ASX Announcement

25 August 2022

ASX Market Announcements Office
Australian Securities Exchange
20 Bridge Street
Sydney NSW 2000

Full Year Results Announcement

Attached for release to the market is the Full Year Results Announcement for the period ended 26 June 2022.

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F22 Full Year Profit and Dividend Announcement

For the 52 weeks ended 26 June 2022

Woolworths Group

Customer & Sales

Group sales[1]
$60,849M
▲9.2% from F21

Group VOC NPS
49
▼4 pts from F21

eCommerce sales[1]
$6,263M
▲39.0% from F21

Profit

Group EBIT[2]
$2,690M
▼2.7% from F21

Group NPAT[3]
$1,514M
▲0.7% from F21

Dividend per share
92c
▲1.1% from F21[4]

Sustainability

Reduced scope 1 & 2 emissions
31%
from 2015 baseline

Virgin plastic packaging removed
>10,000t
vs F18 baseline[5]

Group TRIFR
11.13
▼9% from F21

Strong momentum in H2 with a gradual return to a consistent operating rhythm

Woolworths Group CEO, Brad Banducci, said: "The extremely challenging operating environment caused by supply chain disruptions, product shortages, team absenteeism and flooding led to an inconsistent customer experience and a financial performance that was below our aspirations for the year. However, I am proud of how our team continued to show great care for our customers and each other and ongoing resilience to deliver a strong Christmas, and materially improved trading momentum in H2. Importantly, we were also able to continue to progress our strategic and sustainability agendas and I am confident that, as we enter F23 with a renewed sense of purpose, we will be able to navigate ongoing uncertainties and challenges to deliver for all of our stakeholders.

"F22 sales[1] grew by 9.2% or 5.1% excluding PFD and Quantium. In H2, Group sales[1] increased by 10.5% (6.2% ex PFD and Quantium) with improved momentum in all segments other than New Zealand Food. F22 Group EBIT[2] declined 2.7% reflecting higher COVID-related costs in H1 in Australian Food and in H2 in New Zealand as well as BIG W store closures. In H2, Group EBIT[2] increased 8.1% with H2 Australian Food EBIT[1] up 9.7% after a 7.6% decline in H1."

F22 key financial metrics

$ MILLION	F22	F21	CHANGE
Continuing operations before significant items			
Sales	60,849	55,733	9.2%
EBIT	2,690	2,764	(2.7)%
NPAT attributable to equity holders of the parent entity	1,514	1,504	0.7%
Basic EPS (cents)	124.0	119.6	3.6%
Group before significant items (including Endeavour Group in F21)			
Sales	60,849	67,317	(9.6)%
EBIT	2,690	3,663	(26.5)%
Group after significant items			
NPAT attributable to equity holders of the parent entity	7,934	2,074	282.5%
Basic EPS (cents)	649.6	165.0	293.7%
Final dividend per share (cents)	53	55	(3.6)%
Final dividend per share (cents) – excluding Endeavour Group	53	51	3.9%

1 Continuing operations
2 Continuing operations before significant items
3 Continuing operations before significant items attributable to equity holders of the parent entity
4 Total dividend per share - excluding Endeavour Group in F21
5 Woolworths Supermarkets and Metro Food Stores only

F22 Group highlights

Strong momentum in H2 with gradual return to a consistent operating rhythm

Brad Banducci continued: "In **Australian Food**, our customer experience throughout the year was inconsistent, impacted by supply chain disruption and product availability issues. Pleasingly, our Customer Care metric remained strong across all our businesses, and Brand and Reputation scores also remained strong reflecting the focus on our purpose and trying to do the right thing. Australian Food sales increased 4.5% in F22 with above-market growth in every quarter of the year. A much-improved EBIT result with growth of 9.7% in H2 led to a small increase in EBIT[1] of 0.3% for the year, after a challenging first half.

"**Woolworths Retail** (stores and eCommerce) sales increased by 4.3% for F22. H2 sales increased by 5.5% (3-yr CAGR: +5.2%) driven by eCommerce sales growth of 33.6% and Woolworths Supermarkets store-originated sales returning to growth in H2 of 3.1% (Q4: 3.9%). H2 sales growth was consistent across the country and by store segment (Core, Value and UP) with food inflation increasingly contributing to growth. Average prices in Q4 F22 increased by 3.6% compared to the prior year whereas in Q1 F22 average prices declined by 0.9%.

"**WooliesX** B2C eCommerce sales growth remained strong, up 42.3% to $4.7 billion in F22, representing 10.3% of Woolworths Retail sales. Growth slowed a little in H2 compared to H1 as customer mobility increased but growth rates and penetration remained high. After enormous pressure on the team from heightened demand, absenteeism and supply chain challenges, our customer experience improved materially in Q4 with VOC NPS up 11 points on Q3. eCommerce directly-attributable profit margin increased in F22 due to increasing scale and improved efficiency. Cartology, the Group's retail media business, also delivered strong revenue and profit growth during the year.

"**Metro Food Stores** sales increased 6.0% due to new store growth with five net new stores opened during the year and increased traffic in On the Go stores. **Woolworths Food Company's** own and exclusive sales increased by 4.8% with the COOK, BBQ and Macro ranges growing strongly, despite growth being constrained by availability issues in the Household and Snacking categories.

"**Australian B2B** strong sales growth rates reflect the acquisition of PFD at the beginning of the financial year and the first-time inclusion of Endeavour Group partnership revenue. On an underlying basis, all B2B businesses reported higher sales in F22 despite continued COVID disruptions. H2 EBIT of $24 million improved on H1 with a full year EBIT contribution of $42 million and a strong H2 contribution from PFD.

"**New Zealand Food** had a very challenging second half with a material disruption to stores and supply chain as Omicron gained hold and market growth slowed. While sales increased by 5.8%[2] in F22, H2 sales growth slowed to 3.1%[2] (Q4: +2.3%) which, together with higher COVID-related costs, led to a decline in F22 EBIT of 12.5%[2]. A highlight for the year was the progress in New Zealand Food's supply chain transformation with the opening of the Hilton meat plant in July 2021, Palmerston North DC in August 2021, and Auckland Fresh DC in June 2022.

"Despite a first half where many **BIG W** stores were closed for an extended period due to COVID restrictions, BIG W maintained strong customer scores throughout the year. Growth recovered strongly in H2 with Q4 sales growth of 11.9%. F22 EBIT of $55 million was 68.2% below the prior year largely reflecting the challenges in H1, with H2 EBIT of $30 million exceeding H1 EBIT of $25 million. eCommerce sales growth remained strong in H2 at 17.6% but penetration moderated from the record penetration of 17.7% in H1 to 9.7% in H2 as more customers returned to shopping in store.

"**Other** now includes Woolworths Group's investments in Endeavour Group and Quantium, as well as Group costs not allocated to other segments. Other net costs were $123 million for the year, $46 million below the prior year reflecting the benefit of a full-year contribution from Quantium and the first-time inclusion of our share of net profit after tax of Endeavour Group, offset somewhat by higher COVID costs including the $34 million Team Thank You bonus.

"Following a strengthening of our partnership with Quantium in late F21, we launched wiq to bring together Woolworths Group's and Quantium's data analytics capabilities. wiq is currently working on over 20 advanced analytics use cases across the Group and has made solid progress in key strategic areas like promotional optimisation, tailored ranging and store and eCommerce process efficiency.

"We made good progress in reshaping the Group and building out our **Food and Everyday Needs Ecosystem**. We completed the demerger of Endeavour Group at the beginning of the financial year and on the same day completed the acquisition of 65% of PFD in partnership with the Smith family. We have built Australia and New Zealand's largest 1st party eCommerce business and are building our 3rd party marketplace capability through Everyday Market and MyDeal (subject to completion). Growth to our digital properties continues with 19.4 million average weekly visits to Woolworths Group websites and apps in F22. Everyday Rewards is one of Australia's largest and increasingly most loved loyalty programs and the staged rollout of our new real-time loyalty platform is materially improving personalised offers for our customers. Our retail media business, Cartology, continues to grow rapidly and we are looking forward to Shopper Media Group complementing our existing platform (subject to completion). Finally, we are incubating a number of digital start-ups such as PetCulture, HealthyLife and Metro60 that are driving innovation for our Group as we continue to learn from, and invest in, their growth and development.

F22 Group highlights

"Despite F22 being the most difficult year for our Primary Connect team since the start of COVID, and our strong focus on stock flow during the year, we reached a number of important milestones in our multi-year supply chain transformation. We opened four new major DCs during the year, including new Melbourne and Auckland Fresh DCs and transitioned two BIG W DCs from third parties to Primary Connect. Construction is progressing on our Moorebank regional and national DCs and our first automated customer fulfilment centre in Auburn.

"In H1, we announced that we had identified some underpayment issues relating to hourly paid retail team members as part of a comprehensive end-to-end payroll review. We are on track towards our goal of substantially completing the review by the end of calendar 2022, with over 90% of the relevant teams and payroll costs tested to date.

"**Sustainability** is key to our Group purpose of *creating a better tomorrow* and we are pleased with the progress we have made in F22 on all three of our People, Planet and Product strategic pillars. A particular highlight was our continued focus on the planet with our scope 1 and 2 emissions now down 31% from our 2015 baseline. Further details on our progress will be provided in our upcoming Sustainability Report.

"In summary, F22 was a year of volatility and challenge and this is reflected in our customer experience and financial performance. However, we are pleased with our improved momentum in H2 and progress on our strategic priorities which positions us well for F23 and beyond. I would like to thank our customers for their continued support, and at times patience, and our team for their incredible efforts and resilience."

Woolworths Group Chair, Gordon Cairns, said: "I am pleased that we were able to play our part in helping our customers navigate another COVID-impacted year and supporting the communities we serve. The Board has declared a final dividend of 53 cents per share bringing the F22 total dividend to 92 cents per share. Excluding the 17 cents of dividends related to Endeavour Group in the prior year, the total dividend has increased in line with earnings growth. We also returned $2 billion to shareholders by way of a share buyback in October. As announced in July, Scott Perkins will succeed me as Chair following our AGM in October. It has been a privilege to be the Chair of Woolworths Group for the last seven years. Looking ahead, while the external environment remains challenging, I am confident that we have built a strong business that is well positioned to deliver for our customers, team and shareholders in the years ahead."

