



selling

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aggressive store  
rollout

# selling

## trading space as at Dec 06

|                         | Dec 2006<br>m2 | Dec 2005<br>m2 | % chg       | Projected<br>Jun 2007<br>m2 |
|-------------------------|----------------|----------------|-------------|-----------------------------|
| <b>Total footage</b>    | <b>436,529</b> | <b>411,072</b> | <b>6.2%</b> | <b>448,136</b>              |
| Clothing & home         | 327,960        | 314,890        | 4.2%        | 333,925                     |
| Corporate               | 239,450        | 230,431        | 3.9%        |                             |
| Franchise SA            | 55,592         | 50,370         | 10.4%       |                             |
| Franchise International | 32,918         | 34,089         | -3.4%       |                             |
| Foods                   | 104,644        | 92,551         | 13.1%       | 114,211                     |
| Corporate               | 94,339         | 82,981         | 13.7%       |                             |
| Franchise SA            | 7,405          | 6,582          | 12.5%       |                             |
| Franchise International | 2,900          | 2,988          | -2.9%       |                             |
| Coffee                  | 3,925          | 3,631          | 8.1%        |                             |

# selling number of stores

|                           | Dec 2006<br>no | Dec 2005<br>no | Store<br>growth |
|---------------------------|----------------|----------------|-----------------|
| <b>Stores</b>             | <b>341</b>     | <b>297</b>     | <b>44</b>       |
| Corporate                 | 191            | 165            | 26              |
| Full line                 | 97             | 89             | 8               |
| Clothing & Home           | 5              | 7              | -2              |
| Food                      | 89             | 69             | 20              |
| Franchise - SA            | 77             | 69             | 8               |
| Franchise - Engen         | 23             | 10             | 13              |
| Franchise - International | 50             | 53             | -3              |

| Projected<br>Jun 2007<br>no |
|-----------------------------|
| 366                         |
| 207                         |
| 100                         |
| 6                           |
| 101                         |
| 79                          |
| 28                          |
| 52                          |