

## Five Year Summary

### PROFIT AND LOSS

| Sales   | 2016 <sup>3</sup><br>52 WEEKS<br>\$M | 2015 <sup>3</sup><br>52 WEEKS<br>\$M | 2014<br>52 WEEKS<br>\$M | 2013 <sup>5</sup><br>53 WEEKS<br>\$M | 2012 <sup>5</sup><br>52 WEEKS<br>\$M |
|---|--------------------------------------|--------------------------------------|-------------------------|--------------------------------------|--------------------------------------|
| Australian Food <sup>1</sup>                              | 34,798.0                             | 34,880.5                             | -                       | -                                    | -                                    |
| Petrol  | 4,611.8                              | 5,632.0                              | 7,065.2                 | 6,793.9                              | 6,714.2                              |
| <b>Australian Food and Petrol</b>                         | <b>39,409.8</b>                      | <b>40,512.5</b>                      | <b>-</b>                | <b>-</b>                             | <b>-</b>                             |
| Endeavour Drinks Group <sup>1</sup>                       | 7,589.3                              | 7,251.2                              | -                       | -                                    | -                                    |
| Australian Food and Endeavour Drinks Group                | -                                    | -                                    | 41,170.7                | 40,031.2                             | 37,549.2                             |
| <b>Australian Food, Petrol and Endeavour Drinks Group</b> | <b>46,999.1</b>                      | <b>47,763.7</b>                      | <b>48,235.9</b>         | <b>46,825.1</b>                      | <b>44,263.4</b>                      |
| New Zealand Supermarkets                                  | 5,592.2                              | 5,467.4                              | 5,185.5                 | 4,599.7                              | 4,301.8                              |
| BIGW <sup>1,2</sup>                                       | 3,819.7                              | 3,928.7                              | 4,203.5                 | 4,383.4                              | 4,179.6                              |
| Hotels  | 1,512.2                              | 1,475.0                              | 1,472.2                 | 1,468.9                              | 1,204.0                              |
| Home Improvement <sup>3</sup>                             | -                                    | -                                    | 1,527.4                 | 1,239.3                              | 828.3                                |
| Unallocated <sup>2,4</sup>                                | 162.5                                | 177.2                                | 148.3                   | -                                    | -                                    |
| <b>Total continuing operations</b>                        | <b>58,085.7</b>                      | <b>58,812.0</b>                      | <b>60,772.8</b>         | <b>58,516.4</b>                      | <b>54,777.1</b>                      |
| Discontinued operations <sup>3,5</sup>                    | 2,100.2                              | 1,867.1                              | -                       | 641.6                                | 1,923.0                              |
| <b>Total Group</b>  | <b>60,185.9</b>                      | <b>60,679.1</b>                      | <b>60,772.8</b>         | <b>59,158.0</b>                      | <b>56,700.1</b>                      |

| Earnings/(Loss) before interest and tax<br>(EBIT/LBIT)                  | 2016 <sup>3</sup><br>52 WEEKS<br>\$M | 2015 <sup>3</sup><br>52 WEEKS<br>\$M | 2014<br>52 WEEKS<br>\$M | 2013 <sup>5</sup><br>53 WEEKS<br>\$M | 2012 <sup>5</sup><br>52 WEEKS<br>\$M |
|---|--------------------------------------|--------------------------------------|-------------------------|--------------------------------------|--------------------------------------|
| <b>Continuing operations before significant items<sup>6</sup></b>       |                                      |                                      |                         |                                      |                                      |
| Australian Food and Petrol <sup>1</sup>                                 | 1,759.8                              | 2,970.2                              | -                       | -                                    | -                                    |
| Endeavour Drinks Group <sup>1</sup>                                     | 483.8                                | 469.6                                | -                       | -                                    | -                                    |
| <b>Australian Food, Petrol and Endeavour Drinks Group</b>               | <b>2,243.6</b>                       | <b>3,439.8</b>                       | <b>3,368.0</b>          | <b>3,199.3</b>                       | <b>2,944.3</b>                       |
| New Zealand Supermarkets  | 284.4                                | 303.2                                | 271.4                   | 236.2                                | 224.5                                |
| BIGW <sup>1,2</sup>   | (14.9)                               | 111.7                                | 133.8                   | 191.3                                | 178.4                                |
| Hotels  | 208.5                                | 234.5                                | 275.4                   | 263.7                                | 195.7                                |
| Home Improvement <sup>3</sup>   | -                                    | -                                    | (169.0)                 | (138.9)                              | (96.7)                               |
| <b>Total trading operations</b>   | <b>2,721.6</b>                       | <b>4,089.2</b>                       | <b>3,879.6</b>          | <b>3,751.6</b>                       | <b>3,446.2</b>                       |
| Unallocated <sup>2,4</sup>  | (157.8)                              | (116.1)                              | (104.4)                 | (98.4)                               | (99.8)                               |
| <b>Total continuing operations before significant items<sup>6</sup></b> | <b>2,563.8</b>                       | <b>3,973.1</b>                       | <b>3,775.2</b>          | <b>3,653.2</b>                       | <b>3,346.4</b>                       |
| <b>Discontinued operations<sup>3,5</sup></b>                            |                                      |                                      |                         |                                      |                                      |
| Discontinued operations before significant items <sup>6</sup>           | (218.8)                              | (224.7)                              | -                       | 2.5                                  | 30.3                                 |
| <b>Total Group before significant items<sup>6</sup></b>                 | <b>2,345.0</b>                       | <b>3,748.4</b>                       | <b>3,775.2</b>          | <b>3,655.7</b>                       | <b>3,376.7</b>                       |
| Significant items <sup>6</sup>  | (4,013.7)                            | (425.9)                              | -                       | (48.7)                               | (420.0)                              |
| <b>Total Group</b>  | <b>(1,668.7)</b>                     | <b>3,322.5</b>                       | <b>3,775.2</b>          | <b>3,607.0</b>                       | <b>2,956.7</b>                       |

