752	1 707	2.6
Woolworths Food		2 339	2 167	7.9
Woolworths Financial Services		295	286	3.1
David Jones		371	650	(42.9)
Country Road Group		1 105	1 032	7.1
Treasury		(1 093)	(1 062)	2.9
<b>Total Group – adjusted</b>		4 769	4 780	(0.2)
<b>Adjustments</b>		(6 569)	(7 214)	
Impairment of David Jones assets		(6 153)	(6 927)	
Relocation costs (net of grants received) and store exit costs		(212)	(146)	
Net onerous leases raised		(196)	(147)	
Unrealised foreign exchange (losses)/gains		(8)	6	
<b>Total Group – unadjusted</b>		(1 800)	(2 434)	26.0
Woolworths Fashion, Beauty and Home		1 745	1 712	1.9
Woolworths Food		2 338	2 168	7.8
Woolworths Financial Services		295	286	3.1
David Jones		(6 095)	(6 527)	6.6
Country Road Group		1 017	991	2.6
Treasury		(1 100)	(1 064)	3.4

## NOTES

### 1. STATEMENT OF COMPLIANCE AND BASIS OF PREPARATION

The summary consolidated financial statements are prepared in accordance with the requirements of the JSE Limited Listings Requirements for preliminary reports, and the requirements of the Companies Act of South Africa applicable to summary financial statements. The Listings Requirements require preliminary reports to be prepared in accordance with the framework concepts and the measurement and recognition requirements of International Financial Reporting Standards (IFRS) and the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee and Financial Pronouncements as issued by Financial Reporting Standards Council and to also, as a minimum, contain the information required by IAS 34 Interim Financial Reporting. The accounting policies applied in the preparation of the consolidated financial statements from which the summary consolidated financial statements were derived are in terms of International Financial Reporting Standards and are consistent with those accounting policies applied in the preparation of the previous consolidated annual financial statements.

Accounting policies applied in the preparation of these preliminary Group Annual Financial Statements are consistent with those applied in the preparation of the Group Annual Financial Statements for the 53-week period ended 30 June 2019, and are consistent with the prior year, except for the new standards adopted, as detailed in note 6. The preliminary Group Annual Financial Statements have been prepared on the going concern and historical cost bases, except where otherwise indicated. The presentation and functional currency is the South African rand, rounded to the nearest million, except where otherwise indicated.

The preliminary Group Annual Financial Statements have been prepared under the supervision of the Group Finance Director, Reeza Isaacs CA(SA), and are the full responsibility of the directors.

### 2. EARNINGS PER SHARE

The difference between earnings per share and diluted earnings per share is due to the impact of unexercised options under the Group's share incentive schemes (refer to note 5).

### 3. PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSETS

The Group acquired property, plant and equipment at a fair value of R2 323 million (2018: R2 097 million) and intangible assets at a fair value of R409 million (2018: R564 million).

An impairment charge of R6 153 million (A\$622.1 million) (A\$437.4 million net of deferred tax) has been recognised at the period end, reducing the valuation of David Jones to approximately A\$965.0 million. A strategic review of the David Jones store portfolio has also identified stores with onerous leases, resulting in an additional provision of A\$22.4 million. The impairment reflects the economic headwinds and the accelerating structural changes affecting the Australian retail sector, as well as the performance of the business which has fallen short of expectations.

### 4. PROFIT BEFORE TAX

During the period, the Group received government grants, previously accrued for, from the State of Victoria, Australia, in respect of capital expenditure (2018: operating expenses and capital expenditure), on the establishment of an Australian regional head office for the Group's subsidiaries, David Jones and Country Road Group. Included in profit before tax are grants received in respect of income, which have been deducted from the related expenses in terms of IAS 20: Government Grants. Grants received in respect of capital expenditure have been recognised in profit before tax on a systematic basis over the useful life of the assets. There are no unfulfilled conditions and contingencies attached to the grants recognised in the current period.

### 5. ISSUE AND PURCHASE OF SHARES

4 491 788 (2018: 2 300 294) ordinary shares totalling R243 million (2018: R137 million) were purchased from the market by Woolworths Proprietary Limited for the purposes of share incentive schemes and are held as treasury shares by the Group. 533 495 (2018: 266 700) ordinary shares totalling R25 million (2018: R15 million) were sold to the market in terms of the Group's Restricted Share Plan. 224 170 (2018: 444 714) ordinary shares totalling R17 million (2018: R35 million) previously purchased were allocated to employees in terms of the Group's Restricted Share Plan.