1 Before significant items
2 New Zealand dollars
Note: Emissions stated in this document exclude Endeavour Group and include PFD and Quantium. The 31% reduction in scope 1 and 2 emissions from 2015 levels is not directly comparable to F21 reported emissions. Further information will be included in Woolworths Group's 2022 Sustainability Report and Appendix to be released in September 2022

F22 Group highlights

Progress against Woolworths Group priorities over the F22 financial year

Be better together for a better tomorrow

- Customer Care VOC NPS remained strong across all businesses despite stock availability and team absenteeism challenges
- New Woolworths Group brand launched refocusing on purpose. Strong Reputation scores maintained throughout F22
- Amazing collective team response to support Lismore and Maryborough communities and reopen in record time
- Continued progress on Sustainability with 50m meals donated to OzHarvest; renewable energy partnership in SA; announced group-wide removal of reusable plastic bags
- More to do to improve overall customer experience and progress our inclusion agenda

Connect our customer experience for good food and more everyday

- Established ConnectedX to connect Group digital platforms and create seamless and integrated customer digital experiences
- Real-time loyalty platform in rollout, materially increasing Everyday Rewards personalised offer capability and overall experience
- Delivery Unlimited subscribers doubled compared to the prior year following proposition relaunch
- Opened latest CFC in Rochedale, Qld in July; first in the network with attached Direct to boot, Caringbah to open by end of August
- More to do to drive greater integration and seamless customer experiences across all Group brands and platforms in F23

Reimagine our Food retail proposition

- Continued to tailor in-store experiences through Core/Value/UP segmentation with Double Bay (UP), Miller (Value), and Port Macquarie (Core) launched during the year
- Completed 63 supermarket renewals in F22 in Australia and NZ. 500th Woolworths Supermarkets store renewal celebrated at Port Macquarie
- Transition from Pick up to Direct to boot with 681 stores at year end and increased bays per store. Drives and eLockers in 75 stores in NZ
- Progressed RT3 rollout in Woolworths Supermarkets and Metro; fundamental change to rostering and task management
- More to do to complete the roll out of RT3 and embed consistently good ways of working

Activate Everyday for our customers

- Everyday Rewards members increased to 13.7m at the end of the year with 2.5m customers in June accessing Booster offers
- Strong H2 recovery in BIG W with consistently strong customer scores a highlight
- Everyday Rewards app enhancements including more personalised offers and real-time boosting
- Everyday Pay and Everyday Market launched with Everyday Extra pilot underway
- More to do to expand and scale our Everyday offering

Grow food into B2B channels

- PFD joined the Group in F22 with improved momentum in H2 as operating conditions stabilised
- Solid progress from Woolworths at Work and AGW in H2 as businesses continue to scale
- Progressed Ampol partnership and rebranded 40 Metro Ampol sites to MetroGo
- Primary Connect 3PL business continues to grow strongly
- More to do to continue to scale new B2B businesses

Evolve our Supply Chain and Retail Platforms for the future

- Supply chain significantly tested but maintained flow of key lines into stores
- MSRDC maintained strong throughput with 2.2m cartons per week in H2. Progressed supply chain modernisation with six new major facilities operating across the Group
- Launched wiq, the Group's advanced analytics business in partnership with Quantium, expected to deliver material benefits in F23
- Strong growth in Cartology in Australia and New Zealand and launch in BIG W
- More to do to improve operating rhythm in Primary Connect and maintain momentum in wiq/Quantium and Cartology

Group profit or loss

For the 52 weeks ended 26 June 2022

$ MILLION	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
Continuing operations before significant items			
EBITDA	**5,051**	**4,843**	**4.3%**
Depreciation and amortisation	(2,361)	(2,079)	13.6%
EBIT	**2,690**	**2,764**	**(2.7)%**
Finance costs	(600)	(613)	(2.2)%
Income tax expense	(566)	(647)	(12.6)%
NPAT	**1,524**	**1,504**	**1.4%**
Non-controlling interests	(10)	-	n.m.
NPAT from continuing operations attributable to equity holders of the parent entity	**1,514**	**1,504**	**0.7%**
Significant items from continuing operations after tax	33	102	(68.9)%
NPAT from discontinued operations attributable to equity holders of the parent entity after significant items	6,387	468	n.m.
NPAT attributable to equity holders of the parent entity after significant items	**7,934**	**2,074**	**282.5%**

MARGINS – CONTINUING OPERATIONS			
Gross margin (%)	29.7	29.3	35 bps
Cost of doing business (CODB) (%)	25.2	24.3	89 bps
EBIT (%)	4.4	5.0	(54) bps

SUSTAINABILITY			
Scope 1 & 2 emissions (tonnes)[1]	2,010,037	2,007,245	0.1%

EARNINGS PER SHARE AND DIVIDENDS	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
Weighted average ordinary shares on issue (million)	1,222	1,257	(2.8)%
Total Group basic EPS (cents) before significant items	124.0	156.9	(21.0)%
Total Group basic EPS (cents) after significant items	649.6	165.0	293.7%
Total Group diluted EPS (cents) after significant items	644.8	164.2	292.6%
Basic EPS (cents) – from continuing operations before significant items	124.0	119.6	3.6%
Basic EPS (cents) – from continuing operations after significant items	126.7	127.7	(0.8)%
Diluted EPS (cents) – from continuing operations before significant items	123.1	119.1	3.4%
Diluted EPS (cents) – from continuing operations after significant items	125.7	127.1	(1.1)%
Interim dividend per share (cents)	39	53	(26.4)%
Final dividend per share[2] (cents)	53	55	(3.6)%
Total dividend per share (cents)	92	108	(14.8)%
Total dividend per share (cents) – excluding Endeavour Group	92	91	1.1%

1 F22 emissions have been calculated using IPCC, Climate Change 2021: Sixth Assessment Report AR6 refrigerant emissions (not retrospectively applied)

2 The 2022 final dividend payable on or around 27 September 2022 will be fully franked

Group trading performance

F22 sales summary

$ MILLION	F22 (52 WEEKS)	F21[1] (52 WEEKS)	CHANGE	H2 F22 (25 WEEKS)	H2 F21[1] (25 WEEKS)	CHANGE
Australian Food	45,461	43,509	4.5%	21,681	20,521	5.6%
Australian B2B[2]	3,963	1,222	224.2%	1,984	591	235.7%
New Zealand Food (AUD)	7,092	6,652	6.6%	3,254	3,187	2.1%
New Zealand Food (NZD)	*7,563*	*7,146*	*5.8%*	*3,536*	*3,429*	*3.1%*
BIG W	4,431	4,583	(3.3)%	2,083	2,002	4.0%
Other[2,3]	(98)	(233)	(58.0)%	(47)	(103)	(53.1)%
Total continuing operations	**60,849**	**55,733**	**9.2%**	**28,955**	**26,198**	**10.5%**
Discontinued operations - Endeavour Group	-	11,584	n.m.	-	5,234	n.m.
Total Group	**60,849**	**67,317**	**(9.6)%**	**28,955**	**31,432**	**(7.9)%**
Continuing operations eCommerce[4]	**6,263**	**4,506**	**39.0%**	**2,776**	**2,151**	**29.0%**
Discontinued operations eCommerce	-	858	n.m.	-	375	n.m.
Total Group eCommerce sales	**6,263**	**5,364**	**16.7%**	**2,776**	**2,526**	**9.9%**
eCommerce sales penetration[4] (%)	11.0	8.2	276 bps	10.3	8.4	191 bps
Average weekly traffic to Group digital platforms[4] (million)	19.4	15.6	24.0%	18.3	15.4	19.2%

F22 EBIT summary

$ MILLION	F22 (52 WEEKS)	F21[1] (52 WEEKS)	CHANGE	H2 F22 (25 WEEKS)	H2 F21[1] (25 WEEKS)	CHANGE
Before significant items						
Australian Food	2,420	2,413	0.3%	1,203	1,096	9.7%
Australian B2B	42	12	242.4%	24	3	n.m.
New Zealand Food (AUD)	296	336	(11.9)%	105	155	(32.2)%
New Zealand Food (NZD)	*316*	*361*	*(12.5)%*	*116*	*167*	*(30.8)%*
BIG W	55	172	(68.2)%	30	39	(23.5)%
Other[3]	(123)	(169)	(27.8)%	(54)	(83)	(36.2)%
EBIT from continuing operations before significant items	**2,690**	**2,764**	**(2.7)%**	**1,308**	**1,210**	**8.1%**
EBIT from discontinued operations before significant items	-	899	n.m.	-	361	n.m.
Group EBIT before significant items	**2,690**	**3,663**	**(26.5)%**	**1,308**	**1,571**	**(16.7)%**
Significant items	6,388	59	n.m.	146	59	n.m.
Group EBIT	**9,078**	**3,722**	**143.9%**	**1,454**	**1,630**	**(10.8)%**

1 Restated to conform with the new structure of the Group, which reflects the establishment of the new Australian B2B segment

2 Revenue from the sales of goods and services in Australian B2B includes $302 million of freight revenue relating to transportation of the Group's own products (F21: $251 million). However, at a Group level, this is classified and recognised as a reduction in cost of sales. As a result, Other sales has been reduced by $302 million (F21: $251 million). This has not resulted in a change to EBIT at a Group level

3 Other comprises Quantium, which is not considered a separately reportable segment, as well as various support functions, including property and Group and overhead costs, the Group's share of profit or loss of investments accounted for using the equity method (including Endeavour Group), and consolidation and elimination journals

4 Based on continuing operations only. eCommerce penetration excludes Woolworths at Work and is calculated based on Australian Food, New Zealand Food and BIG W sales only. Prior period restated

Group sales from continuing operations increased 9.2% in F22 and 10.5% in H2. Excluding Quantium and PFD, sales increased by 5.1% in F22 and 6.2% in H2. H2 sales growth rates improved for all businesses other than New Zealand Food where sales growth was impacted by COVID-related disruptions to availability and a market slowdown. Total Group (continuing and discontinued) sales declined by 9.6% for F22 reflecting the prior year inclusion of Endeavour Group.

Group eCommerce sales (continuing operations) increased by 39.0% with eCommerce penetration reaching a record 11% in F22. H2 eCommerce sales increased by 29.0% with eCommerce penetration of 10.3% in the second half, up 191 bps on H2 F21 but below H1 penetration as customer mobility improved.