| EBIT/LBIT to Sales  | 2016 <sup>3</sup><br>52 WEEKS<br>% | 2015 <sup>3</sup><br>52 WEEKS<br>% | 2014<br>52 WEEKS<br>% | 2013 <sup>5</sup><br>53 WEEKS<br>% | 2012 <sup>5</sup><br>52 WEEKS<br>% |
|---|------------------------------------|------------------------------------|-----------------------|------------------------------------|------------------------------------|
| <b>Continuing operations before significant items<sup>6</sup></b>       |                                    |                                    |                       |                                    |                                    |
| Australian Food and Petrol <sup>1</sup>                                 | 4.47                               | 7.33                               | -                     | -                                  | -                                  |
| Endeavour Drinks Group <sup>1</sup>                                     | 6.38                               | 6.48                               | -                     | -                                  | -                                  |
| <b>Australian Food, Petrol and Endeavour Drinks Group</b>               | <b>4.77</b>                        | <b>7.20</b>                        | <b>6.98</b>           | <b>6.83</b>                        | <b>6.65</b>                        |
| New Zealand Supermarkets  | 5.09                               | 5.55                               | 5.23                  | 5.14                               | 5.22                               |
| BIGW <sup>1,2</sup>   | (0.39)                             | 2.84                               | 3.18                  | 4.36                               | 4.27                               |
| Hotels  | 13.79                              | 15.90                              | 18.71                 | 17.95                              | 16.25                              |
| Home Improvement <sup>3</sup>   | -                                  | -                                  | (11.06)               | (11.21)                            | (11.67)                            |
| <b>Total continuing operations before significant items<sup>6</sup></b> | <b>4.41</b>                        | <b>6.76</b>                        | <b>6.21</b>           | <b>6.24</b>                        | <b>6.11</b>                        |
| <b>Discontinued operations<sup>3,5</sup></b>                            |                                    |                                    |                       |                                    |                                    |
| Discontinued operations before significant items <sup>6</sup>           | (10.42)                            | (12.03)                            | -                     | 0.39                               | 1.58                               |
| <b>Total Group before significant items<sup>6</sup></b>                 | <b>3.90</b>                        | <b>6.18</b>                        | <b>6.21</b>           | <b>6.18</b>                        | <b>5.96</b>                        |
| <b>Total Group</b>  | <b>(2.77)</b>                      | <b>5.48</b>                        | <b>6.21</b>           | <b>6.10</b>                        | <b>5.21</b>                        |

## Five Year Summary

### PROFIT AND LOSS CONTINUED

| <b>Profit and loss detail</b>   | <b>2016<sup>3</sup></b><br><b>52 WEEKS</b> | <b>2015<sup>3</sup></b><br><b>52 WEEKS</b> | <b>2014</b><br><b>52 WEEKS</b> | <b>2013<sup>5</sup></b><br><b>53 WEEKS</b> | <b>2012<sup>5</sup></b><br><b>52 WEEKS</b> |
|---|--|--|--------------------------------|--|--|
| <b>Continuing operations before significant items<sup>6</sup></b>                                   |  |  |                                |  |  |
| Sales (\$m)   | <b>58,085.7</b>                            | 58,812.0                                   | 60,772.8                       | 58,516.4                                   | 54,777.1                                   |
| Cost of goods sold (\$m)  | <b>(42,447.4)</b>                          | (42,596.6)                                 | (44,295.2)                     | (42,754.9)                                 | (40,316.1)                                 |
| Gross profit (\$m)  | <b>15,638.3</b>                            | 16,215.4                                   | 16,477.6                       | 15,761.5                                   | 14,461.0                                   |
| Gross profit margin (%)   | <b>26.92</b>                               | 27.57                                      | 27.11                          | 26.94                                      | 26.40                                      |
| Cost of doing business (CODB) (\$m)   | <b>(13,074.5)</b>                          | (12,242.3)                                 | (12,702.4)                     | (12,108.3)                                 | (11,114.6)                                 |
| CODB margin (%)   | <b>22.51</b>                               | 20.82                                      | 20.90                          | 20.69                                      | 20.29                                      |
| Selling, general and administration expenses (excluding, rent, depreciation and amortisation) (\$m) | <b>(10,018.2)</b>                          | (9,316.2)                                  | (9,807.4)                      | (9,378.6)                                  | (8,671.6)                                  |
| EBITDAR (\$m)   | <b>5,620.1</b>                             | 6,899.2                                    | 6,670.2                        | 6,382.9                                    | 5,789.4                                    |
| EBITDAR margin (%)  | <b>9.68</b>                                | 11.73                                      | 10.98                          | 10.91                                      | 10.57                                      |
| Rent (including fitout rent) (\$m)  | <b>(2,033.9)</b>                           | (1,951.3)                                  | (1,898.7)                      | (1,764.2)                                  | (1,559.5)                                  |
| EBITDA (\$m)  | <b>3,586.2</b>                             | 4,947.9                                    | 4,771.5                        | 4,618.7                                    | 4,229.9                                    |
| EBITDA margin (%)   | <b>6.17</b>                                | 8.41                                       | 7.85                           | 7.89                                       | 7.72                                       |
| Depreciation and amortisation <sup>7</sup> (\$m)  | <b>(1,022.4)</b>                           | (974.8)                                    | (996.3)                        | (965.5)                                    | (883.5)                                    |
| EBIT (\$m)  | <b>2,563.8</b>                             | 3,973.1                                    | 3,775.2                        | 3,653.2                                    | 3,346.4                                    |
| EBIT margin (%)   | <b>4.41</b>                                | 6.76                                       | 6.21                           | 6.24                                       | 6.11                                       |
| Net financing costs (\$m)   | <b>(207.7)</b>                             | (212.9)                                    | (218.9)                        | (251.1)                                    | (242.9)                                    |
| Woolworths Notes interest (\$m)   | <b>(37.9)</b>                              | (40.4)                                     | (41.2)                         | (46.4)                                     | (39.3)                                     |
| Profit before tax and significant items <sup>6</sup> (\$m)  | <b>2,318.2</b>                             | 3,719.8                                    | 3,515.1                        | 3,355.7                                    | 3,064.2                                    |
| Taxation (\$m)  | <b>(712.6)</b>                             | (1,112.8)                                  | (1,056.7)                      | (996.6)                                    | (885.0)                                    |
| Profit after tax and before significant items <sup>6</sup> (\$m)                                    | <b>1,605.6</b>                             | 2,607.0                                    | 2,458.4                        | 2,359.1                                    | 2,179.2                                    |
| <b>Discontinued operations<sup>3,5</sup></b> (\$m)  |  |  |                                |  |  |
| (Loss)/Profit after tax and before significant items <sup>6</sup> (\$m)                             | <b>(199.8)</b>                             | (161.5)                                    | -                              | 1.8  | 21.7                                       |
| <b>Group net profit after tax before significant items<sup>6</sup></b> (\$m)                        | <b>1,405.8</b>                             | 2,445.5                                    | 2,458.4                        | 2,360.9                                    | 2,200.9                                    |
| Significant items after tax <sup>6</sup> (\$m)  | <b>(3,753.7)</b>                           | (308.1)                                    | -                              | (96.3)                                     | (383.7)                                    |
| <b>Group net (loss)/profit after tax</b> (\$m)  | <b>(2,347.9)</b>                           | 2,137.4                                    | 2,458.4                        | 2,264.6                                    | 1,817.2                                    |
| Non-controlling interests (\$m)   | <b>1,113.1</b>                             | 8.6  | (6.7)                          | (5.2)                                      | (0.5)                                      |
| <b>(Loss)/Profit attributable to members of Woolworths Limited after tax</b> (\$m)                  | <b>(1,234.8)</b>                           | 2,146.0                                    | 2,451.7                        | 2,259.4                                    | 1,816.7                                    |

