

Woolworths Holdings Limited
(Incorporated in the Republic of South Africa)
Registration number 1929/001986/06
LEI: 37890095421E07184E97
Share code: WHL
Share ISIN: ZAE000063863
Bond Company code: WHLI
('the Group', 'the Company' or 'WHL')

SUMMARY OF THE UNAUDITED INTERIM GROUP RESULTS FOR THE 26 WEEKS ENDED 25 DECEMBER 2022 AND CASH DIVIDEND DECLARATION

FINANCIAL OVERVIEW

Turnover	+15.0% to R45.1bn
Turnover and concession sales	+18.5% to R49.9bn
Profit before tax	+63.3% to R3.7bn
Adjusted profit before tax	+70.1% to R3.8bn
Earnings per share	+74.9% to 293.7cps
Headline earnings per share	+75.1% to 294.5cps
Adjusted diluted headline earnings per share	+75.5% to 284.7cps
Net borrowings (excluding lease liabilities) of	R671m (2021: R258m net cash)
Interim dividend per share	+96.9% to 158.5cps (2021: 80.5cps)
Return on capital employed	19.5% (2021: 13.2%)
Free cash flow per share	+29.3% to 269.0cps (2021: 208.0cps)

COMMENTARY ON PERFORMANCE

The Group's turnover and concession sales for the 26 weeks ended 25 December 2022 ('current period' or 'period') increased by 18.5% compared to the 26 weeks ended 26 December 2021 ('prior period' or 'last year') and by 16.3% in constant currency terms. Trade during this period is not directly comparable to that of last year due to the impact of government-imposed lockdowns in Australia in the prior period base. Group turnover and concession sales increased by 8.8% during the last six weeks of the half, which is directly comparable to that of the prior period, underpinned by strong Black Friday and festive season trade.

The return of customers to physical stores, particularly in Australia, resulted in a substantial increase in brick-and-mortar sales, with the contribution of online sales moderating to 10.9% of total turnover and concession sales, compared to 13.7% for the prior period.

Earnings per share ('EPS') grew by 74.9% to 293.7cps, compared to 167.9cps for the prior period, while headline EPS ('HEPS') and adjusted diluted HEPS increased by 75.1% and 75.5% over the prior period to 294.5cps and 284.7cps, respectively.

The Group ended the half with a very healthy balance sheet and a net cash position in Australia of A\$351.4 million. Continued focus on working capital management and capex prioritisation resulted in cash conversion exceeding 90%, generating Free Cash Flow of 269.0cps. In line with the Group's refreshed capital allocation framework, we have also repurchased shares to a value of a further R1.5 billion during the current period,

bringing the total buyback over the past year to 4.3% of issued shares. The share repurchases positively impact EPS, HEPS, adHEPS and other capital return metrics in the current and future periods.

DISPOSAL OF DAVID JONES

As announced on the JSE Stock Exchange News Service (“SENS”) on 19 December 2022, the Group has entered into an agreement to sell its entire shareholding in its Australian subsidiary, David Jones. As part of the transaction, WHL will retain the flagship property asset in Bourke Street, Melbourne, which will be leased back to David Jones on market-related terms. The agreement is subject to terms and conditions customary for transactions of this nature, and WHL anticipates the transaction to complete by the end of March 2023, with the final proceeds to be determined based on completion accounts. Management expects to realise value in excess of the carrying value of the David Jones assets. Over the past year, we have also returned R1.6 billion of capital from David Jones to WHL.

The transaction will materially improve the return on capital of the Group by further transforming its balance sheet through the removal of c.R22 billion in liabilities (including c.R17 billion in liabilities relating to the David Jones store portfolio). Importantly, this also enables the reallocation of capital and management focus towards the Group’s core, and higher yielding South African businesses and the Australian Country Road Group.

SOUTHERN AFRICA

IMPACT OF LOADSHEDDING

South Africa is facing a devastating energy crisis, which continues to have a pronounced impact on our economy, as well as business and consumer confidence. We estimate the financial impact of loadshedding to have reduced our Southern Africa adjusted operating profit by c.R15 million per month (c.R90 million in total over the half), with the majority of this incurred in our predominantly fresh Food business, as a result of increased waste and diesel costs in both our supply chain and stores. Given the erratic and unpredictable nature of loadshedding, we are focused on developing a longer-term business solution to sustainably mitigate both upstream and downstream impacts to this challenge. This includes the impacts on our suppliers, and particularly those where the costs required to manage the breakdown in infrastructure have become prohibitive.

Whilst we are focused on minimising both the operational and financial impacts of loadshedding, our primary objective is to protect the quality and integrity of our superior cold chain, and the trust our customers place in our brand. We have made significant past investments in our energy supply capabilities, with 99% of our stores and all our distribution centres already equipped with generator capacity. Furthermore, the majority of our suppliers are exclusive to our Food business, with these partnerships, in many instances, spanning decades. This places us in a favourable position to build a holistic, integrated and fully resilient response plan from here.

