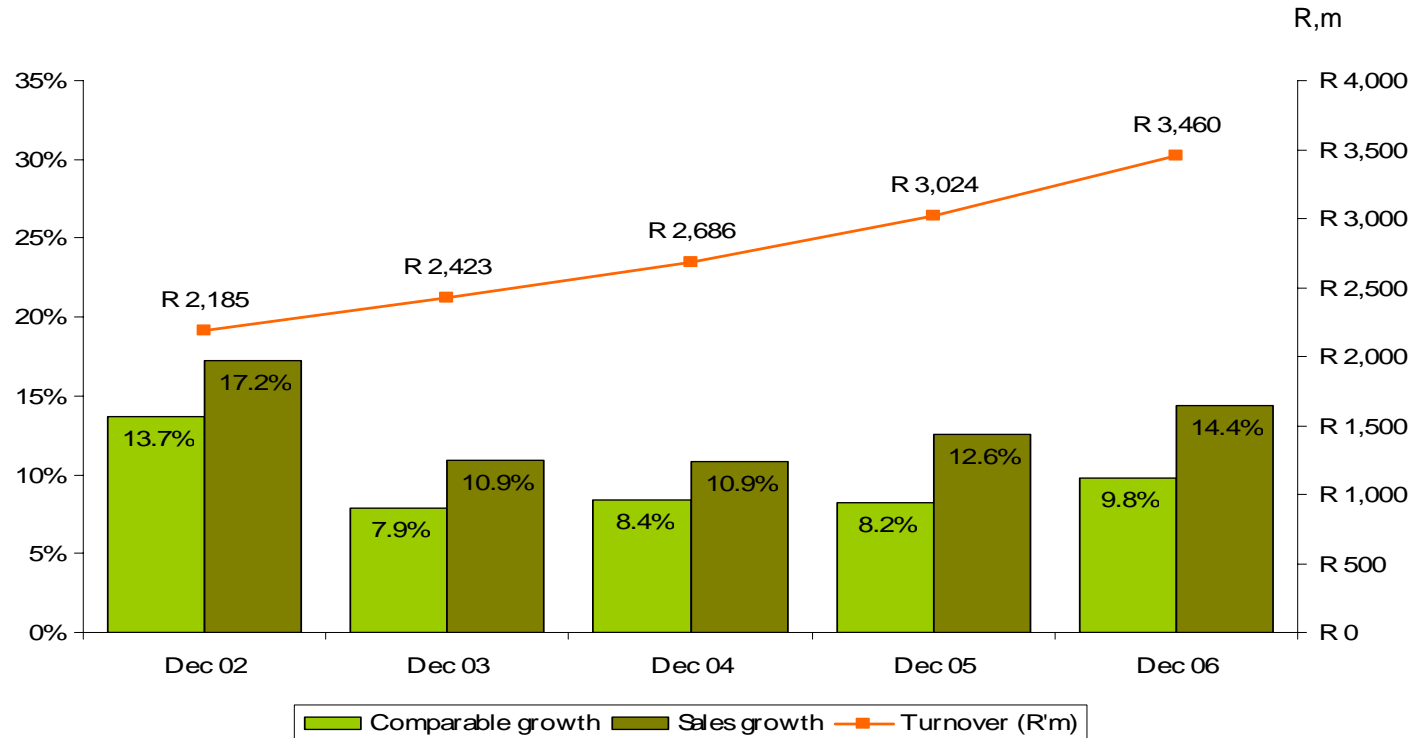




clothing and home

design-led
technology focus
and
strategic sourcing

clothing and home performance turnover and growth



- sales growth of 14.4% (Dec 05: 12.6%)
- comparable store growth of 9.8% (Dec 05: 8.2%)
- product inflation averaged 1.6% (Dec 05: -2.3%)

clothing performance rlc market share

- **Market share to Dec 06**
 - 12 month moving average
 - this year 15.29%
 - last year 15.24%
 - 3 month moving average
 - this year 14.0%
 - last year 13.8%



clothing and home performance delivery

- **Womenswear**
 - Overall market growing at slower rate than expected
 - Maintained growth in line with market
- **Lingerie**
 - Innovation and value improved
 - Stock levels significantly enhanced
- **Menswear**
 - Improved trading continues
 - Taste-level consistently implemented
- **Childrenswear**
 - Strong performance on all fronts
 - Improved selection and availability at great value
- **Footwear**
 - Market share gains
 - Strong performance in childrens and mens
- **Homeware**
 - Lagging expectations
 - Range positioning and consistent taste-level not achieved

	Dec 05	Dec 06
womenswear	↑	→
lingerie	↓	→
menswear	↓	↑
childrenswear	↑	↑
footwear	↑	↑
home	↓	↓

clothing and home strategy delivering

Delivery of strategy – first half	
LSM 9&10 taste-level <ul style="list-style-type: none">- W-Collection- mens	
Strategic sourcing <ul style="list-style-type: none">- strides made with China import quota- childrenswear growing	
Core availability <ul style="list-style-type: none">- improved in lingerie	
Cross shop <ul style="list-style-type: none">- beauty launch (brands in 8 stores)- W-Collection	

clothing and home strategic forward focus

Key focus areas – second half

LSM 9&10 taste-level

- entrench mens and childrenswear
- improve homeware

Strategic sourcing

- childrenswear value
- lingerie value and technology

Core availability

- key focus

Cross shop

- entrench beauty
- maintain W-Collection
- womenswear range balance