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## Five Year Summary

### BALANCE SHEET

|   | 2016 <sup>3</sup><br>52 WEEKS<br>\$M | 2015 <sup>3</sup><br>52 WEEKS<br>\$M | 2014<br>52 WEEKS<br>\$M | 2013 <sup>5</sup><br>53 WEEKS<br>\$M | 2012 <sup>5</sup><br>52 WEEKS<br>\$M |
|---|--------------------------------------|--------------------------------------|-------------------------|--------------------------------------|--------------------------------------|
| Inventory                               | 4,558.5                              | 4,872.2                              | 4,693.2                 | 4,205.4                              | 3,698.3                              |
| Accounts payable                        | (4,809.1)                            | (5,040.0)                            | (4,588.4)               | (4,080.0)                            | (4,013.4)                            |
| Net investment in inventory             | (250.6)                              | (167.8)                              | 104.8                   | 125.4                                | (315.1)                              |
| Fixed assets and investments            | 8,371.3                              | 10,164.0                             | 9,773.9                 | 9,416.1                              | 9,670.7                              |
| Intangible assets                       | 5,978.3                              | 6,244.5                              | 6,335.0                 | 5,784.3                              | 5,282.0                              |
| Net assets held for sale <sup>3,5</sup> | 897.9                                | 381.6                                | 620.6                   | 148.7                                | 195.8                                |
| Receivables                             | 849.8                                | 1,001.9                              | 965.2                   | 985.2                                | 894.4                                |
| Other creditors                         | (1,751.5)                            | (1,423.6)                            | (1,612.2)               | (1,569.7)                            | (1,487.6)                            |
| Provisions                              | (3,255.9)                            | (1,679.3)                            | (1,572.7)               | (1,516.4)                            | (1,467.1)                            |
| <b>Total funds employed<sup>8</sup></b> | <b>10,839.3</b>                      | <b>14,521.3</b>                      | <b>14,614.6</b>         | <b>13,373.6</b>                      | <b>12,773.1</b>                      |
| Net tax balances                        | 1,070.5                              | 654.1                                | 522.9                   | 425.2                                | 423.2                                |
| <b>Net assets employed</b>              | <b>11,909.8</b>                      | <b>15,175.4</b>                      | <b>15,137.5</b>         | <b>13,798.8</b>                      | <b>13,196.3</b>                      |
| Cash and borrowings <sup>9</sup>        | (3,413.5)                            | (3,391.3)                            | (3,432.9)               | (3,602.7)                            | (3,916.3)                            |
| Other financial assets and liabilities  | 285.6                                | (652.1)                              | (1,179.2)               | (895.6)                              | (833.7)                              |
| <b>Total net assets</b>                 | <b>8,781.9</b>                       | <b>11,132.0</b>                      | <b>10,525.4</b>         | <b>9,300.5</b>                       | <b>8,446.3</b>                       |
| Non-controlling interests               | 311.3                                | 297.8                                | 272.9                   | 272.1                                | 258.1                                |
| Shareholders' equity                    | 8,470.6                              | 10,834.2                             | 10,252.5                | 9,028.4                              | 8,188.2                              |
| <b>Total equity</b>                     | <b>8,781.9</b>                       | <b>11,132.0</b>                      | <b>10,525.4</b>         | <b>9,300.5</b>                       | <b>8,446.3</b>                       |

### CASH FLOW

|   | 2016<br>52 WEEKS<br>\$M | 2015<br>52 WEEKS<br>\$M | 2014<br>52 WEEKS<br>\$M | 2013<br>53 WEEKS<br>\$M | 2012<br>52 WEEKS<br>\$M |
|---|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| <b>Continuing and discontinued operations</b>                                       |                         |                         |                         |                         |                         |
| EBITDA  | (592.8)                 | 4,464.9                 | 4,771.5                 | 4,572.5                 | 3,852.6                 |
| Movement in net investment in inventory <sup>10</sup>                               | 32.3                    | 245.8                   | 103.2                   | (490.6)                 | (282.6)                 |
| Other operating cash flows and other non cash <sup>10</sup>                         | 4,055.8                 | 0.4                     | 98.7                    | 69.8                    | 614.5                   |
| Net interest paid   | (289.3)                 | (310.3)                 | (338.2)                 | (454.5)                 | (369.3)                 |
| Tax paid  | (848.5)                 | (1,055.7)               | (1,162.5)               | (977.3)                 | (941.4)                 |
| <b>Operating cash flow</b>  | <b>2,357.5</b>          | <b>3,345.1</b>          | <b>3,472.7</b>          | <b>2,719.9</b>          | <b>2,873.8</b>          |
| Payments for property, plant, equipment and intangible assets                       | (1,982.9)               | (2,172.7)               | (1,898.7)               | (1,955.3)               | (2,141.8)               |
| Proceeds on disposal of property, plant and equipment, subsidiaries and investments | 737.0                   | 925.4                   | 230.9                   | 1,008.9                 | 199.5                   |
| Other investing cash flows  | (20.8)                  | (86.6)                  | (363.6)                 | (255.3)                 | (138.0)                 |
| <b>Cash flow from operations after investing activities</b>                         | <b>1,090.8</b>          | <b>2,011.2</b>          | <b>1,441.3</b>          | <b>1,518.2</b>          | <b>793.5</b>            |
| Movement in gross debt  | (365.6)                 | (205.9)                 | (67.3)                  | (527.3)                 | (468.9)                 |
| Issue of subsidiary shares to non-controlling interests                             | 120.0                   | 170.0                   | 183.0                   | 230.0                   | 203.0                   |
| Dividends paid  | (1,184.8)               | (1,538.6)               | (1,491.1)               | (1,396.7)               | (1,317.2)               |
| Dividends paid to non-controlling interests   | (32.4)                  | (28.8)                  | (32.0)                  | (20.1)                  | (15.6)                  |
| Transactions with non-controlling interests   | (12.1)                  | (13.5)                  | -                       | -                       | -                       |
| New shares issued   | -                       | 6.0                     | 35.5                    | 193.7                   | 129.5                   |
| Effects of exchange rate changes on balance of cash held in foreign currencies      | 6.7                     | 10.4                    | 4.0                     | 6.2                     | 1.3                     |
| <b>Net cash flow</b>  | <b>(377.4)</b>          | <b>410.8</b>            | <b>73.4</b>             | <b>4.0</b>              | <b>(674.4)</b>          |