Group trading performance

Group gross margin (%) increased by 35 bps primarily driven by an increase in Australian Food of 74 bps offset somewhat by a BIG W decline of 28 bps.

Group CODB (%) increased 89 bps, impacted by supply chain and team availability issues impacting efficiency in stores and DCs as well as the impact of BIG W's sales decline in H1 due to store closures.

Group EBIT from continuing operations before significant items declined 2.7% in F22 but recovered strongly in H2 increasing by 8.1%. This was driven by a 9.7% increase in H2 Australian Food EBIT with F22 Australian Food EBIT growth of 0.3%.

Finance costs from continuing operations decreased 2.2% to $600 million reflecting the refinancing of borrowings at lower interest rates.

Income tax expense decreased by 12.6% to $566 million reflecting an overprovision for tax in the prior year and lower current year earnings. The effective tax rate (continuing operations before significant items) in F22 was approximately 27% and is expected to be approximately 29% in F23.

Discontinued operations reflect the prior year inclusion of the results of Endeavour Group and the gain on demerger of Endeavour Group and related items in the current year.

Group significant items after tax of $6,420 million mainly comprise the $6,387 million gain on demerger of Endeavour Group. Refer to page 19 for further detail on significant items.

NPAT from continuing operations attributable to equity holders of the parent entity before significant items increased by 0.7% to $1,514 million. Group NPAT attributable to equity holders of the parent entity after significant items was $7,934 million reflecting the gain on the distribution of Endeavour Group.

End-to-end payroll review update

As announced in H1 F22, the Group established an end-to-end payroll review program to review all payroll-related systems and processes to ensure the Group is compliant with all requirements under relevant enterprise agreements, modern awards and other statutory requirements. The Group has made good progress on this review, however, has identified certain areas of non-compliance. Included in significant items is a charge of $165 million pre-tax (H2: $42 million) related to provisions for remediation of impacted team members and associated on-costs and interest. The review is well progressed with approximately 98% of team members' obligations assessed and provisions booked for areas of non-compliance across approximately 93% of payroll costs. The end-to-end payroll review is anticipated to be largely completed by the end of calendar 2022. The review is ongoing and may give rise to further provisions as the review progresses to completion, with extensive modelling and validation required prior to the finalisation of team member remediation payments and is also subject to the conclusion of the Group's engagement with the relevant regulators.

Australian Food

$ MILLION	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
Total sales	**45,461**	**43,509**	**4.5%**
EBITDA	**4,055**	**3,954**	**2.5%**
Depreciation and amortisation	(1,635)	(1,541)	6.1%
EBIT before significant items	**2,420**	**2,413**	**0.3%**
Significant items	24	(94)	n.m.
EBIT	**2,444**	**2,319**	**5.4%**
Gross margin (%)	30.4	29.7	74 bps
CODB[1] (%)	25.1	24.1	96 bps
EBIT to sales[1] (%)	5.3	5.5	(22) bps
Sales per square metre ($)[2]	**18,391**	**17,948**	**2.5%**
Funds employed[3]	10,082	9,401	7.2%
ROFE (%)[1,3]	25.1	26.4	(1.3) pts
Scope 1 & 2 emissions (tonnes)[4]	1,711,319	1,728,670	(1.0)%

Sales performance by channel

$ MILLION	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
Woolworths Supermarkets (store-originated)[5]	39,625	39,204	1.1%
Metro Food Stores (store-originated)[5]	951	897	6.0%
WooliesX B2C eCommerce	4,677	3,286	42.3%
Woolworths Retail (stores and eCommerce)	**45,253**	**43,387**	**4.3%**
Adjacency revenue[6]	208	122	69.7%
Total Australian Food sales	**45,461**	**43,509**	**4.5%**

Operating metrics

	Q4'22 (12 WEEKS)	Q3'22 (13 WEEKS)	Q2'22 (13 WEEKS)	Q1'22 (14 WEEKS)
Customer metrics				
VOC NPS (Store and Online)	49	46	50	51
Store-controllable VOC (%)[7]	75	75	78	79
Sales productivity metrics				
Total sales growth	6.0%	5.4%	2.9%	3.9%
Comparable sales growth	5.2%	4.4%	1.9%	2.7%
Two-year average comparable sales growth	2.4%	1.0%	4.6%	7.2%
Three-year average comparable sales growth	4.6%	4.1%		
Volume productivity metrics[8]				
Comparable transactions growth	(2.9%)	(4.8)%	(6.5)%	(6.8)%
Comparable items per basket growth	1.8%	4.3%	7.4%	10.0%
Comparable item growth	(1.1)%	(0.7)%	0.4%	2.5%
Change in average prices				
Total	3.6%	2.7%	(0.6)%	(0.9)%
Total excluding Tobacco	3.6%	2.7%	(0.7)%	(1.8)%

1 Before significant items
2 Sales per square metre has been restated to exclude Australian B2B and non-sales area of customer fulfilment centres
3 Prior period funds employed and return on funds employed have been restated to exclude the new Australian B2B segment
4 Restated to exclude emissions from Australian B2B segment in F21
5 Excludes eCommerce sales fulfilled from stores
6 Adjacency revenue includes Digital, Data & Media and Loyalty & Fintech revenues (including sales to Endeavour Group from Q1 F22). Adjacency revenue previously included SIW, Woolworths International and AGW which are now included in Australian B2B
7 In F22, Store-controllable VOC has been revised, prior periods have been restated for comparability
8 Volume productivity metrics are disclosed as percentages and therefore may not add

Australian Food

Trading performance

Australian Food VOC NPS (Store and Online) finished F22 at 49, an increase of three points on Q3 as the business recovered from supply chain disruption and product availability challenges caused by Omicron. Store-controllable VOC of 75% was in line with Q3 with Q4 improvements in Out of Stocks and Customer Care offset by lower Fruit & Vegetables scores, given supply challenges. VOC NPS was down four points and Store-controllable VOC was five points below the prior year, reflecting supply chain disruptions.

F22 Australian Food total sales increased 4.5% to $45.5 billion with comparable sales for the year increasing 3.5% (5.1% ex Tobacco). F22 Woolworths Retail (stores and eCommerce) sales increased 4.3% (6.0% ex Tobacco) with strong growth across all states and by store segment (Core, Value and UP). H1 sales growth of 3.2% (5.2% ex Tobacco) benefitted from higher in-home consumption driven by extended COVID lockdowns in NSW and Victoria. H2 sales growth increased to 5.5% (6.9% ex Tobacco) partially reflecting higher shelf price inflation.

Woolworths Supermarkets (store-originated) sales for the year were $39.6 billion, an increase of 1.1% (2.6% excluding Tobacco) and WooliesX B2C eCommerce sales increased 42.3% to $4.7 billion, with sales penetration of 10.3% (F21: 7.6%). H2 Woolworths Supermarkets (store-originated) sales growth improved to 3.1% and H2 WooliesX B2C eCommerce sales slowed marginally to 33.6% as customer behaviours normalised. Approximately 90% of eCommerce sales in F22 were fulfilled by the Woolworths Supermarkets store network.

Metro Food Stores (store-originated) sales of $951 million increased 6.0% driven by new store growth and a gradual recovery of On the Go stores. The Woolworths Food Company's own and exclusive sales for the year increased 4.8% supported by strong product development and growth of key brands, including the COOK, BBQ and Macro ranges. Growth during the year was impacted by own brand supply issues in the Household and Snacking categories.

In Q4, average prices increased 3.6% with inflation driven by industry-wide input cost pressures. This was particularly evident across Longlife categories including Drinks and Household Care. In Fresh, Meat continued to be impacted by higher commodity prices (notably beef) and Vegetables with wet weather and flooding impacting supply. Fruit continued to be in deflation in Q4.

Through our ***Get your Woolies Worth*** brand platform, we have materially increased our focus on value including Prices Dropped on over 300 winter staples, a Low Price Freeze on almost 200 everyday own brand essentials until the end of the calendar year, and growth in personalised Everyday Rewards Boosters.

Sales per square metre increased 2.5% to $18,391 with Woolworths Retail sales growth of 4.3% exceeding average space growth of 1.8%. During the year, 11 net new stores (six Supermarkets and five Metro Food Stores) and one eStore was opened with 60 Renewals completed. Seven Supermarkets were also transferred to Metro Food Stores for reporting purposes during the year. At year end, the total fleet includes 995 Supermarkets, 90 Metro Food Stores, five CFCs and two eStores.

Gross margin (%) increased 74 bps to 30.4% (H1: +79 bps; H2: +68 bps) due to better buying, the impact of inflation on the sell through of existing stock, mix benefits from Longlife categories, growth in Cartology, as well as strategic initiatives including range curation and improved promotional effectiveness. Gross margin also benefitted from a sales decline of 15% in Tobacco.

CODB before significant items (%) increased 96 bps to 25.1%. Direct COVID costs (excluding discretionary team discount and bonus payments) were $211 million (F21: $205 million). H1 CODB (%) reflected material COVID disruption to the end-to-end supply chain as well as a higher wages to sales ratio due to elevated eCommerce penetration, new store growth and selective investment in IT platforms, digital capabilities and new businesses.

The increase in H2 CODB (%) of 47 bps was lower than the H1 increase of 140 bps reflecting a focus on returning to a more consistent operating rhythm. H2 COVID-related costs declined relative to H1 but higher team absenteeism remains an issue. H2 also continued to reflect wages associated with higher eCommerce penetration, supply chain investment including transition costs associated with the new Heathwood DC and investment in digital capabilities and Accelerator businesses. While some productivity benefits were generated over the year, they were below planned levels due to COVID disruptions.

Depreciation and amortisation increased 6.1% driven by investment in new stores, renewals, supply chain and shorter-life technology and digital assets.

F22 EBIT before significant items increased 0.3% to $2,420 million. H1 EBIT decreased 7.6% impacted by COVID disruption with a strong recovery in H2 EBIT growth of 9.7%.

Funds employed increased 7.2% from F21 with investment in new stores, renewals, eCommerce, supply chain, and technology and digital assets. ROFE decreased by 1.3 pts due to higher average funds employed.