152 349 (2018: 465 934) ordinary shares totalling R8 million (2018: R24 million) were issued and allocated to employees in terms of the Group's other share incentive schemes.

### 6. ACCOUNTING POLICIES

The adoption of certain new standards, which became effective in the current period, has resulted in minor changes to accounting policies and disclosure, none of which have a material impact on the financial position or performance of the Group, except as disclosed below.

## NOTES (CONTINUED)

### 6. ACCOUNTING POLICIES (CONTINUED)

#### STANDARDS ISSUED AND EFFECTIVE

##### 6.1 IFRS 9: Financial Instruments and IFRS 15: Revenue from Contracts with Customers

The Group adopted IFRS 9: Financial Instruments and IFRS 15: Revenue from Contracts with Customers with effect from 25 June 2018, using the modified retrospective approach and by application of the practical methods permitted under the standard.

As a result, the cumulative effect of initial application of the standards is recognised as an adjustment to equity at the beginning of the current financial reporting period. Comparative information has not been restated, and continues to be reported in terms of the previous applicable standards, IAS 39 and IAS 18 respectively.

##### IFRS 9 adjustment

The carrying value of the Group's investment in the joint venture with ABSA Limited, Woolworths Financial Services, reduced by R217 million, with the corresponding debit taken to equity. The adjustment has had no impact on the prior period results and earnings per share measures.

##### IFRS 15 adjustment

The Group recognises revenue from the principal activities of retailing and associated activities, such as logistics services and concession sales commission. Management's assessment of applying the new standard on the Group's financial statements identified the following areas, for which a R6 million cumulative debit adjustment to equity has been processed:

- Right of return provision
- Gift card breakage

Excluding the abovementioned adjustments, there is no other material impact on the loss for the year from application of IFRS 9 and IFRS 15 for the Group.

Set out below are the amounts by which each financial statement line item is affected as at the year-end 30 June 2019, as a result of the adoption of IFRS 15. The adoption of IFRS 15 did not have any impact on other comprehensive income, or the Group's operating, investing and financing cash flows, nor any material impact on earnings per share measures. The first column shows amounts prepared under IFRS 15 and the second column shows what the amounts would have been had IFRS 15 not been adopted:

#### GROUP STATEMENT OF PROFIT OR LOSS

	Amounts prepared under		
	IFRS 15 53 weeks to 30 Jun 2019 Rm	Previous IFRS 53 weeks to 30 Jun 2019 Rm	Increase/ (decrease) Rm
<b>Revenue</b>	75 179	75 002	177
<b>Turnover and concession sales</b>	79 816	79 655	161
Concession sales	(6 713)	(6 713)	-
<b>Turnover</b>	73 103	72 942	161
Cost of sales	45 139	44 775	364
<b>Gross profit</b>	27 964	28 167	(203)
Other revenue	2 000	1 984	16
Expenses	24 843	25 029	(186)
Store costs	17 735	17 943	(208)
Other operating costs	7 108	7 086	22
<b>Operating profit</b>	5 121	5 122	(1)
Impairment of David Jones assets	6 153	6 153	-
Investment income	76	76	-
Finance costs	1 139	1 139	-
<b>Loss before earnings from joint ventures</b>	(2 095)	(2 094)	(1)
Earnings from joint ventures	295	295	-
<b>Loss before tax</b>	(1 800)	(1 799)	(1)
Tax (credit)/expense	(716)	(716)	-
<b>Loss for the year</b>	(1 084)	(1 083)	(1)

Revenue of the Group comprises:

- Turnover: net merchandise sales, sales to franchisees and logistics services.
- Other revenue: rentals, concession sales commission, royalties, other commission, dividends and investment income.

Turnover and concession sales on the Statement of Comprehensive Income represent the total sales amount of goods sold in Group stores. Concession sales are the sale of goods by concession operators and are not included in revenue. Value added tax is excluded.

Revenue is measured based on the consideration specified in a contract with a customer and excludes amounts to be collected on behalf of third parties. The Group recognises revenue when it transfers control over a product or service to a customer.