## Five Year Summary

### SHAREHOLDER VALUE

|  | 2016 <sup>3</sup><br>52 WEEKS<br>(%) | 2015 <sup>3</sup><br>52 WEEKS<br>(%) | 2014<br>52 WEEKS<br>(%) | 2013 <sup>5</sup><br>53 WEEKS<br>(%) | 2012 <sup>5</sup><br>52 WEEKS<br>(%) |
|--|--------------------------------------|--------------------------------------|-------------------------|--------------------------------------|--------------------------------------|
| <b>ROFE (pre-tax return on funds employed)<sup>11</sup></b>            |                                      |                                      |                         |                                      |                                      |
| Group normal   | <b>(13.16)</b>                       | 22.81                                | 26.98                   | 27.61                                | 24.08                                |
| Group before significant items <sup>6</sup>                            | <b>18.49</b>                         | 25.73                                | 26.98                   | 27.99                                | 27.75                                |
| Group before significant items excluding Home Improvement <sup>6</sup> | <b>22.20</b>                         | 32.60                                | 33.00                   | 32.50                                | 31.10                                |

### Du Pont Analysis

|  | 2016 <sup>3</sup><br>52 WEEKS<br>(%) | 2015 <sup>3</sup><br>52 WEEKS<br>(%) | 2014<br>52 WEEKS<br>(%) | 2013 <sup>5</sup><br>53 WEEKS<br>(%) | 2012 <sup>5</sup><br>52 WEEKS<br>(%) |
|--|--------------------------------------|--------------------------------------|-------------------------|--------------------------------------|--------------------------------------|
| <b>Continuing and discontinued operations before significant items<sup>6</sup></b> |                                      |                                      |                         |                                      |                                      |
| EBIT to sales  | <b>3.90</b>                          | 6.18                                 | 6.21                    | 6.18                                 | 5.96                                 |
| Service burden <sup>12</sup>   | <b>88.71</b>                         | 93.20                                | 93.11                   | 91.85                                | 91.60                                |
| Tax burden <sup>13</sup>   | <b>66.96</b>                         | 70.22                                | 69.75                   | 70.16                                | 71.14                                |
| Asset turn <sup>14</sup>   | <b>2.46</b>                          | 2.45                                 | 2.62                    | 2.70                                 | 2.67                                 |
| Financial leverage <sup>15</sup>   | <b>2.53</b>                          | 2.35                                 | 2.41                    | 2.55                                 | 2.69                                 |
| Return on equity <sup>16</sup>   | <b>14.43</b>                         | 23.27                                | 25.43                   | 27.37                                | 27.89                                |

### Earnings per share

|   | 2016 <sup>3</sup><br>52 WEEKS | 2015 <sup>3</sup><br>52 WEEKS | 2014<br>52 WEEKS | 2013 <sup>5</sup><br>53 WEEKS | 2012 <sup>5</sup><br>52 WEEKS |
|---|-------------------------------|-------------------------------|------------------|-------------------------------|-------------------------------|
| Ordinary share price closing (\$)   | <b>20.56</b>                  | 27.39                         | 35.66            | 32.81                         | 26.38                         |
| Market capitalisation (\$m)   | <b>26,291.3</b>               | 34,692.6                      | 44,925.1         | 41,018.7                      | 32,498.3                      |
| Weighted average shares on issue (m)  | <b>1,263.5</b>                | 1,256.6                       | 1,248.0          | 1,237.4                       | 1,222.0                       |
| Normal basic EPS <sup>17</sup> (cents per share)  | <b>(97.7)</b>                 | 170.8                         | 196.5            | 182.6                         | 148.7                         |
| Normal basic EPS before significant items <sup>6,17</sup> (cents per share)                       | <b>110.2</b>                  | 195.2                         | 196.5            | 190.4                         | 180.1                         |
| Normal basic EPS continuing operations before significant items <sup>6,17</sup> (cents per share) | <b>123.3</b>                  | 203.9                         | 196.5            | 190.2                         | 178.3                         |
| Interim dividend (\$m)  | <b>559.2</b>                  | 846.3                         | 815.6            | 770.6                         | 723.9                         |
| Interim dividend (cents per share)  | <b>44.0</b>                   | 67.0                          | 65.0             | 62.0                          | 59.0                          |
| Final dividend <sup>18</sup> (\$m)  | <b>422.0</b>                  | 912.0                         | 907.1            | 888.2                         | 826.9                         |
| Final dividend (cents per share)  | <b>33.0</b>                   | 72.0                          | 72.0             | 71.0                          | 67.0                          |
| Total dividend <sup>18</sup> (\$m)  | <b>981.2</b>                  | 1,758.3                       | 1,722.7          | 1,658.8                       | 1,550.8                       |
| Total dividend (cents per share)  | <b>77.0</b>                   | 139.0                         | 137.0            | 133.0                         | 126.0                         |
| Payout ratio (%)  | <b>(79.46)</b>                | 81.93                         | 70.27            | 73.42                         | 85.36                         |
| Payout ratio before significant items <sup>6</sup> (%)  | <b>70.44</b>                  | 71.67                         | 70.27            | 70.42                         | 70.48                         |
| Price/earnings ratio (times)  | <b>(21.04)</b>                | 16.04                         | 18.15            | 17.97                         | 17.74                         |
| Price/earnings ratio before significant items <sup>6</sup> (times)                                | <b>18.64</b>                  | 14.03                         | 18.15            | 17.23                         | 14.65                         |
| Price/operating cash flow ratio (times)   | <b>10.99</b>                  | 10.30                         | 12.83            | 14.91                         | 11.23                         |

### Growth Rates

|   | 2016 <sup>3</sup><br>52 WEEKS<br>(%) | 2015 <sup>3</sup><br>52 WEEKS<br>(%) | 2014 <sup>19</sup><br>52 WEEKS<br>(%) | 2013 <sup>5,19</sup><br>53 WEEKS<br>(%) | 2012 <sup>5</sup><br>52 WEEKS<br>(%) |
|---|--------------------------------------|--------------------------------------|---------------------------------------|---|--------------------------------------|
| <b>Continuing operations before significant items<sup>6</sup></b> |                                      |                                      |                                       |   |                                      |
| Sales   | <b>(1.23)</b>                        | (3.23)                               | 3.86                                  | 6.83                                    | 4.76                                 |
| Sales – excluding Petrol  | <b>0.55</b>                          | (0.98)                               | 3.84                                  | 7.61                                    | 3.89                                 |
| Sales per equivalent week   | <b>(1.23)</b>                        | (3.23)                               | 5.85                                  | 4.81                                    | 4.76                                 |
| Sales per equivalent week – excluding Petrol                      | <b>0.55</b>                          | (0.98)                               | 5.83                                  | 5.58                                    | 3.89                                 |
| EBITDA  | <b>(27.52)</b>                       | 3.70                                 | 3.31                                  | 9.19                                    | 3.72                                 |
| EBIT  | <b>(35.47)</b>                       | 5.24                                 | 3.34                                  | 9.17                                    | 2.98                                 |
| Profit before tax   | <b>(37.68)</b>                       | 5.82                                 | 4.75                                  | 9.51                                    | 2.51                                 |
| Normal basic EPS  | <b>(39.53)</b>                       | 3.77                                 | 3.31                                  | 6.67                                    | 3.06                                 |