During the year, together with Woolworths customers, the S.T.A.N.D Appeal raised over $4 million in donations to support the Salvation Army, Rural Aid, Lifeline and Foodbank. Progress in the year to support our Sustainability Plan 2025 included the installation of solar panels on an additional 30 Supermarkets and one DC, and the removal of 15 cent reusable plastic bags in WA ahead of our announcement in June to phase out all plastic bags nationally in F23.

WooliesX

Digital & Media metrics[1]

	Q4'22 (12 WEEKS)	Q3'22 (13 WEEKS)	Q2'22 (13 WEEKS)	Q1'22 (14 WEEKS)
Average weekly traffic to Food digital platforms (million)	13.2	11.9	12.9	13.3
Average weekly traffic growth (year on year)	28.3%	13.0%	19.8%	27.2%
Average weekly traffic to Group[2] digital platforms (million)	19.0	17.7	20.7	20.0
Average weekly Group traffic growth (year on year)	24.5%	14.3%	21.9%	28.9%

B2C eCommerce metrics[3]

	Q4'22 (12 WEEKS)	Q3'22 (13 WEEKS)	Q2'22 (13 WEEKS)	Q1'22 (14 WEEKS)
Customer metrics				
Online VOC NPS	58	47	53	56
eCommerce sales metrics				
eCommerce sales ($ million)	996	1,127	1,165	1,389
eCommerce sales growth	28.8%	38.1%	47.6%	53.1%
eCommerce penetration	9.8%	9.9%	10.2%	11.4%
Pick up mix (% of eCommerce sales)	37.7%	38.1%	39.2%	38.5%

Loyalty metrics

	Q4'22 (12 WEEKS)	Q3'22 (13 WEEKS)	Q2'22 (13 WEEKS)	Q1'22 (14 WEEKS)
Total Everyday Rewards members (million)	13.7	13.5	13.3	13.3
Scan rate[4] (%)	54.0	53.7	54.4	54.7

1 Prior periods restated
2 Based on continuing operations only
3 WooliesX B2C eCommerce sales are included in Australian Food. Prior year sales and penetration have been restated to exclude Woolworths at Work which is now included in Australian B2B
4 Scan rates excluding Tobacco sales
5 Cartology revenue treated as an offset to COGS for external reporting purposes

Trading performance

In **Digital and Media**, WooliesX's continued investment in connected customer experiences saw F22 digital traffic increase 22%. Digital traffic growth slowed modestly in H2 as customer shopping behaviours normalised. Weekly active app users were up 63% (Woolworths app: +53% and Rewards app: +70%) in F22 and have an increased visit frequency and higher Customer NPS. Customer engagement with digital tools has seen Shopping List users increase by 37% and Recipes by 29% compared to F21.

Cartology[5] had another strong year with revenue growth of 29%. Higher revenue was driven by higher traffic to the Group's digital properties and new Cartology products such as the digital catalogue performing well for advertisers and customers alike.

In **B2C eCommerce**, following significant volatility in Q3, a more stable operating environment in Q4 and improvements in customer experience led to Q4 VOC NPS improving 11 points compared to Q3 to finish at 58, the strongest result of the year. Compared to last year, VOC NPS declined by five points, reflecting the ongoing impact of team absenteeism, supply chain challenges and product availability.

F22 B2C eCommerce sales increased by 42.3% or $1.4 billion to $4.7 billion, with eCommerce penetration reaching 10.3%, up 276 bps on the prior year. Growth was driven by an increase in active customers of 22% compared to the prior year and strong growth in convenience propositions. Direct to boot delivered the highest dollar growth and Delivery Unlimited subscriptions doubled compared to the prior year. While growth slowed in H2 as lockdown restrictions eased, underlying H2 and Q4 momentum remained strong with sales growth of 33.6% and 28.8% respectively. Directly-attributable profit improved materially on the prior year reflecting scale benefits and increased efficiency.

To meet increasing customer demand, network capacity was again increased in F22 with Home Delivery added to 97 stores and Direct to boot in a further 52 stores, reaching 681 stores by year end. A new CFC in Rochedale, Qld was commissioned in July F23.

WooliesX

Everyday Rewards members reached 13.7 million in Q4 with approximately 628,000 members joining the program compared to the prior year and 150,000 joining compared to Q3. Higher levels of member activity during the year have led to higher incremental sales across the Group and for Everyday Rewards partners.

Increases in member engagement and weekly app usage was driven by enhanced customer experiences including more personalised member offers, real time boosting of offers and increased take up of eReceipts.

Everyday Pay was launched in May to Everyday Rewards members; combining loyalty, payment and gift cards in a single digital wallet QR scan, which was rolled out to all Woolworths Supermarkets, Metro Food Stores and BIG W. Everyday Market was launched in September providing customers with a curated online marketplace that continues to grow as we build better customer and seller experiences. Everyday Extra subscription was launched as a pilot in late Q4, providing members with extra value through features such as three-times the points and monthly 10% discounts.

Australian B2B

$ MILLION	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
Sales	**3,963**	**1,222**	**224%**
EBITDA	**143**	**45**	**217%**
Depreciation and amortisation	(101)	(33)	208%
EBIT	**42**	**12**	**242%**
EBIT to sales (%)	1.1	1.0	6 bps
Scope 1 & 2 emissions (tonnes)	79,276	66,640	19.0%

Sales performance by channel

$ MILLION	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
B2B Food	2,878	618	366%
B2B Supply Chain	1,085	604	79%
Total Australian B2B	**3,963**	**1,222**	**224%**

Trading performance

As disclosed at H1, the Board approved the establishment of a new operating segment, Australian B2B in October 2021. Operating segment results have been restated to conform to the new structure.

Australian B2B total sales increased $2,741 million to $3,963 million in F22, growth of 224%. All Australian B2B businesses increased sales on the prior year but dollar growth primarily reflected the acquisition of PFD at the beginning of the financial year and the inclusion of Endeavour Group revenue under the partnership agreements for the first time.

B2B Food sales increased $2,260 million to $2,878 million, up 366%, with approximately three quarters of sales attributable to PFD. PFD had a strong first year as part of Woolworths Group with sales trends improving over the year as restrictions eased and benefitting from the acquisition of Fishboy at the end of February to improve its capability in seafood. Woolworths at Work, Woolworths International, Wholesale and MetroGo all reported strong sales growth in H1 and H2. Summergate's H2 sales growth was impacted by lockdown restrictions in China but full year sales remained above the prior year.

B2B Supply Chain sales increased by $481 million to $1,085 million primarily due to the inclusion of Endeavour Group revenue. PC3 and SIW revenue (excluding Endeavour Group) also increased on the prior year.

EBITDA increased by $98 million to $143 million largely due to higher PFD earnings offset somewhat by COVID-related impacts to trading performance, margin pressure in wholesale and export meat and investment to drive growth in the smaller businesses.

Depreciation and amortisation was $101 million compared to $33 million in the prior year. The increase primarily reflects asset and lease depreciation related to PFD as well as amortisation of intangible assets of $17 million recognised on the acquisition of PFD.

EBIT increased by $30 million to $42 million, at an EBIT margin of 1.1%.

New Zealand Food

$ MILLION (NZD)	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
Total sales	**7,563**	**7,146**	**5.8%**
EBITDA	**611**	**633**	**(3.4)%**
Depreciation and amortisation	(295)	(272)	8.7%
EBIT	**316**	**361**	**(12.5)%**
Gross margin (%)	25.4	25.3	17 bps
CODB (%)	21.3	20.2	104 bps
EBIT to sales (%)	4.2	5.0	(87) bps
Sales per square metre ($)[1]	**17,881**	**17,272**	**3.5%**
Funds employed	4,635	4,329	7.1%
ROFE (%)	7.0	8.4	(1.4) pts
Scope 1 & 2 emissions (tonnes)	63,782	61,802	3.2%

Sales performance by channel

$ MILLION (NZD)	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
Countdown Supermarkets (store-originated)	5,904	5,700	3.6%
SuperValue, FreshChoice and other revenue[2]	628	585	7.4%
eCommerce	1,031	861	19.7%
Total New Zealand Food sales	**7,563**	**7,146**	**5.8%**

Operating metrics

	Q4'22 (12 WEEKS)	Q3'22 (13 WEEKS)	Q2'22 (13 WEEKS)	Q1'22 (14 WEEKS)
Customer metrics				
VOC NPS (Store and Online)	37	34	40	46
Store-controllable VOC (%)	75	71	75	77
Sales productivity metrics				
Total sales growth	2.3%	3.8%	6.9%	9.7%
Comparable sales growth	1.4%	3.1%	6.0%	9.0%
Two-year average comparable sales growth	(1.4)%	(2.2)%	3.4%	7.4%
Three-year average comparable sales growth	3.7%	3.0%		
Volume productivity metrics				
Comparable transactions growth	(10.9)%	(9.7)%	(12.3)%	(3.7)%
Comparable items per basket growth	6.3%	7.7%	14.0%	8.2%
Comparable item growth	(5.4)%	(2.8)%	(0.1)%	4.1%
Change in average prices				
Total	3.5%	3.6%	1.7%	1.1%
Total excluding Tobacco	3.5%	3.6%	1.7%	1.1%

1 Sales per square metre has been restated to exclude non-sales area of customer fulfilment centres
2 Includes franchise and export sales

New Zealand Food

CountdownX

	Q4'22 (12 WEEKS)	Q3'22 (13 WEEKS)	Q2'22 (13 WEEKS)	Q1'22 (14 WEEKS)
Customer metrics				
Online VOC NPS	54	53	52	59
eCommerce sales metrics				
eCommerce sales ($ million)	235	253	273	270
eCommerce sales growth	15.0%	18.3%	28.3%	17.4%
eCommerce penetration	14.1%	13.6%	13.9%	13.1%
Loyalty				
Countdown Onecard members (million)	1.8	1.8	1.8	1.8
Onecard scan rate (%)	59.6	59.8	61.0	60.5

Trading performance

New Zealand Food had a very difficult year impacted by challenging operating and trading conditions. These included supply chain disruptions caused by a three-day strike in late November, widespread Omicron community transmission, and global shipping challenges. Customer metrics were significantly impacted, particularly in H2, with a gradual improvement over Q4 following the trough in March. VOC NPS (Store and Online) increased three points compared to Q3 to 37 but declined eight points compared to the prior year. Store-controllable VOC of 75% increased by four points compared to Q3 but declined three points compared to the prior year. Improving the customer experience remains a key priority for F23.