#### STANDARDS ISSUED, NOT YET AND EFFECTIVE

##### 6.2 IFRS 16: Leases

The Group will adopt IFRS 16 from 1 July 2019, and has undertaken an assessment of the financial impact of the new standard. IFRS 16, which replaces IAS 17, requires most leases to be recognised in the statement of financial position, with the current distinction between operating and finance leases removed.

Due to the significant number of leases, the application of the standard is expected to have a material impact on the Group's financial statements, which will result in changes to the statement of financial position, whereby a right-of-use asset and lease liability will be recognised. Changes to the statement of comprehensive income will result in the current operating lease costs being replaced by an amortisation of the right-of-use asset and associated finance costs.

The standard will further impact a number of statutory and performance measures, such as operating profit, operating profit margin, Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA), EBITDA margin, earnings per share, return on assets, net debt, net debt to EBITDA ratio, debt to equity ratio, and cash generated from operations, and will require normalisation of performance measures and covenants.

The Group will apply the modified retrospective approach, which does not require a restatement of comparative information, with effect from 1 July 2019. The Group expects the application of the standard to have the following financial impact:

- Total assets are expected to increase by between 75% and 85%;
- Total liabilities are expected to increase by between 115% and 125%;
- Finance costs are expected to increase by between 125% and 135%; and
- Depreciation and amortisation are expected to increase by between 120% and 130%.

The ranges provided are dependant on the ZAR/A\$ exchange rates.

### 7. FAIR VALUE OF FINANCIAL INSTRUMENTS

The carrying value of trade and other receivables, trade and other payables and borrowings approximate their fair values.

In terms of IFRS 13: Fair Value Measurement, the Group's borrowings are measured at amortised cost and its derivative financial instruments at fair value. These are determined to be Level 2 under the fair value hierarchy. Derivatives are valued using valuation techniques with market observable inputs, with derivatives being mainly in respect of interest rate swaps and foreign exchange forward contracts. The most frequently applied valuation technique include forward pricing and swap models, using present value calculations. The models incorporate various inputs, including the credit quality of counterparties, foreign exchange spot and forward rates, interest rate curves and forward rate curves of the underlying index.

### 8. PRO FORMA FINANCIAL INFORMATION

The impact of the 53rd week, turnover and concession sales excluding the impact of IFRS 15 and the 53rd week and constant currency information presented in these preliminary Group Annual Financial Statements constitute pro forma financial information.

#### 8.1 IMPACT OF 53RD WEEK

The Group manages its retail operations on a 52-week retail calendar basis and, as a result, a 53rd week is required approximately every six years to realign the calendars. Pro forma 52-week financial information is provided to facilitate comparison against the 52-week comparative reporting period.