## Five Year Summary

### SHAREHOLDER VALUE CONTINUED

| <b>Financial Strength</b>  |         | 2016 <sup>3</sup><br>52 WEEKS | 2015 <sup>3</sup><br>52 WEEKS | 2014<br>52 WEEKS | 2013 <sup>5</sup><br>53 WEEKS | 2012 <sup>5</sup><br>52 WEEKS |
|--|---------|-------------------------------|-------------------------------|------------------|-------------------------------|-------------------------------|
| <b>Continuing and discontinued operations before significant items<sup>6</sup></b> |         |                               |                               |                  |                               |                               |
| Service cover ratio <sup>20</sup>  | (times) | <b>8.86</b>                   | 14.71                         | 14.51            | 12.27                         | 11.91                         |
| Fixed charges cover <sup>21</sup>  | (times) | <b>2.3</b>                    | 2.90                          | 3.00             | 3.00                          | 2.90                          |
| Sales to inventory <sup>22</sup>   | (times) | <b>12.58</b>                  | 12.69                         | 13.66            | 14.69                         | 14.95                         |
| Capital expenditure to EBITDA  | (%)     | <b>57.96</b>                  | 45.24                         | 39.79            | 42.31                         | 50.13                         |
| Operating cash flow per share  | (\$)    | <b>1.87</b>                   | 2.66                          | 2.78             | 2.20                          | 2.35                          |
| Serviced gearing <sup>23</sup>   | (%)     | <b>25.95</b>                  | 21.60                         | 26.17            | 28.72                         | 33.76                         |
| Current assets to current liabilities  | (%)     | <b>82.59</b>                  | 83.56                         | 94.93            | 90.68                         | 85.75                         |

### PRODUCTIVITY

| <b>Stores</b>  |  | 2016 <sup>3</sup><br>NUMBER | 2015 <sup>3</sup><br>NUMBER | 2014<br>NUMBER | 2013<br>NUMBER | 2012 <sup>5</sup><br>NUMBER |
|--|--|-----------------------------|-----------------------------|----------------|----------------|-----------------------------|
| <b>Continuing operations</b>                         |  |                             |                             |                |                |                             |
| <b>Supermarkets</b>                                  |  |                             |                             |                |                |                             |
| New South Wales and Australian Capital Territory     |  | <b>303</b>                  | 292                         | 282            | 271            | 262                         |
| Queensland   |  | <b>237</b>                  | 230                         | 225            | 209            | 203                         |
| Victoria   |  | <b>242</b>                  | 234                         | 224            | 221            | 214                         |
| South Australia and Northern Territory               |  | <b>84</b>                   | 82                          | 80             | 78             | 78                          |
| Western Australia                                    |  | <b>94</b>                   | 92                          | 89             | 88             | 85                          |
| Tasmania   |  | <b>32</b>                   | 31                          | 31             | 30             | 30                          |
| <b>Supermarkets - Australia</b>                      |  | <b>992</b>                  | 961                         | 931            | 897            | 872                         |
| Supermarkets - New Zealand                           |  | <b>184</b>                  | 177                         | 171            | 166            | 161                         |
| <b>Total Supermarkets</b>                            |  | <b>1,176</b>                | 1,138                       | 1,102          | 1,063          | 1,033                       |
| Thomas Dux   |  | <b>5</b>                    | 9                           | 11             | 11             | 11                          |
| Freestanding Liquor                                  |  | <b>373</b>                  | 359                         | 349            | 339            | 329                         |
| Attached Liquor                                      |  | <b>544</b>                  | 527                         | 509            | 490            | 477                         |
| ALH Group Retail Outlets                             |  | <b>569</b>                  | 557                         | 544            | 526            | 507                         |
| Summergeate  |  | <b>2</b>                    | 2                           | -              | -              | -                           |
| Caltex/Woolworths Petrol                             |  | <b>-</b>                    | -                           | 131            | 131            | 132                         |
| Woolworths Petrol - Australia                        |  | <b>530</b>                  | 516                         | 502            | 482            | 467                         |
| <b>Total Food, Petrol and Endeavour Drinks Group</b> |  | <b>3,199</b>                | 3,108                       | 3,148          | 3,042          | 2,956                       |
| BIGW   |  | <b>186</b>                  | 184                         | 182            | 178            | 172                         |
| EziBuy   |  | <b>5</b>                    | 5                           | 4              | -              | -                           |
| Hotels including clubs (ALH Group)                   |  | <b>331</b>                  | 330                         | 329            | 326            | 294                         |
| Home Timber and Hardware                             |  | <b>-</b>                    | -                           | 28             | 26             | 21                          |
| Masters  |  | <b>-</b>                    | -                           | 49             | 31             | 15                          |
| <b>Total continuing operations</b>                   |  | <b>3,721</b>                | 3,627                       | 3,740          | 3,603          | 3,458                       |
| <b>Discontinued operations<sup>3,5</sup></b>         |  |                             |                             |                |                |                             |
| Home Timber and Hardware                             |  | <b>43</b>                   | 44                          | -              | -              | -                           |
| Masters  |  | <b>63</b>                   | 58                          | -              | -              | -                           |
| Dick Smith Electronics                               |  | <b>-</b>                    | -                           | -              | -              | 347                         |
| Tandy  |  | <b>-</b>                    | -                           | -              | -              | 1                           |
|  |  | <b>106</b>                  | 102                         | -              | -              | 348                         |
| <b>Total Group</b>                                   |  | <b>3,827</b>                | 3,729                       | 3,740          | 3,603          | 3,806                       |