Total sales in F22 increased by 5.8% to $7,563 million. The first half benefitted from nationwide lockdowns in mid-August which increased in-home consumption with H1 sales increasing by 8.3%. Conversely, the Omicron outbreak which took hold in March caused significant team absenteeism and disruption to the supply chain and stores which negatively impacted sales. H2 sales growth slowed to 3.1% and 2.3% in Q4 with higher selling prices somewhat offset by lower volumes.

eCommerce sales grew by 19.7% for F22 with penetration reaching a new high of 14.1% during Q4. Other digital and eCommerce highlights include Drive solutions and eLockers now in 75 stores, strong growth in Cartology New Zealand, and a strong increase in mobile app users, and Delivery Saver subscriptions.

New Zealand Food's franchise stores (FreshChoice and SuperValue) performed well despite the ongoing impact from the absence of international tourists, particularly over the summer period.

Average prices increased by 2.5% on last year, driven by inflation across Grocery, Fruit and Vegetables, and Perishables due to local and global cost inflation and supply challenges. In Q4, average prices increased by 3.5%, slightly below Q3 of 3.6% due to lower Fruit and Vegetables inflation in the quarter.

Sales per square metre increased 3.5% reflecting higher sales offset somewhat by an increase in average space of 2.2%. Despite new store and renewal activity experiencing some disruption due to COVID restrictions, six new Countdown stores and one replacement store were opened along with three renewals. This included a second 4 Star Green Star rated Countdown Supermarket in Waiata Shores, an innovative new Wanaka Pick up Metro and the first Metro Neighbourhood store in Herne Bay. At the end of the year, the store network comprised 190 Countdown stores, 39 SuperValue stores and 33 FreshChoice stores with a total of 262 stores.

Gross profit (%) increased 17 bps on last year. Customers continued to favour larger pack sizes which drove mix benefits, and increased use of data-driven tools in category management, more than offset transition costs to a new Hilton meat plant, higher freight costs and higher stock loss as unit growth slowed.

F22 CODB (%) increased by 104 bps primarily due to direct COVID costs of $61 million compared to $16 million in the prior year. H2 CODB (%) increased 178 bps also impacted by lower sales growth and other COVID-related costs like team absenteeism and supply chain disruptions. Other material increases included an 8.7% increase in depreciation and amortisation arising from investment in the store network, including spend to facilitate eCommerce growth and innovation, and spend on the supply chain transformation and digital capability.

EBIT declined 12.5% on the prior year to $316 million with the EBIT margin down 87 bps on last year to 4.2%. H2 EBIT declined 30.8% to $116 million at an EBIT margin of 3.3%.

New Zealand Food

ROFE declined 1.4 pts to 7.0%, primarily due to lower EBIT and higher average funds employed due to investment in the store network.

Despite the broader supply chain disruptions, good progress was made in transforming New Zealand Food's supply chain during the year. A new Hilton meat plant opened in July 2021 supplying case-ready meat to all Countdown stores on the North Island and the Palmerston North Ambient DC opened in August 2021. A state-of-the-art Auckland Fresh DC opened on 23 June 2022 which is expected to materially improve the quality, availability and distribution of fresh produce for customers.

The New Zealand Commerce Commission published its final recommendations following the conclusion of the Retail Grocery Market Study in March. Woolworths New Zealand supports these recommendations and will continue to engage constructively with the Government on their implementation.

Initiatives supporting our sustainability agenda included launching our new 2025 Health and Nutrition targets, fundraising to support the Red Cross Pacific Tsunami Appeal, supporting and celebrating our rainbow team communities during Pride month and fundraising for RainbowYOUTH. In F22 we launched new funding for climate change combatting projects under our Growing for Good initiative.

BIG W

$ MILLION	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
Total sales	**4,431**	**4,583**	**(3.3)%**
EBITDA	**245**	**348**	**(29.3)%**
Depreciation and amortisation	(190)	(176)	8.6%
EBIT	**55**	**172**	**(68.2)%**
Gross margin (%)	33.4	33.6	(28) bps
CODB (%)	32.1	29.9	223 bps
EBIT to sales (%)	1.2	3.7	(251) bps
Sales per square metre ($)	**4,409**	**4,517**	**(2.4)%**
Funds employed	1,247	1,194	4.4%
ROFE (%)	4.6	16.5	(11.9) pts
Scope 1 & 2 emissions (tonnes)	110,390	115,882	(4.7)%

Sales performance by channel

$ MILLION	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
BIG W (store-originated)	3,812	4,165	(8.5)%
eCommerce	619	418	48.0%
Total BIG W	**4,431**	**4,583**	**(3.3)%**

Operating metrics

	Q4'22 (12 WEEKS)	Q3'22 (13 WEEKS)	Q2'22 (13 WEEKS)	Q1'22 (14 WEEKS)
Customer metrics				
VOC NPS (Store and Online)	64	65	59	59
Store-controllable VOC (%)	83	83	80	84
Sales metrics				
Total sales growth	11.9%	(3.5)%	(2.6)%	(17.5)%
Comparable sales growth	11.9%	(3.4)%	(1.8)%	(16.8)%
Two-year average comparable sales growth	1.3%	8.3%	9.6%	2.7%
Three-year average comparable sales growth	11.0%	8.8%		
Volume productivity metrics				
Comparable transactions growth	3.7%	(8.8)%	(7.4)%	(23.2)%
Comparable items per basket growth	4.0%	0.3%	5.1%	2.4%
Comparable item growth	7.8%	(8.5)%	(2.8)%	(21.3)%

BIG W X

	Q4'22 (12 WEEKS)	Q3'22 (13 WEEKS)	Q2'22 (13 WEEKS)	Q1'22 (14 WEEKS)
eCommerce sales metrics				
eCommerce sales ($ million)	110	93	183	233
eCommerce sales growth	14.7%	21.2%	29.3%	123.8%
eCommerce penetration	10.1%	9.4%	12.8%	25.4%
Loyalty				
Everyday Rewards scan rate (%)	52.1	51.9	52.1	49.8

BIG W

Trading performance

BIG W's continued focus on its purpose of making a real difference for families had a positive impact on customer metrics through F22. Despite the disruption in H1, the team focused on delivering consistent service and shopping experiences with VOC NPS (Store and Online) ending the year at 64, up two points on the prior year and Store-controllable VOC ending the year at 83%, stable on last year with both broadly in line with Q3.

BIG W's total sales declined 3.3% to $4,431 million in F22 with comparable sales down 2.9%. Following a period of store closures in H1 when a quarter of trading days were impacted, sales in H2 increased 4.0% to $2,083 million. Q3 sales were impacted by limited customer mobility due to Omicron early in the quarter but Q4 sales growth recovered strongly to 11.9% with strong Easter, Mother's Day and Toy Mania events and cycling lockdown impacts in some Victorian stores in the prior year. The trading performance also reflects range improvements in Apparel and Home, better customer availability and promotions that resonated with customers.

F22 eCommerce sales growth was 48.0% after being up 69.4% in H1 due to store closures. Sales growth remained strong in H2 at 17.6% but penetration moderated to 9.7% as lockdown restrictions eased, and all stores reopened to customers. In Q4, the new BIG W app was launched and a further 17 Direct to boot locations were added, bringing total locations to 84. Extending BIG W's offer and reach to more customers continues through other platforms, with BIG W ranges launched on the MyDeal marketplace in late August F23.

BIG W's store network remained unchanged at 176 stores with a reduction in sales per square metre of 2.4%, reflecting lower sales due to H1 store closures. The lease at BIG W's Warwick DC in Queensland has been extended to provide more stability to the network and the transition of the Hoppers Crossing DC in Victoria from a third party to Primary Connect is now complete.

Gross profit (%) declined by 28 bps in F22 due to a H1 reduction of 83 bps due to higher markdowns and shipping and delivery costs, and a mix shift to lower margin categories. Gross profit (%) in H2 increased by 34 bps on the prior year driven by a sales improvement in higher margin categories, higher own brand penetration and other strategic initiatives. BIG W's prices have remained competitive and provided customers with great value resulting in Product and Price VOC remaining stable in H2.

CODB (%) increased by 223 bps again impacted by H1 where CODB (%) increased by 326 bps. H2 CODB (%) increased 85 bps, impacted by Omicron in Q3 as well as the impact of high levels of absenteeism and sick leave. Other increases in CODB were also due to higher team wages, higher supply chain costs driven by DC transition costs, eCommerce mix and investment in team and capabilities to support BIG W's transformation agenda.

For F22, BIG W's EBIT declined by 68.2% to $55 million with an EBIT margin of 1.2%. H2 EBIT was $30 million, 23.5% below the prior year with an EBIT margin of 1.4%.

Closing inventory was lower than the prior year due to cycling a period of higher inventory to support increased sales volume in H2 F21, and from effective inventory management. Despite lower closing inventory, average inventory days increased on the prior year due to lower sales as store closures and COVID impacted mobility, particularly in H1.

ROFE decreased by 11.9 points to 4.6% due to the materially lower EBIT.

During the year, we continued to show real care for our communities and contributed to the Group's 2025 Sustainability Plan, including the activation of ethical partnerships within the value chain such as memberships to Action Collaboration Transformation and Better Cotton Initiative. BIG W launched its partnership with the Australian Literacy and Numeracy Foundation and the Free Books for Kids initiative continued for a third consecutive year, distributing over 2.4 million free books to families in F22. The Toys for Joy initiative rolled out to all stores and helped prevent 18 tonnes of toys going to landfill.

Other, COVID costs and significant items

Other

$ MILLION	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
Gross sales	**204**	**18**	**n.m.**
Eliminations[1]	(302)	(251)	19.9%
Total sales	**(98)**	**(233)**	**(58.0)%**
EBITDA/ (LBITDA)	**35**	**(93)**	**n.m.**
Depreciation and amortisation	(158)	(76)	108.0%
LBIT	**(123)**	**(169)**	**(27.8)%**

1 Revenue from the sales of goods and services in Australian B2B includes $302 million of freight revenue relating to transportation of the Group's own products (F21: $251 million). At a Group level, this is classified and recognised as a reduction in cost of sales. As a result, Other sales has been reduced by $302 million (F21: $251 million)

Other includes Group functions such as Property, Group overheads and also now includes Quantium on a fully-consolidated basis and Woolworths Group's share of Endeavour Group's net profit after tax.