## NOTES (CONTINUED)

### 8. PRO FORMA FINANCIAL INFORMATION (CONTINUED)

#### 8.1 IMPACT OF 53RD WEEK (CONTINUED)

##### GROUP INCOME STATEMENT EXCLUDING THE 53RD WEEK

	53 weeks to 30 Jun 2019 Rm	53rd week adjustments Rm	52 weeks to 23 Jun 2019 Pro forma Rm	Change on prior period 53 weeks %	Change on prior period 52 weeks %	Restated 52 weeks to 24 Jun 2018 Rm
<b>Turnover and concession sales</b>	79 816	(1 481)	78 335	6.1	4.1	75 232
Concession sales	(6 713)	135	(6 578)	1.1	(0.9)	(6 640)
<b>Turnover</b>	73 103	(1 346)	71 757	6.6	4.6	68 592
Cost of sales	45 139	(855)	44 284	8.2	6.2	41 700
<b>Gross profit</b>	27 964	(491)	27 473	4.0	2.2	26 892
Other revenue	2 000	(44)	1 956	4.8	2.5	1 909
Expenses	24 843	(348)	24 495	5.5	4.0	23 542
Store costs	17 735	(238)	17 497	4.6	3.2	16 960
Other operating costs	7 108	(110)	6 998	8.0	6.3	6 582
<b>Operating profit</b>	5 121	(187)	4 934	(2.6)	(6.2)	5 259
Impairment of David Jones assets	6 153	-	6 153	(11.2)	(11.2)	6 927
Investment income	76	(1)	75	7.0	5.6	71
Finance costs	1 139	(20)	1 119	1.3	(0.4)	1 124
Loss before earnings from joint ventures	(2 095)	(168)	(2 263)	23.0	16.8	(2 721)
Earnings from joint ventures	295	-	295	2.8	2.8	287
<b>Loss before tax</b>	(1 800)	(168)	(1 968)	26.0	19.1	(2 434)
Tax (credit)/expense	(716)	(48)	(764)	>(100)	>(100)	1 115
<b>Loss for the year</b>	(1 084)	(120)	(1 204)	69.5	66.1	(3 549)
<b>Loss attributable to:</b>	(1 084)	(120)	(1 204)			(3 549)
Shareholders of the parent	(1 086)	(120)	(1 206)			(3 550)
Non-controlling interests	2	-	2			1
<b>Reconciliation of headline earnings</b>						
Basic loss attributable to shareholders of the parent	(1 086)	(120)	(1 206)	69.4	66.0	(3 550)
Headline earnings adjustments, net of tax	4 369	-	4 369			6 877
<b>Headline earnings</b>	3 283	(120)	3 163	(1.3)	(4.9)	3 327
Adjustments, net of tax	276	-	276			192
<b>Adjusted headline earnings</b>	3 559	(120)	3 439	1.1	(2.3)	3 519
Loss per share (cents)	(113.4)		(126.0)	69.3	65.9	(369.5)
Headline earnings per share (cents)	342.9		330.4	(1.0)	(4.6)	346.3
Adjusted headline earnings per share (cents)	371.7		359.2	1.5	(1.9)	366.3
Diluted loss per share (cents)	(113.4)		(126.0)	69.3	65.9	(369.5)
Diluted headline earnings per share (cents)	340.1		327.7	(1.2)	(4.8)	344.2
Adjusted diluted headline earnings per share (cents)	368.7		356.3	1.3	(2.1)	364.1

### 8.2 TURNOVER AND CONCESSION SALES EXCLUDING THE IMPACT OF IFRS 15 AND THE 53RD WEEK

	53 weeks to 30 Jun 2019 Rm	IFRS 15 adjustments Rm	53 weeks to 30 Jun 2019 Pro forma Rm	53rd week adjustments Rm	52 weeks to 23 Jun 2019 Pro forma Rm	Change on prior period 53 weeks %	Change on prior period 52 weeks %	52 weeks to 24 Jun 2018 Rm
<b>Turnover and concession sales</b>								
Group	79 816	161	79 655	(1 481)	78 174	5.9	3.9	75 232
Group (constant currency)	79 243	157	79 086	(1 472)	77 614	5.1	3.2	75 232
Woolworths Fashion, Beauty and Home	14 180	9	14 171	(272)	13 899	3.5	1.5	13 687
Woolworths Food	32 966	19	32 947	(624)	32 323	9.8	7.7	30 019
David Jones (A\$)	2 245	11	2 234	(41)	2 193	1.0	(0.8)	2 212
Country Road Group (A\$)	1 101	2	1 099	(20)	1 079	2.3	0.5	1 074
<b>Comparable sales</b>								
Woolworths Fashion, Beauty and Home					11 995		1.0	11 871
Woolworths Food					28 875		5.4	27 406
David Jones (A\$)					1 646		(0.1)	1 648
Country Road Group (A\$)					954		(0.6)	960
					2019 Rm		2018 Rm	Change %
<b>8.3 CONSTANT CURRENCY INFORMATION STATEMENT OF COMPREHENSIVE INCOME ITEMS (52 WEEKS AND EXCLUDING IFRS 15)</b>								
Segmental profit					5 631		5 852	(3.8)
Adjusted profit before tax					4 578		4 780	(4.2)
<b>STATEMENT OF FINANCIAL POSITION ITEMS AS AT 30 JUNE 2019</b>								
<b>Total assets</b>					36 155		40 147	(9.9)
Property, plant and equipment					14 402		13 959	3.2
Intangible assets					7 328		13 410	(45.4)
Investment in joint ventures					810		978	(17.2)
Inventories					8 367		7 542	10.9
Trade and other receivables and loans					1 527		1 602	(4.7)
Derivative financial instruments					185		192	(3.6)
Deferred tax and tax assets					1 615		441	>100
Cash and cash equivalents					1 921		2 023	(5.0)
<b>Total equity and liabilities</b>					36 155		40 147	(9.9)
Shareholders' funds					9 552		13 126	(27.2)
Interest-bearing borrowings overdrafts					14 444		13 860	4.2
Operating lease accrual and fair value lease adjustment					1 776		2 021	(12.1)
Other non-current liabilities					809		701	15.4
Derivative financial instruments					178		77	>100
Deferred tax and tax liabilities					140		882	(84.1)
Trade and other payables and provisions					9 256		9 480	(2.4)
					A\$m		A\$m	
David Jones adjusted operating profit (52 weeks and excluding IFRS 15)					37		64	(42.2)
Country Road Group adjusted operating profit (52 weeks and excluding IFRS 15)					100		103	(2.9)