## Five Year Summary

### PRODUCTIVITY CONTINUED

| Stores movement                                      | 28 JUNE 2015<br>NUMBER | OPENED/ACQ<br>NUMBER | CLOSED<br>NUMBER | 26 JUNE 2016<br>NUMBER |
|--|------------------------|----------------------|------------------|------------------------|
| <b>Continuing operations</b>                         |                        |                      |                  |                        |
| <b>Supermarkets</b>                                  |                        |                      |                  |                        |
| New South Wales and Australian Capital Territory     | 292                    | 14                   | 3                | 303                    |
| Queensland   | 230                    | 7                    | -                | 237                    |
| Victoria   | 234                    | 8                    | -                | 242                    |
| South Australia and Northern Territory               | 82                     | 3                    | 1                | 84                     |
| Western Australia                                    | 92                     | 3                    | 1                | 94                     |
| Tasmania   | 31                     | 1                    | -                | 32                     |
| <b>Supermarkets - Australia</b>                      | 961                    | 36                   | 5                | 992                    |
| Supermarkets - New Zealand                           | 177                    | 10                   | 3                | 184                    |
| <b>Total Supermarkets</b>                            | 1,138                  | 46                   | 8                | 1,176                  |
| Thomas Dux   | 9                      | -                    | 4                | 5                      |
| Freestanding Liquor                                  | 359                    | 17                   | 3                | 373                    |
| Attached Liquor                                      | 527                    | 22                   | 5                | 544                    |
| ALH Group Retail Outlets                             | 557                    | 28                   | 16               | 569                    |
| Summergeate  | 2                      | -                    | -                | 2                      |
| Caltex/Woolworths Petrol                             | -                      | -                    | -                | -                      |
| Woolworths Petrol - Australia                        | 516                    | 16                   | 2                | 530                    |
| <b>Total Food, Petrol and Endeavour Drinks Group</b> | 3,108                  | 129                  | 38               | 3,199                  |
| BIGW   | 184                    | 2                    | -                | 186                    |
| EziBuy   | 5                      | -                    | -                | 5                      |
| Hotels including clubs (ALH Group)                   | 330                    | 4                    | 3                | 331                    |
| <b>Total Continuing Operations</b>                   | 3,627                  | 135                  | 41               | 3,721                  |
| <b>Discontinued operations<sup>3</sup></b>           |                        |                      |                  |                        |
| Home Timber and Hardware                             | 44                     | -                    | 1                | 43                     |
| Masters  | 58                     | 5                    | -                | 63                     |
| <b>Total Group Movement</b>                          | 3,729                  | 140                  | 42               | 3,827                  |

## Five Year Summary

### Notes to Five Year Summary

- 1 The Company has re-assessed the reporting segments under the new Woolworths operating model implemented during 2016. Under the new operating model, Endeavour Drinks Group was identified as a separate reportable segment (previously included within Australian Food, Liquor and Petrol) and BIGW was identified as a separate reportable segment (previously included within General Merchandise). These changes have been reflected in 2016 and 2015. Prior to 2015, the results of these segments continue to be presented as they were previously reported.
- 2 Following the separation of EziBuy and BIGW, EziBuy is reported within Unallocated. This has been reflected in 2016, 2015 and 2014.
- 3 On 18 January 2016, Woolworths announced that it intends to pursue an orderly prospective exit of the Home Improvement business. For statutory reporting, Home Improvement operations are reported as a discontinued operation from financial year 2015. For comparative purposes, with the exception of the balance sheet, financial year 2015 has been adjusted to show Home Improvement as a discontinued operation. Financial years 2014, 2013, and 2012 continue to be shown within continuing operations.
- 4 Unallocated consists of the Group's operating segments that are not separately reportable including EziBuy (for 2016, 2015 and 2014) as well as various support functions including Property and Head Office costs.
- 5 On 27 September 2012, Woolworths announced its exit from the Consumer Electronics market segment with the sale of its wholesale operations in India and the Dick Smith Electronics business in Australia and New Zealand. For statutory reporting, Dick Smith Electronics operations were reported as a discontinued operation from financial year 2012. India Wholesale operations were reported as a discontinued operation from financial year 2013. For comparative purposes within this summary, with the exception of the balance sheet, financial year 2012 was adjusted to include India Wholesale as a discontinued operation.
- 6 Significant items represent:
  - in 2016, costs of \$958.6 million before tax from continuing operations (\$765.5 million after tax, \$754.7 million attributable to equity holders of Woolworths Limited and \$10.8 million attributable to non-controlling interests) relating to the Operating model and strategic changes, Store network optimisation and property rationalisation, and General Merchandise impairment;
  - in 2016, the \$3,055.1 million before tax from discontinued operations (\$2,988.2 million after tax, \$1,873.1 million attributable to equity holders of Woolworths Limited and \$1,115.1 million attributable to non-controlling interests) impairment of Home Improvement assets and related store exit costs relating to Woolworths intention to exit the Home Improvement business;
  - in 2015, costs of \$425.9 million before tax (\$308.1 million after tax, \$307.3 million attributable to equity holders of Woolworths Limited and \$0.8 million attributable to non-controlling interests) relating to the General Merchandise transformation, Business transformation, Redundancy, and Property portfolio review. Note \$2.7 million of this significant item related to discontinued operations;
  - in 2013, profit of \$9.9 million before tax (\$7.9 million after tax) on sale of the Consumer Electronics businesses;
  - in 2013, the one-off loss of \$32.8 million before tax (\$28.5 million after tax) on the Shopping Centres Australasia Property Group transaction;
  - in 2013, the one-off costs of \$25.8 million before tax (\$18.1 million after tax) for Victorian transport fleet redundancies;
  - in 2013, the one-off costs of \$82.3 million before tax (\$57.6 million after tax) relating to the US144A bond redemption; and
  - in 2012, the \$420.0 million before tax (\$383.7 million after tax) restructuring provision set aside for the restructure and divestment of Dick Smith Electronics in Australia and New Zealand.