WOOLWORTHS FASHION, BEAUTY AND HOME (‘FBH’)

The Fashion Beauty Home turnaround strategy continues to gain traction. Turnover and concession sales grew by 11.2%, and by 11.0% on a comparable store basis, and strengthened to 12.0% in the last six weeks of the period. Price movement of 10.8% remained positively impacted by the ongoing focus on full-price sales and the continued reduction in markdowns. Trading space was further reduced by 2.2% over the prior period. Online sales grew by 4.5% and contributed 4.2% of South African sales.

A deliberate focus on full-price sales, and a smaller but more profitable winter clearance, resulted in gross profit margin increasing by 170bps to 48.0%, notwithstanding inflationary supply chain pressures. Expense growth was

10.0%, with store cost growth contained to 6.5%, as we continued to reduce unproductive space. Adjusted operating profit increased by 25.5% to R979 million, resulting in an operating margin of 13.1% for the current period, compared to 11.6% in the prior period. Excluding the impact of loadshedding, adjusted operating profit growth on the prior period was 290bps higher, at 28.4%, with operating margin 30bps higher, at 13.4%.

WOOLWORTHS FOOD

The Food business grew turnover and concession sales by 7.6% and by 5.4% on a comparable store basis, with sales growth accelerating to 8.6% in the last six weeks of the period. This is notwithstanding the considerable disruption caused by loadshedding, which continues to have a pronounced impact in terms of foregone sales and increased costs. Price movement increased to 6.8% for the period, being below underlying product inflation of 8.4%, due to continued price investment, as we further enhance our overall customer value proposition. Space grew by 2.5% relative to the prior period. Online sales increased by 22.7%, now accounting for 3.6% of South African sales, as we continue to expand our on-demand offering, Woolies Dash.

Gross profit margin decreased by 30bps to 23.8%, due to the impact of loadshedding on waste and supply chain costs, the continued shift to online, and the ongoing investment in price. Additional diesel costs, coupled with higher cost inflation, resulted in expense growth of 8.5% on last year. Adjusted operating profit grew by 0.2% to R1 412 million, returning an operating profit margin of 6.7% for the current period, compared to 7.2% in the prior period. Excluding the impact of loadshedding, adjusted operating profit growth on the prior period was 490bps higher, at 5.1%, with operating margin 30bps higher, at 7.0%.

WOOLWORTHS FINANCIAL SERVICES ('WFS')

The WFS book reflects a year-on-year increase of 17.2% to the end of December 2022, driven by consumer spending, as well as new accounts and credit card advances. The annualised impairment rate for the six months ended 31 December 2022 was 5.5%, compared to 4.0% in the prior period, due to the growth in new business.

AUSTRALIA AND NEW ZEALAND ('ANZ')

Our businesses in ANZ continued their positive momentum, notwithstanding the increased inflationary pressures faced by consumers during the period.

COUNTRY ROAD GROUP ('CRG')

Country Road Group sales grew by 25.5% and by 26.6% in comparable stores, underpinned by strong performances from the Country Road, Politix and Witchery brands in particular. The last six weeks of trade, which are comparable to that of the prior period, saw Country Road Group delivering strong sales growth of 8.5%. Space reduced by 5.5% during the period. Online sales contributed 26.1% to total sales, compared to 33.8% for the prior period.

Strong full price sales and reduced promotional activity drove an increase in gross profit margin of 400bps to 63.5%, notwithstanding higher supply chain costs. Expenses increased by 22.0% on the lockdown-impacted prior period base. Adjusted operating profit increased by 94.2% to A\$93.2 million, returning an operating profit margin of 15.0%, compared to 9.7% in the prior period.

DAVID JONES ('DJ')

The successful turnaround of David Jones has delivered a notable improvement in the business' underlying operational and financial health. For the period, turnover and concession sales increased by 31.8% and by 27.6% on a comparable store basis, with our flagship and CBD stores performing ahead of expectations. Sales in the last

six weeks grew by 2.3%. Trading space reduced by 3.6% relative to the prior period. Online sales contributed 17.2% of total sales, compared to 28.1% for the prior period.

Gross profit margin improved by 140bps to 36.4%. Expenses increased by 15.5%, on the lockdown-impacted prior period base, offset by savings arising from the successful execution of cost-saving initiatives. Adjusted operating profit grew by 245.8% to A\$106.5 million, returning an operating profit margin of 8.3%, compared to 3.2% in the prior period.

David Jones is reported as a discontinued operation in the Group's interim results following the agreement to sell its entire shareholding in the subsidiary, as announced on SENS on 19 December 2022.

OUTLOOK

The trading environment over the second half of the financial year is expected to prove more challenging as we continue to face numerous headwinds through higher inflation and interest rates, which are placing pressure on both consumer demand and costs. In South Africa, an imminent resolution to the debilitating power crisis and stimulus for economic growth appears remote. These factors, coupled with a higher comparative base effect, are likely to result in slower profit growth (from continued operations) in the current half, relative to the first half.