## NOTES (CONTINUED)

### 8. PRO FORMA FINANCIAL INFORMATION (CONTINUED)

#### Notes:

- The accounting policies adopted by the Group in the latest Annual Financial Statements, which have been prepared in accordance with IFRS, have been used in preparing the pro forma financial information. The 53 weeks to 30 June 2019 information has been extracted from the Group Annual Financial Statements on which an opinion has been issued by Ernst & Young Inc.
- The 53rd week adjustments are calculated with reference to actual turnover and concession sales and cost of sales for the one-week period from 24 June to 30 June 2019, which have been extracted from the Group's accounting records, for total and comparable sales, cost of sales, gross profit, expenses based on an assessment of management information, and an effective tax rate of 28.7%, all attributable to the appropriate segments.
- The calculation of earnings per share, headline earnings per share and other share measures for the pro forma 52-week period is based on the weighted average number of shares in issue for the pro forma 52-week period.
- Turnover and concession sales excluding the impact of IFRS 15 is derived by excluding IFRS 15 adjustments to Turnover and concession sales for the 53-week and pro forma 52-week periods (refer to the IFRS 15 reconciliation in note 6.).
- Constant currency information has been presented to illustrate the impact of changes in the Group's major foreign currency, the Australian dollar. In determining the constant currency information, amounts denoted in Australian dollars for the current financial reporting period have been adjusted by application of the aggregated monthly average Australian dollar exchange rate for the prior comparable period of R9.97/A\$. The statement of financial position items are as at 30 June 2019 and the constant currency information has been determined by applying the closing rate applicable for the prior comparable period of R9.95/A\$.
- The pro forma financial information, which is the responsibility of the Group's directors, has been presented for illustrative purposes only and is consistent with the prior reporting period. The pro forma financial information is presented in accordance with the JSE Listings Requirements and the SAICA Guide on Pro Forma Financial Information.
- Accordingly, because of its nature, the pro forma financial information may not fairly present the Group's financial position, changes in equity, results of operations or cash flows.
- The Group's external auditors, Ernst & Young Inc., have issued a Reporting Accountant's assurance report in terms of ISAE 3420: Assurance Engagements to Report of the Compilation of Pro forma Financial Information, on the Impact of the 53rd week, Turnover and concession sales excluding the Impact of IFRS 15 and the 53rd week, and the Constant currency information, a copy of which is available for inspection at the Company's registered office.

### 9. NON-IFRS MEASURES

	2019 Rm	2018 Rm	Change %
<b>ADJUSTED HEADLINE EARNINGS</b>			
Headline earnings	3 283	3 327	(1.3)
Adjustments	276	192	
Relocation costs (net of grants received) and store exit costs	187	126	
Net onerous lease raised	196	147	
Unrealised foreign exchange losses/(gains)	8	(6)	
Tax impact of adjustments	(115)	(75)	
Adjusted headline earnings	3 559	3 519	1.1

Adjusted headline earnings is arrived at, after excluding from headline earnings, costs of a non-recurring nature.

### 10. CONTINGENT LIABILITIES

Group companies are party to legal disputes and investigations that have arisen in the ordinary course of business. Whilst the outcome of these matters cannot readily be foreseen, they are not expected to have any material financial effect.

### 11. BORROWING FACILITIES

Unutilised banking and debt facilities amount to R8 647 million (2018: R10 716 million) as follows:

	2019 Rm	2018 Rm
Committed	8 147	10 216
Uncommitted	500	500
<b>Total</b>	<b>8 647</b>	<b>10 716</b>

Notes to the value of R3.82 billion have been issued to date under the Domestic Medium Term Note (DMTN) programme, which is a further source of funding to the Group. The DMTN is guaranteed by Woolworths Proprietary Limited. It will be used to raise debt on an ongoing basis.