The increase in gross sales in comparison to the prior year reflects the full-year inclusion of Quantium in F22 following the increased shareholding in June 2021 from 47% to 75%. Quantium was recognised on an equity accounted basis prior to the increase in ownership in F21 and is now consolidated. On an underlying basis, Quantium grew sales on the prior year due to strong growth in Health, and CBA and ASDA partnerships gaining momentum.

F22 EBITDA of $35 million compared to a loss of $93 million in the prior year primarily reflecting the first-time inclusion of the Group's share of Endeavour Group net profit after tax and a full-year contribution from Quantium. This was offset somewhat by higher COVID costs including the Group Team Thank You payment of $34 million in H1 as well as investment in advanced analytics and the establishment of wiq.

Depreciation and amortisation increased from $76 million in F21 to $158 million in F22 due to the inclusion of amortisation of intangible assets of $20 million related to Quantium and asset depreciation charged to Endeavour Group through the partnership agreements.

LBIT of $123 million, was $46 million below the prior year.

Excluding Endeavour Group's contribution, Other LBIT is expected to be approximately $220 million in F23 largely reflecting an increase in advanced analytics investment in wiq and Quantium.

Group COVID costs

$ MILLION	F22 (52 WEEKS)	H2'22 (25 WEEKS)	Q4'22 (12 WEEKS)	Q3'22 (13 WEEKS)	H1'22 (27 WEEKS)	F21 (52 WEEKS)	H2'21 (25 WEEKS)
Cleaning and PPE	47	7	4	3	40	116	25
Contractors and security	13	2	-	2	11	20	7
Team costs[1]	109	24	12	12	85	70	10
Supply chain	119	50	2	48	69	73	12
COVID costs before discretionary payments	**288**	**83**	**18**	**65**	**205**	**279**	**54**
Team discounts, incentives, recognition payments and donations[2]	35	1	-	1	34	53	1
Total COVID costs[3]	**323**	**84**	**18**	**66**	**239**	**332**	**55**
COVID costs (% of sales)	**0.5%**	**0.3%**	**0.1%**	**0.4%**	**0.7%**	**0.5%**	**0.2%**

1 Represents incremental team members, leave costs and roles, to support COVID crisis management and customer and team safety (and excludes any incremental variable cost driven by higher sales)

2 Cost of team discounts offset against sales

3 Includes Endeavour Group costs of $28 million in F21

Total Group COVID costs in F22 were $323 million, 0.5% of sales and marginally above F21 COVID costs of $332 million on an underlying basis which included $28 million related to Endeavour Group. Following the peak in Q2 at 0.9% of sales, COVID costs moderated over the remainder of the year with Q4 COVID costs of $18 million or 0.1% of sales. COVID costs also shifted from the Eastern Seaboard of Australia to Western Australia and New Zealand over the half, where the impact of Omicron was felt later. The majority of COVID costs in Q4 were incurred in New Zealand Food.

Other, COVID costs and significant items

Significant items

$ MILLION	PROFIT/(LOSS) BEFORE TAX	TAX BENEFIT/(EXPENSE)	PROFIT/(LOSS) FOR THE PERIOD
Continuing operations			
End-to-end payroll review remediation	(165)	50	(115)
Supply chain network review	24	(7)	17
Revaluation of put option liabilities over non-controlling interests	164	-	164
Additional share-based payments expense as a result of the Endeavour Group demerger	(46)	-	(46)
Gain on sale of Endeavour Group shares held by the share trust	24	(11)	13
	1	**32**	**33**
Discontinued operations			
Gain on demerger of Endeavour Group	6,387	-	6,387
Total Group significant items	**6,388**	**32**	**6,420**

End-to-end payroll review remediation
In F22, the Group recognised $165 million relating to prior period payment shortfalls related to hourly paid team members employee entitlements and other one-off remediation charges, including interest and on-costs.

Supply chain network review
A provision for redundancy costs associated with the announced closure of four distribution centres in New South Wales and Victoria was recognised in prior periods. During the current period, the Group reassessed the provision for redundancy costs and recognised a $24 million gain in the period on reassessment of this provision, largely driven by higher levels of turnover in F22.

Revaluation of put option liabilities over non-controlling interest
During the period, the Group acquired an additional 2.6% equity interest in Quantium, which increased its shareholding to 77.6%. As a result, the Group recognised a reduction in the put option liability of $22 million, which represents the excess of the amount initially expected to be paid after 30 June 2024, over the amount paid for the shares acquired during the current period.

The Group has recognised put option liabilities over its non-controlling interests of PFD and Quantium. At each reporting period, the put option liabilities are reassessed to reflect the present value of the Group's best estimate of the amounts to be paid at the time of exercise. During the period, a net revaluation gain of $142 million was recognised and is primarily driven by lower than anticipated earnings at the date of the exercise of the put option, reflecting availability of data scientists and a delay in the expected benefits from key external partnerships.

As a result, a total revaluation gain of $164 million was recognised as a significant item during the current period with a corresponding reduction of the put option liabilities.

Additional share-based payments expense as a result of the Endeavour Group demerger
During the period, the Group incurred an additional share-based payments expense of $46 million relating to additional share rights awarded to team members whose unvested employee share plans were impacted by the Endeavour Group demerger. This charge reflects the fair value of the additional share rights awarded.

Gain on sale of Endeavour Group shares held by the share trust
During the period, the Group recognised a gain of $24 million relating to proceeds from the sale of Endeavour Group shares that were received by the Group's share trust on the demerger record date of 1 July 2021.

Gain on demerger of Endeavour Group
On 28 June 2021, the Group lost control of Endeavour Group and recognised a gain of $6,387 million in discontinued operations, which mainly represents the difference between the net assets of Endeavour Group derecognised on transfer to shareholders and the combination of the derecognition of the non-controlling interest share of Endeavour Group's net assets, recognition of the retained investment in Endeavour Group at fair value, and derecognition of the demerger distribution liability.

Group balance sheet

Group balance sheet as at 26 June 2022

$ MILLION	26 JUNE 2022	27 JUNE 2021	CHANGE
Inventories	3,593	3,132	461
Trade payables	(5,216)	(4,832)	(384)
Net investment in inventory	**(1,623)**	**(1,700)**	**77**
Trade and other receivables	1,203	782	421
Other creditors, provisions and other liabilities	(4,358)	(4,008)	(350)
Demerger distribution liability	-	(7,870)	7,870
Fixed assets, investments, loans to related parties and convertible notes	10,000	7,605	2,395
Net assets held for sale or distribution	266	5,728	(5,462)
Intangible assets	5,278	4,671	607
Lease assets	9,995	9,553	442
Other assets	425	128	297
Total funds employed	**21,186**	**14,889**	**6,297**
Net tax balances	1,325	1,119	206
Net assets employed	**22,511**	**16,008**	**6,503**
Cash and borrowings	(3,260)	(1,863)[1]	(1,397)
Derivatives	(46)	-	(46)
Net debt (excluding lease liabilities)	**(3,306)**	**(1,863)**	**(1,443)**
Lease liabilities	(12,471)	(12,016)	(455)
Total net debt	**(15,777)**	**(13,879)**	**(1,898)**
Put option over non-controlling interest	(630)	(390)	(240)
Net assets	**6,104**	**1,739**	**4,365**
Non-controlling interests	124	360	(236)
Shareholders' equity	5,980	1,379	4,601
Total equity	**6,104**	**1,739**	**4,365**

KEY RATIOS – CONTINUING OPERATIONS BEFORE SIGNIFICANT ITEMS			
Closing inventory days (based on cost of sales)	30.5	28.7	1.8
Closing trade payable days (based on cost of sales)	(44.3)	(44.5)	0.2
Normalised ROFE for continuing operations[2]	13.7	16.8	(3.1) pts

1 Net debt excludes $437 million of cash included in net assets held for sale or distribution
2 Normalised to exclude the demerger distribution liability relating to Endeavour Group of $7,870 million

Closing inventory of $3,593 million increased by $461 million due to inventory acquired on the acquisition of PFD, cost of goods inflation, higher sales, and a decision to hold higher inventory in H2 to mitigate availability and supply chain challenges. Closing inventory days increased 1.8 days but average inventory days from continuing operations declined by one day reflecting sales growth throughout the year.

Trade payables of $5,216 million increased $384 million driven by trade payables related to the acquisition of PFD, inflation on goods purchased and the recognition of payables to Endeavour Group relating to payment services provided under the partnership arrangements.

Trade and other receivables of $1,203 million increased by $421 million driven by the acquisition of PFD and the recognition of receivables relating to Endeavour Group partnership arrangements.

Other creditors, provisions and other liabilities of $4,358 million increased by $350 million, primarily driven by an increase in the provision for team member remediation of $201 million, the acquisition of PFD and increases in team member accruals and leave entitlement provisions.

Group balance sheet

Fixed assets, investments, loans to related parties and convertible notes of $10,000 million increased by $2,395 million, primarily due to recognition of the Group's investment in Endeavour Group of $1,646 million (at market value at 28 June 2021) and an increase in fixed assets reflecting the investment in new and existing stores, property development, and acquisition of businesses.

Net assets held for sale or distribution of $266 million decreased by $5,462 million as the prior year balance included the net assets related to Endeavour Group which was demerged on 28 June 2021.

Intangible assets of $5,278 million increased by $607 million largely driven by the recognition of intangible assets on the acquisition of PFD of $569 million.

Lease assets of $9,995 million increased by $442 million driven by lease remeasurements of $601 million, lease asset additions of $594 million, the recognition of lease assets on the acquisition of PFD of $369 million partially offset by lease depreciation of $1,039 million.

Other assets of $425 million increased by $297 million mainly due to the recognition of sub-leases on attached BWS stores following the Endeavour Group demerger.

Total funds employed increased by $6,297 million, largely driven by the $7,870 million derecognition of the Endeavour Group demerger distribution liability and the recognition of the Group's investment in Endeavour Group, offset by a $5,462 million decrease in net assets held for distribution following the completion of the demerger.

Net debt (excluding lease liabilities) of $3,306 million increased by $1,443 million primarily due to the additional cash outflow associated with the acquisition of PFD, higher operating capex driven by supply chain and eCommerce investment and the $2 billion share buy-back in October.