Where noted, profit and loss items have been adjusted to reflect these significant items.
- 7 Excludes \$88.7 million of accelerated depreciation relating to significant items recognised in 2015.
- 8 Total funds employed is net assets excluding net tax balances, cash and borrowings debt, other financial liabilities, and assets and liabilities as a result of hedging per AASB 9 *Financial Instruments*.
- 9 Cash and borrowings is gross debt less cash on hand, cash at bank and cash on short term deposit.
- 10 'Other operating cash flows and other non cash' in 2016 includes \$3,789.8 million of significant items recognised in relation to the impairment of non-financial assets, and recognition of onerous lease and other store exit cost provisions. Significant items recognised in relation to the write-down of inventory have been included within the line 'Movement in net investment in inventory'.
- 11 Return on funds employed (ROFE) is EBIT as a percentage of average (of opening and closing) funds employed for the year.
- 12 Service burden is net profit before income tax (before significant items) expressed as a percentage of EBIT.
- 13 Tax burden is profit after income tax (before significant items) attributable to shareholders expressed as a percentage of profit before income tax.
- 14 Asset turn is total sales divided by average (of opening and closing) total assets for the year.
- 15 Financial leverage is average (of opening and closing) total assets divided by average (of opening and closing) shareholders' equity for the year.
- 16 Return on equity is profit after income tax (before significant items) attributable to shareholders, divided by average (of opening and closing) shareholders' equity for the year.
- 17 Normal basic earnings per share (normal EPS) is profit after tax and servicing Hybrid Notes attributable to shareholders divided by the weighted average number of ordinary shares on issue during the year. The weighted average number of shares on issue has been calculated in accordance with Accounting Standard AASB 133 *Earnings per Share*.
- 18 The current year figure represents the forecast dividend given the shares on issue at the date the full year results are released to the market. This figure will change if there are any shares issued between the reporting date and the ex-dividend date.
- 19 Growth rates in 2014 have been impacted by the 2013 year having 53 weeks.
- 20 Service cover ratio is EBIT (before significant items) divided by the sum of net financing costs and Hybrid Notes interest.
- 21 Fixed charges cover is EBITDAR (before significant items) divided by rent and interest costs. Rent and interest costs include capitalised interest but exclude foreign exchange gains/losses and dividend income.
- 22 Sales to inventory is total sales divided by average (of opening and closing) inventory.
- 23 Serviced gearing is cash and borrowings together with the hedge assets and liabilities related to those borrowings divided by cash and borrowings together with the hedge assets and liabilities related to those borrowings plus total equity.

Certain comparative amounts have been re-classified to conform with the current year's presentation to better reflect the economic nature of the assets and liabilities of the Group.

# Shareholder Information and Corporate Governance Statement (as at 22 August 2016)

The shareholder information set out below was applicable as at 22 August 2016.

## NUMBER OF SHAREHOLDERS

There were 457,031 shareholders, holding 1,278,758,725 fully paid ordinary shares (FPO).

## DISTRIBUTION OF EQUITY SECURITIES

(a) Analysis of numbers of shareholders by size of holding:

| RANGE OF FULLY PAID ORDINARY SHARES | NUMBER OF FPO SHAREHOLDERS | NUMBER OF FPO SHARES |
|-------------------------------------|----------------------------|----------------------|
| 1 - 1,000                           | 303,344                    | 111,974,415          |
| 1,001 - 5,000                       | 134,776                    | 284,794,024          |
| 5,001 - 10,000                      | 12,837                     | 90,616,014           |
| 10,001 - 100,000                    | 5,938                      | 115,049,777          |
| 100,001 and over                    | 136                        | 676,324,495          |
| <b>Total</b>                        | <b>457,031</b>             | <b>1,278,758,725</b> |

(b) There were 10,465 holders of less than a marketable parcel of ordinary shares.

## TOP 20 LARGEST SHAREHOLDERS

|    | NAME   | NUMBER OF FPO SHARES | PERCENTAGE OF ISSUED CAPITAL (%) |
|----|--|----------------------|----------------------------------|
| 1  | HSBC Custody Nominees (Australia) Limited                              | 221,330,245          | 17.31                            |
| 2  | JP Morgan Nominees Australia Limited                                   | 140,250,661          | 10.97                            |
| 3  | National Nominees Limited  | 76,115,355           | 5.95                             |
| 4  | Citicorp Nominees Pty Limited  | 45,779,603           | 3.58                             |
| 5  | BNP Paribas Nominees Pty Ltd <Agency Lending DRP A/C>                  | 41,267,580           | 3.23                             |
| 6  | BNP Paribas Noms Pty Ltd <DRP>   | 27,425,721           | 2.14                             |
| 7  | RBC Investor Services Australia Nominees Pty Limited <PI Pooled A/C>   | 21,538,316           | 1.68                             |
| 8  | Citicorp Nominees Pty Limited <Colonial First State Inv A/C>           | 12,293,388           | 0.96                             |
| 9  | HSBC Custody Nominees (Australia) Limited <NT-Comnwlth Super Corp A/C> | 8,378,873            | 0.66                             |
| 10 | Australian Foundation Investment Company Limited                       | 5,020,000            | 0.39                             |
| 11 | AMP Life Limited   | 4,214,534            | 0.33                             |
| 12 | Argo Investments Limited   | 4,133,026            | 0.32                             |
| 13 | RBC Investor Services Australia Nominees Pty Limited <BKCust A/C>      | 3,530,570            | 0.28                             |
| 14 | RBC Investor Services Australia Nominees Pty Limited <PIIC A/C>        | 3,404,145            | 0.27                             |
| 15 | UBS Nominees Pty Ltd   | 3,359,597            | 0.26                             |
| 16 | IOOF Investment Management Limited <IPS Super A/C>                     | 3,066,033            | 0.24                             |
| 17 | Milton Corporation Limited   | 2,903,973            | 0.23                             |
| 18 | Navigator Australia Ltd <MLC Investment Sett A/C>                      | 2,595,964            | 0.20                             |
| 19 | Woolworths Custodian Pty Ltd <Share Trust Account>                     | 2,558,294            | 0.20                             |
| 20 | Nulis Nominees (Australia) Limited <Navigator Mast Plan Sett A/C>      | 2,061,474            | 0.16                             |