### 12. RELATED-PARTY TRANSACTIONS

The Group entered into related-party transactions, the substance of which is disclosed in the Group's 2019 Annual Financial Statements. Intragroup adjustments relate to the sale of concession goods between segments and supply chain distribution adjustments.

### 13. EVENTS SUBSEQUENT TO THE REPORTING DATE

No event material to the understanding of these preliminary Group Annual Financial Statements has occurred between the end of the financial year and the date of approval.

### 14. APPROVAL OF PRELIMINARY GROUP ANNUAL FINANCIAL STATEMENTS

The preliminary Group Annual Financial Statements were approved by the Board of Directors on 28 August 2019.

### 15. AUDIT OPINION

These preliminary Group Annual Financial Statements have been extracted from the audited Group Annual Financial Statements, but is not in itself audited. The Annual Financial Statements were audited by Ernst & Young Inc., who expressed an unmodified opinion thereon. The audited Annual Financial Statements and the auditor's report thereon are available for inspection at the Company's registered office. The directors take full responsibility for the preparation of the summarised report and that the financial information has been correctly extracted from the underlying Annual Financial Statements.

However, the auditor's report does not necessarily report on all the information contained in this announcement. Shareholders are therefore advised that, in order to obtain a full understanding of the nature of the auditor's engagement, they should obtain a copy of the auditor's report, together with the accompanying financial information from the Company's registered office.

## DIRECTORATE AND STATUTORY INFORMATION

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### NON-EXECUTIVE DIRECTORS

Simon Susman (Chairman), Hubert Brody (Deputy Chairman), Zarina Bassa, Tom Boardman (Lead Independent Director), Christopher Colfer (Canadian), Belinda Earl (British), Andrew Higginson (British), David Kneale (British), Nombulelo Moholi, Thembisa Skweyiya, Clive Thomson

### EXECUTIVE DIRECTORS

Ian Moir (Group Chief Executive Officer) (Australian), Reeza Isaacs (Group Finance Director), Sam Ngumeni, Zyda Rylands

### GROUP COMPANY SECRETARY

Chantel Reddiar

### SHARE CODE

WHL

### BOND CODE

WHLI

### SHARE ISIN

ZAE000063863

### REGISTERED ADDRESS

Woolworths House, 93 Longmarket Street  
Cape Town 8001, South Africa  
PO Box 680, Cape Town 8000, South Africa

### REGISTRATION NUMBER

1929/001986/06

### TAX NUMBER

9300/149/71/4

### JSE SPONSOR

Rand Merchant Bank (A division of FirstRand Bank Limited)

### TRANSFER SECRETARIES

Computershare Investor Services Proprietary Limited  
15 Biermann Avenue, Rosebank 2196, South Africa

# HIGHLIGHTS

	<i>52:52 weeks</i>	<i>53:52 weeks</i>
<i>Turnover and concession sales*</i>	<b>+3.9%</b> <i>to R78.2 billion</i>	<b>+5.9%</b> <i>to R79.7 billion</i>
<i>Adjusted profit before tax</i>	<b>-3.7%</b> <i>to R4.6 billion</i>	<b>-0.2%</b> <i>to R4.8 billion</i>
<i>Headline earnings per share</i>	<b>-4.6%</b> <i>to 330.4 cps</i>	<b>-1.0%</b> <i>to 342.9 cps</i>
<i>Adjusted diluted headline earnings per share</i>	<b>-2.1%</b> <i>to 356.3 cps</i>	<b>+1.3%</b> <i>to 368.7 cps</i>
<i>Loss per share</i>	<b>-126.0<sup>cps</sup></b> <i>from -369.5 cps</i>	<b>-113.4<sup>cps</sup></b> <i>from -369.5 cps</i>
<i>Total dividend per share</i>	<b>-20.3%</b> <i>to 190.5 cps</i>	
<i>Return on equity**</i>	<b>17.5%</b> <i>from 18.0%</i>	

\* Excludes impact of IFRS 15

\*\* David Jones asset impairment added back