Lease liabilities of $12,471 million increased by $455 million with lease option remeasurements of $616 million, new property and other leases of $489 million, the recognition of lease liabilities on the acquisition of PFD of $369 million, partially offset by lease payments of $1,561 million.

Put option liabilities of $630 million reflect non-controlling interests in Quantium and PFD. The liability represents the amount expected to be paid on the exercise of the options. The increase in put option liabilities compared to F21 reflects the acquisition of PFD on 28 June 2021 offset somewhat by revaluations at year end.

Normalised ROFE from continuing operations was 13.7%, a decrease of 3.1 pts on the prior year due to lower EBIT from continuing operations and higher funds employed due to the acquisition of PFD and the Group's investment in Endeavour Group.

Group cash flow

Group cash flows for the 52 weeks ended 26 June 2022

$ MILLION	F22 (52 WEEKS)	F21 (52 WEEKS)	CHANGE
EBITDA – continuing operations	5,052	4,902	3.1%
EBITDA – discontinued operations	6,387	1,428	n.m.
Group EBITDA	**11,439**	**6,330**	**80.7%**
Working capital and non-cash – continuing operations			
(Increase)/decrease in inventories	(343)	42	n.m.
Increase/(decrease) in trade payables	165	(56)	n.m.
Increase/(decrease) in provisions	175	(255)	n.m.
Net change in other working capital and non-cash	(232)	(12)	n.m.
Net change in working capital and non-cash – discontinued operations	(6,387)	113	n.m.
Cash from operating activities before interest and tax	**4,817**	**6,162**	**(21.8)%**
Cash from operating activities before interest and tax – cont. ops	***4,817***	***4,621***	***4.2%***
Interest paid – leases	(542)	(687)	(21.1)%
Net interest paid – non-leases	(59)	(113)	(47.8)%
Tax paid	(838)	(738)	13.6%
Total cash provided by operating activities	**3,378**	**4,624**	**(26.9)%**
Proceeds and advances from the sale of property, plant and equipment, subsidiaries and investments, net of cash disposed	385	408	(5.7)%
Payments for the purchase of property, plant and equipment and intangible assets	(2,416)	(2,389)	1.1%
Payments for the purchases of businesses net of cash acquired	(425)	(209)	103.2%
Other	(1)	(10)	n.m.
Total cash used in investing activities	**(2,457)**	**(2,200)**	**11.7%**
Repayment of lease liabilities	(1,019)	(1,158)	(12.0)%
Dividends paid (including to non-controlling interests)	(1,012)	(1,154)	(12.3)%
Proceeds from loan to related party	1,712	-	n.m.
Payments for share buy-backs	(2,000)	-	n.m.
Payments for shares held in trust	(125)	(177)	(29.1)%
Net cash flow	**(1,523)**	**(65)**	**n.m.**
Cash realisation ratio (%)	**33**	**97**	
Adjusted cash realisation ratio (continuing operations) (%)	**86**		

EBITDA from continuing operations increased 3.1% to $5,052 million reflecting higher EBITDA from Australian Food, Australian B2B and Other segments offset somewhat by lower EBITDA from New Zealand Food and BIG W.

EBITDA from discontinued operations in F22 reflects the non-cash gain on the demerger of Endeavour Group compared to Endeavour Group's trading EBITDA in F21.

Increase in inventories (continuing operations) of $343 million is due to higher inventory holdings across the Group in H2 to support elevated trading and mitigate supply chain disruption.

Increase in trade payables (continuing operations) of $165 million reflects higher purchases to support elevated trading and higher inventory holdings. The decrease in trade payables in F21 of $56 million was due to lower inventory replenishments in Q4 than the prior year.

Increase in provisions (continuing operations) of $175 million reflects an increase in provisions for remediation costs and self-insurance. In the prior year, the decrease in provisions was largely due to the cash remediation of salaried team members.

Net change in other working capital and non-cash (continuing operations) was a decrease of $232 million primarily due to the first-time recognition of receivables related to the Endeavour Group sub-leases of stores and the non-cash revaluation of the put option liabilities.

Cash from operating activities before interest and tax was $4,817 million. After normalising for Endeavour Group's net cash flow from operating activities before interest and tax in F21 of $1,541 million, net cash provided by operating activities before interest and tax increased by 4.2% or $196 million on the prior year. This was mainly driven by higher EBITDA and a smaller impact from working capital and non-cash items from continuing operations than the prior year.

Interest paid – leases was $542 million, a decline of $145 million compared to the prior year due to a reduction in lease liabilities following the demerger of Endeavour Group, partially offset by the leases recognised on the acquisition of Quantium towards the end of F21 and PFD at the beginning of F22.

Net interest paid – non-leases was $59 million, a decrease of $54 million compared to prior year due to new bonds being issued at lower rates than maturing bonds despite higher average net debt during the year.

Tax paid increased $100 million compared to the prior year driven by higher taxable income for F21, paid in F22.

Payments for the purchase of property, plant and equipment and intangible assets of $2,416 million mainly relates to property development, investment in new stores and renewals, supply chain and IT Software. Excluding Endeavour Group capital expenditure in the prior year, the increase is primarily due to the increase in supply chain projects and property development.

Payments for the purchase of businesses, net of cash acquired of $425 million primarily relates to the acquisition of a 65% equity interest in PFD.

Dividends paid (including to non-controlling interests) of $1,012 million declined by 12.3% compared to the prior year as F21 included dividends related to profit from Endeavour Group.

Proceeds from loan to related party reflects an intercompany loan of $1,712 million repaid by Endeavour Group on demerger.

Payments for share buy-backs of $2.0 billion reflect the Group's off-market buy-back completed in October.

The cash realisation ratio for F22 was 33% (F21: 97%). Excluding the non-cash gain of $6,387 million on the demerger of Endeavour Group, the cash realisation ratio was 86%, broadly in line with H1. The cash realisation ratio was impacted by a working capital increase reflecting higher inventory and receivables recognised under partnership agreements, as well as higher cash tax paid compared to the current year's tax expense.

Capital management objectives

The Group manages its capital structure with the objective of enhancing long-term shareholder value through funding its business at an optimised weighted average cost of capital.

The Group returns capital to shareholders when it is consistent with its long-term capital structure objectives and will enhance shareholder value. In October 2021, the Group returned $2.0 billion in capital to shareholders through an off-market share buy-back. This resulted in the purchase of 58 million shares which were subsequently cancelled. The share buy-back complemented the payment of ordinary dividends in the period, with a total of $3.2 billion returned to shareholders (excluding franking credits) in F22.

The Group remains committed to solid investment grade credit ratings and several actions can be undertaken, if required, to support the credit profile. This includes the sale of assets, working capital initiatives, and adjusting growth capital expenditure and the property leasing profile. The Group's credit ratings are BBB (stable outlook) from S&P and Baa2 (stable outlook) from Moody's.

Financing transactions during F22

In September, the Group successfully completed a EUR550 million (approximately $880 million) seven-year European Medium Term Notes issuance and $700 million domestic Medium Term Notes issuance, comprising $350 million six-year notes and $350 million of 10-year notes.

Both issuances were structured as Sustainability Linked Bonds (SLB), with a direct link to the Group's commitment to reducing emissions. The SLB structure embeds a penalty (via a prospective margin increase of 0.25% per annum) into the terms of the notes if, at the respective testing dates of the notes, the Group's scope 1 and 2 emissions are not aligned with the forecast trajectory to meet the Group's 2030 scope 1 and 2 emissions reduction target. The proceeds of the notes have been used for general corporate purposes, including the long-term funding of the Group's investments in Quantium and PFD.

In May 2022, the Group entered into $1.25 billion of bilateral bank facilities. The facilities are revolving in nature and have tenors ranging from two to four years. The new facilities refinanced Woolworths Group Limited's existing $1.2 billion bilateral bank facilities which were cancelled upon the Group entering the new bilateral bank facilities. The bilateral bank facilities are used to manage the Group's short-term cash flow requirements and support the Group's liquidity position.

Upcoming maturities and transactions

There are no material maturities occurring in F23. The Group's next material maturity is the $750 million syndicated bank facility maturing in November 2023 and the Group intends to refinance this maturity.

Current trading and outlook

Current trading and outlook

Woolworths Group CEO, Brad Banducci, said: "The start of F23 is clouded by the cycling of the Delta COVID outbreak at the beginning of F22 in our **Australian Food** business, which disproportionately impacted our largest state, NSW. Total sales in the first eight weeks of F23 are down 0.5% on the prior year but the three-year CAGR remains strong at ~5%.

"Team absenteeism and supply chain disruptions, while improved, continue to be above pre-COVID levels. However, subject to no further material COVID restrictions, COVID-related costs should substantially decline in F23 compared to F22 as customer behaviours continue to normalise and the operating rhythm of our business continues to improve.

"Inflation is beginning to impact all aspects of our customers' shop and we are seeing a gradual change in customer shopping behaviour. While still very difficult to separate from the COVID-related impacts of the last two and a half years, we are seeing some customers trade down from beef into more affordable sources of protein and trade across from fresh vegetables into more affordable frozen and canned offerings.

"We recognise the cost-of-living pressures being experienced by our customers and our commitment is for every Woolworths customer to be able to *Get their Woolies Worth*. We are continuing to work hard on tailored store ranging (including Own Brand) as well as our Prices Dropped, Low Price Freeze and promotional programs (both in store and via Everyday Rewards) to deliver value to all our customers.

"Operating conditions in **New Zealand Food** remain challenging. Supply chain disruptions and team absenteeism are continuing to impact availability and the overall customer experience. Total sales in the first eight weeks of F23 have declined 1% on the prior year (three-year CAGR: ~4%) and item declines, materially higher costs and a very competitive trading environment are expected to impact performance for the year. We will provide a further update at our Q1 F23 sales release but EBIT for H1 F23 is currently expected to be materially below the prior year.

"**BIG W** total sales have been strong in the first eight weeks of F23, increasing by just under 30% (three-year CAGR: ~10%). BIG W's sales growth has been driven by increased customer mobility, strong execution as well as cycling a sales decline of 15% in the prior year. While the outlook for discretionary retail spend remains uncertain, we believe that the value, quality and convenience that BIG W offers are a strength in the current environment. BIG W's inventory remains well managed, and we are comfortable that we are well positioned for Christmas.