## Shareholder Information and Corporate Governance Statement: (as at 22 August 2016)

### HISTORY OF DIVIDENDS PAID

| DATE OF DIVIDEND | TYPE    | CENTS PER SHARE | FRANKING RATE | DRP PRICE |
|------------------|---------|-----------------|---------------|-----------|
| 29 April 1994    | Interim | 6 cents         | 39%           | \$2.89    |
| 30 November 1994 | Final   | 6 cents         | 39% + 33%     | \$2.60    |
| 28 April 1995    | Interim | 6 cents         | 33%           | \$2.72    |
| 17 November 1995 | Final   | 8 cents         | 39% + 33%     | \$2.90    |
| 26 April 1996    | Interim | 7 cents         | 33%           | \$2.87    |
| 12 November 1996 | Final   | 8 cents         | 36%           | \$2.58    |
| 24 April 1997    | Interim | 7 cents         | 36%           | \$3.22    |
| 15 October 1997  | Final   | 9 cents         | 36%           | \$3.94    |
| 24 April 1998    | Interim | 8 cents         | 36%           | \$5.35    |
| 9 October 1998   | Final   | 9 cents         | 36%           | \$5.18    |
| 30 April 1999    | Interim | 8 cents         | 36%           | \$4.83    |
| 5 October 1999   | Final   | 10 cents        | 36%           | \$5.19    |
| 28 April 2000    | Interim | 10 cents        | 36%           | \$4.92    |
| 5 October 2000   | Final   | 13 cents        | 34%           | \$6.61    |
| 27 April 2001    | Interim | 12 cents        | 34%           | \$7.99    |
| 5 October 2001   | Final   | 15 cents        | 30%           | \$10.98   |
| 30 April 2002    | Interim | 15 cents        | 30%           | \$12.23   |
| 8 October 2002   | Final   | 18 cents        | 30%           | \$11.78   |
| 30 April 2003    | Interim | 18 cents        | 30%           | \$11.71   |
| 3 October 2003   | Final   | 21 cents        | 30%           | \$11.37   |
| 30 April 2004    | Interim | 21 cents        | 30%           | \$11.49   |
| 8 October 2004   | Final   | 24 cents        | 30%           | \$13.16   |
| 29 April 2005    | Interim | 24 cents        | 30%           | \$15.50   |
| 7 October 2005   | Final   | 27 cents        | 30%           | \$15.77   |
| 28 April 2006    | Interim | 28 cents        | 30%           | \$18.26   |
| 06 October 2006  | Final   | 31 cents        | 30%           | \$19.73   |
| 27 April 2007    | Interim | 35 cents        | 30%           | \$27.05   |
| 05 October 2007  | Final   | 39 cents        | 30%           | \$29.82   |
| 24 April 2008    | Interim | 44 cents        | 30%           | \$30.08   |
| 3 October 2008   | Final   | 48 cents        | 30%           | \$27.79   |
| 24 April 2009    | Interim | 48 cents        | 30%           | \$25.21   |
| 9 October 2009   | Final   | 56 cents        | 30%           | \$29.00   |
| 23 April 2010    | Interim | 53 cents        | 30%           | \$28.17   |
| 15 October 2010  | Final   | 62 cents        | 30%           | \$29.23   |
| 29 April 2011    | Interim | 57 cents        | 30%           | \$26.88   |
| 14 October 2011  | Final   | 65 cents        | 30%           | \$24.79   |
| 27 April 2012    | Interim | 59 cents        | 30%           | \$25.61   |
| 12 October 2012  | Final   | 67 cents        | 30%           | \$28.88   |
| 26 April 2013    | Interim | 62 cents        | 30%           | \$34.02   |
| 11 October 2013  | Final   | 71 cents        | 30%           | \$34.97   |
| 24 April 2014    | Interim | 65 cents        | 30%           | \$35.82   |
| 10 October 2014  | Final   | 72 cents        | 30%           | \$34.82   |
| 24 April 2015    | Interim | 67 cents        | 30%           | \$29.18   |
| 9 October 2015   | Final   | 72 cents        | 30%           | \$24.71   |
| 8 April 2016     | Interim | 44 cents        | 30%           | \$22.41   |

## Shareholder Information and Corporate Governance Statement: (as at 22 August 2016)

### SUBSTANTIAL SHAREHOLDERS

On 3 March 2016, Perpetual Limited and subsidiaries submitted a notification of substantial shareholding of Woolworths Limited. Total ordinary shares held at that date were 64,217,336 equating to 5.05% of total issued shares. As at 22 August 2016, no other substantial notices have been received.

### UNQUOTED EQUITY SECURITIES

As at 22 August 2016, there were 3,945,762 performance rights over unissued ordinary shares.

### ANNUAL GENERAL MEETING

The Annual General Meeting of Woolworths Limited will be held on Thursday 24 November 2016 at The Wesley Conference Centre, 220 Pitt Street, Sydney NSW 2000.

### SHAREHOLDER ENQUIRIES

Enquiries and correspondence should be directed to Woolworths Limited's Share Registrar, Computershare Investor Services Pty Limited, by telephone on 1300 368 664, or online by visiting Computershare's website at [www.computershare.com.au](http://www.computershare.com.au)

### FINAL DIVIDEND

The final dividend of 33 cents per share is expected to be paid on 7 October 2016 to eligible shareholders.

### DIVIDEND REINVESTMENT PLAN (DRP)

A 1.5% discount will apply to the 2016 final dividend. There is currently no minimum or maximum number of shares which a shareholder may designate as participating in the DRP.

### STOCK EXCHANGE LISTINGS

Woolworths Limited ordinary shares are listed on the Australian Securities Exchange (ASX) under code: WOW. Woolworths Notes II are listed on the ASX under code: WOWHC. Woolworths Notes I were listed on the ASX under code: WOWHB.

### AMERICAN DEPOSITORY RECEIPTS

Woolworths Limited shares may be traded in sponsored American Depository Receipts form in the United States.

### CORPORATE GOVERNANCE STATEMENT

A copy of the Corporate Governance Statement can be found on our Woolworths Group website. Visit [www.woolworthslimited.com.au](http://www.woolworthslimited.com.au)

### SHAREHOLDER CALENDAR<sup>1</sup>

#### 2016

##### September

8 Ex date for Final Dividend  
9 Record date for Final Dividend

##### October

7 Payment date for Final Dividend  
Announcement of First quarter sales results

##### November

24 Annual General Meeting - Sydney

#### 2017

##### February

Announcement of Half Year results

##### March

2 Ex date for Interim Dividend  
3 Record date for Interim Dividend

##### April

7 Payment date for Interim Dividend  
Announcement of Third quarter sales results

##### August

Announcement of Full Year results

##### September

7 Ex date for Final Dividend  
8 Record date for Final Dividend

##### October

6 Payment date for Final Dividend

##### November

23 Annual General Meeting

<sup>1</sup> Dates are on or about and subject to change.

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## Company Directory

### **REGISTERED OFFICE**

1 Woolworths Way  
Bella Vista NSW 2153  
Tel: (02) 8885 0000  
Web: [www.woolworthslimited.com.au](http://www.woolworthslimited.com.au)

### **COMPANY SECRETARY**

Richard Dammery

### **AUDITOR**

Deloitte Touche Tohmatsu  
225 George Street, Sydney NSW 2000  
Tel: (02) 9322 7000  
Web: [www.deloitte.com.au](http://www.deloitte.com.au)

### **SHARE REGISTRAR**

Computershare Investor Services Pty Limited  
GPO Box 2975, Melbourne VIC 3001  
Tel: 1300 368 664  
Web: [www.computershare.com.au](http://www.computershare.com.au)

### **EMPLOYEE SHARE RIGHTS REGISTRAR**

Link Market Services  
Locked Bag A14, Sydney South NSW 1235  
Tel: 1800 111 281  
Web: [www.linkmarketservices.com.au](http://www.linkmarketservices.com.au)



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It's our team  
that make the  
difference.*

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than words.*

*Good Food,  
Good Prices,  
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This is what  
customers expect  
from us.*

*The little  
things we can  
all do that help  
customers and  
each other.*

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*We're for every  
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