Looking beyond the 2023 financial year, we remain confident in our self-driven opportunities, and the traction we are seeing in the execution of our strategies. With a much strengthened and simplified WHL Group post the David Jones disposal, we are well positioned to invest even greater management time and financial resources in our remaining businesses, to the benefit of all stakeholders.

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

H Brody

Chairman

Cape Town

28 February 2023

R Bagattini

Group Chief Executive Officer

DIVIDEND DECLARATION

The Board of Directors of WHL ('Board') has taken a decision to declare an interim gross cash dividend per ordinary share ('dividend'), based on a payout ratio of 70% of headline earnings of the combined Woolworths South Africa business segments (FBH, Food and WFS) as well as Country Road Group.

Notice is hereby given that the Board has declared an interim dividend of 158.5 cents (126.8 cents net of dividend withholding tax) for the 26 weeks ended 25 December 2022, being a 96.9% increase on the prior period's 80.5 cents. 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 1 010 195 949 ordinary shares. The salient dates for the dividend will be as follows:

Last day of trade to receive a dividend	Tuesday, 14 March 2023
Shares commence trading 'ex' dividend	Wednesday, 15 March 2023
Record date	Friday, 17 March 2023
Payment date	Monday, 20 March 2023

Share certificates may not be dematerialised or rematerialised between Wednesday, 15 March 2023 and Friday, 17 March 2023, both days inclusive. Ordinary shareholders who hold dematerialised shares will have their accounts at their CSDP or broker credited or updated on Monday, 20 March 2023. Where applicable, dividends in respect of certificated shares will be transferred electronically to shareholders' bank accounts on the payment date. Where the transfer secretaries do not have the banking details of any certificated shareholders, the cash dividend will be held in trust by the transfer secretaries pending receipt of the relevant certificated shareholder's banking details after which the cash dividend will be paid via electronic transfer into the personal bank account of the certificated shareholder.

CA Reddiar

Group Company Secretary

Cape Town

28 February 2023

CHANGES TO THE BOARD OF DIRECTORS AND BOARD COMMITTEES

The following changes, which were announced on SENS, took place during the period under review:

- Mr Rob Collins was appointed as an Independent Non-executive Director of WHL due to his extensive retail experience. His appointment to the WHL Board and as a member of the Risk and Information Technology Committee, which took effect from 1 October 2022, was announced on SENS on 29 August 2022.
- Ms Phumzile Langeni resigned as an Independent Non-executive Director of WHL, and as a member of the Audit and Risk and Information Technology Committees due to an unexpected increase in her personal business commitments, which required more of her time. Her resignation, which took effect from 31 December 2022, was announced on SENS on 22 December 2022.

ABOUT THIS ANNOUNCEMENT

Statement and availability

This short form announcement, including the constant currency and pro forma financial information, is the responsibility of the directors and is only a summary of the information in the full announcement. The Unaudited Interim Group Results were approved by the Board on 28 February 2023, and the information in this announcement has been correctly extracted from the Unaudited Interim Group Results. Any investment decisions by investors and/or shareholders and/or bondholders should be based on consideration of the full announcement, which has been published on SENS and available at

<https://senspdf.jse.co.za/documents/2023/JSE/ISSE/WHLE/WHLFY23.pdf> and on the Company's website

<https://www.woolworthsholdings.co.za/wp-content/uploads/2023/03/WHLFY23.pdf>

An electronic copy of the full announcement may be requested and obtained, at no charge, from the Group Company Secretary at Governance@woolworths.co.za or the Head of Investor Relations at InvestorRelations@woolworths.co.za. The Analyst Presentation will be available on the website later today at the link

https://www.woolworthsholdings.co.za/wp-content/uploads/2023/03/Analyst_Presentation.pdf

DIRECTORATE AND STATUTORY INFORMATION

Non-executive Directors

Hubert Brody (Chairman)
Nombulelo Moholi (Lead Independent Director)
Christopher Colfer (Canadian)
Robert Collins (British)
Belinda Earl (British)
David Kneale (British)
Thembisa Skweyiya
Clive Thomson

Executive Directors

Roy Bagattini (Group Chief Executive Officer)
Reeza Isaacs (Group Finance Director)
Sam Ngumeni (Group Chief Operating Officer)

Group Company Secretary

Chantel Reddiar

Debt officer

Ian Thompson

Registration number

1929/001986/06

LEI

37890095421E07184E97

Share code

WHL

Share ISIN

ZAE000063863

Bond Company code

WHLI

Registered address

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

Tax number

9300/149/71/4

JSE sponsor and debt sponsor

Rand Merchant Bank (A division of FirstRand Bank Limited)

Transfer secretaries

Computershare Investor Services Proprietary Limited

15 Biermann Avenue, Rosebank, 2196, South Africa

1 March 2023