"As previously highlighted, operating capex will remain at similar levels to F22 at around $2 billion. Major spend in F23 includes our ongoing supply chain transformation, store renewals, eCommerce and digital investment.

"In summary, we expect the trading environment to remain volatile and challenging due to endemic COVID disruptions, ongoing supply chain challenges, higher costs across our business and cost-of-living pressures for our customers. However, we are increasingly more agile and purposeful in responding to these challenges and are focused on improving our underlying operating performance across all aspects of our value chain after three years of disruption.

"We remain excited about the opportunities to progress our strategic agenda and continue to build scale in our Food and Everyday Needs Ecosystem. Balancing the needs of all our stakeholders is more important than ever in the current environment and we are committed to helping all of our customers find value as cost-of-living pressures increase; recognising the cost pressures being felt by our suppliers; rewarding our team fairly; and delivering an improved financial performance in F23 for our shareholders."

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Appendices

Appendix One: Quarterly sales summary

$ MILLION	Q4'22 12 WEEKS	Q4'21 12 WEEKS	CHANGE
Continuing operations			
Australian Food	10,249	9,672	6.0%
Australian B2B	989	277	256.4%
New Zealand Food (AUD)	1,518	1,520	(0.1)%
New Zealand Food (NZD)	*1,675*	*1,637*	*2.3%*
BIG W	1,094	978	11.9%
Other	(18)	(40)	(53.1)%
Sales from continuing operations[1]	**13,832**	**12,407**	**11.5%**
Sales from discontinued operations	-	2,451	n.m.
Group sales	**13,832**	**14,858**	**(6.9)%**

1 Restated to conform with the new structure, which reflects the establishment of the new Australian B2B segment

TOTAL SALES GROWTH %	Q1'22 14 WEEKS	Q2'22 13 WEEKS	H1 F22 27 WEEKS	Q3'22 13 WEEKS	Q4'22 12 WEEKS	H2 F22 25 WEEKS	F22 52 WEEKS
Australian Food	3.9%	2.9%	3.4%	5.4%	6.0%	5.6%	4.5%
Australian B2B	196.4%	231.0%	213.4%	217.3%	256.4%	235.7%	224.2%
New Zealand Food (AUD)	12.9%	8.6%	10.7%	4.2%	(0.1)%	2.1%	6.6%
New Zealand Food (NZD)	*9.7%*	*6.9%*	*8.3%*	*3.8%*	*2.3%*	*3.1%*	*5.8%*
BIG W	(17.5)%	(2.6)%	(9.0)%	(3.5)%	11.9%	4.0%	(3.3)%
Continuing operations	**7.8%**	**8.2%**	**8.0%**	**9.7%**	**11.5%**	**10.5%**	**9.2%**
Group sales from continuing and discontinued operations	**(10.1)%**	**(12.1)%**	**(11.1)%**	**(8.8)%**	**(6.9)%**	**(7.9)%**	**(9.6)%**

COMPARABLE SALES GROWTH %	Q1'22 14 WEEKS	Q2'22 13 WEEKS	H1 F22 27 WEEKS	Q3'22 13 WEEKS	Q4'22 12 WEEKS	H2 F22 25 WEEKS	F22 52 WEEKS
Australian Food	2.7%	1.9%	2.3%	4.4%	5.2%	4.8%	3.5%
New Zealand Food (NZD)	9.0%	6.0%	7.5%	3.1%	1.4%	2.3%	5.0%
BIG W	(16.8)%	(1.8)%	(8.3)%	(3.4)%	11.9%	4.0%	(2.9)%

Appendices

Appendix Two: Five-year store and trading analysis

STORES (NUMBER)	2022 FULL YEAR	2021 FULL YEAR	2020 FULL YEAR	2019 FULL YEAR	2018 FULL YEAR
Continuing operations					
NSW & ACT	346	343	334	324	317
QLD	253	250	242	237	234
VIC	270	268	265	253	249
SA & NT	79	78	78	78	79
WA	106	104	101	101	98
TAS	31	31	31	31	31
Australian Supermarkets & Metro Food Stores	1,085	1,074	1,051	1,024	1,008
Summergate	2	2	1	1	2
Total Australian Food	1,087	1,076	1,052	1,025	1,010
New Zealand Supermarkets	190	184	182	180	181
BIG W	176	176	179	183	183
Total continuing operations	**1,453**	**1,436**	**1,413**	**1,388**	**1,374**
Wholesale customer stores					
SuperValue and FreshChoice	72	71	70	70	69
Statewide Independent Wholesalers	220	220	220	220	220
Total wholesale customer stores	292	291	290	290	289
Discontinued operations[1]					
BWS	-	1,392	1,369	1,346	1,316
Dan Murphy's	-	251	241	230	227
Total Endeavour Drinks	-	**1,643**	**1,610**	**1,576**	**1,543**
Hotels (includes clubs)	-	339	334	328	323
Woolworths Petrol	-	-	-	-	534
Total discontinued operations	-	1,982	1,944	1,904	2,400
Total Group	**1,453**	**3,418**	**3,357**	**3,292**	**3,774**
Trading area (sqm)[2]					
Australian Food	2,460,633	2,435,065	2,382,764	2,330,830	2,281,866
New Zealand Supermarkets	421,142	410,229	405,425	404,032	405,274
BIG W	1,004,914	1,004,914	1,021,775	1,045,260	1,046,333

1 Endeavour Drinks and Hotels became discontinued operations at the end of F21
2 Excludes eStores

Appendices

Appendix Three: New stores, refurbishments, and new store rollout plans

F22	GROSS NEW STORES (INC. ACQUISITIONS)	NET NEW STORES (INC. ACQUISITIONS)	RENEWALS/ REFURBISHMENTS
Australian Supermarkets	10	6	58
Metro Food Stores	7	5	2
New Zealand Food	7	6	3
BIG W	-	-	1
Total Group	**24**	**17**	**64**

Q4 F22	GROSS NEW STORES (INC. ACQUISITIONS)	NET NEW STORES (INC. ACQUISITIONS)	RENEWALS/ REFURBISHMENTS
Australian Supermarkets	4	3	19
Metro Food Stores	2	1	-
New Zealand Food	4	4	2
BIG W	-	-	1
Total Group	**10**	**8**	**22**

The store rollout is supported by detailed plans for the next three to five years, identifying specific sites.

	MEDIUM TERM ANNUAL TARGET (NET)
Australian Food	
Woolworths Supermarkets	10-25 new full range Supermarkets
Metro Food Stores	5-15 new Metro Food Stores
New Zealand Food	
Countdown	3-4 new Supermarkets

Glossary

AGW	Australian Grocery Wholesalers
Cash realisation ratio (CRR)	Operating cash flow as a percentage of Group net profit after tax before depreciation and amortisation
Comparable sales	Measure of sales excluding stores that have been opened or closed in the last 12 months and existing stores where there has been a demonstrable impact from store disruption because of store refurbishment or new store openings/closures
Cost of doing business (CODB)	Expenses relating to the operation of the business
Customer fulfilment centre (CFC)	Dedicated online distribution centre
Delivery Unlimited	Subscription service that gives customers access to free delivery on any Next and Same Day Delivery windows, or reduced fees for quicker delivery options (Delivery Now), free shipping at Everyday Market and 2x Everyday Rewards points on all online orders
DC	Distribution centre
Direct to boot	Where a customer places an order online and drives to a dedicated area where a team member places the order directly in the customer's boot
eStore	Dedicated store for the fulfilment of online orders sometimes incorporating automation
Everyday Market	An integrated online marketplace that allows customers to shop products from other Woolworths Group brands and partners alongside their groceries
Funds employed	Net assets employed, excluding net tax balances
MSRDC	Melbourne South Regional Distribution Centre
Net assets employed	Net assets, excluding net debt, derivatives and put option liabilities over non-controlling interest
Net Promoter Score (NPS)	A loyalty measure based on a single question where a customer rates a business on a scale of zero to 10. The score is the net result of the percentage of customers providing a score of nine or 10 (promoters) less the percentage of customers providing a score of zero to six (detractors)
n.m	Not meaningful
PC3	Primary Connect third-party logistics
Pick up	A service which enables collection of online shopping orders in store or at selected locations
PPE	Personal protective equipment
Renewal	A total store transformation focused on the overall store environment, team, range and process efficiency (including digital)
Return on Funds Employed (ROFE)	Calculated as EBIT before significant items for the previous 12 months as a percentage of average (opening, mid and closing) funds employed, including significant items provisions
RT3	A new team rostering and store standards solution in Woolworths Supermarkets (Right team, right task, right time)
Sales per square metre	Total sales for the previous 12 months by business divided by average trading area of stores and fulfilment centres
SIW	Statewide Independent Wholesalers
Total net debt	Borrowings less cash balances, including debt hedging derivatives and lease liabilities
TRIFR	Total recordable injury frequency rate
Two-year/three-year average comparable sales growth	Simple average of the current period and prior period comparable sales growth

Glossary

Voice of Customer (VOC)	Externally facilitated survey of a sample of Woolworths Group customers where customers rate Woolworths Group businesses on several criteria. Expressed as a percentage of customers providing a rating of six or seven on a seven-point scale
VOC NPS	VOC NPS is based on feedback from Everyday Rewards members. VOC NPS is the number of promoters (score of nine or 10) less the number of detractors (score of six or below)
Voice of Supplier (VOS)	A survey of a broad spectrum of suppliers facilitated by an external provider. The survey is used to provide an ongoing measure of the effectiveness of business relationships with the supplier community. VOS is the average of the suppliers' rating across various attributes, scored as a percentage of suppliers that provided a rating of six or seven on a seven-point scale

Other non-IFRS measures used in describing the business performance include:

- Earnings before interest, tax, depreciation and amortisation (EBITDA)
- Volume productivity metrics including transaction growth, items per basket and item growth
- Trading area
- Fixed assets and investments
- Net tax balances
- Closing trade payable days
- Change in average prices
- Margins including gross profit, CODB and EBIT
- Cash flow from operating activities before interest and tax
- Free cash flow after equity related financing activities excluding dividends
- Significant items
- Net investment in inventory
- Net assets held for sale
- Closing inventory days
- Average inventory days

Click here to view the shareholder communication for these results