

The strong growth experienced in the first quarter of the year continued through into the second quarter and over the festive season. With the inclusion of the group's new Australian acquisition, Witchery from 29 September, sales for the first 26 weeks of the June 2013 financial year increased by 18.0% over the comparable period in 2012. Sales in comparable stores grew by 9.4%.

Sales growth was leveraged by improved gross margins and tight expense control in both the South African and Australian businesses, delivering a group profit before tax growth of 20.8%.

Earnings per share (EPS) increased 20.6% to 163.4 cents and headline earnings per share (HEPS) increased 21.0% to 164.2 cents. Included in both EPS and HEPS are the following: transaction costs of R52 million (Dec 2011: nil) relating to the acquisition of the Witchery group, once-off store employee restructuring costs in Woolworths of R43 million (Dec 2011: nil) and net unrealised foreign exchange losses of R16 million (Dec 2011: R72 million gain), all stated before tax. Adjusting for these items, adjusted EPS and adjusted HEPS were 35.4% and 35.9% higher respectively than the corresponding period. Return on equity increased from 50.8% in December 2011 to 58.0% (excluding only the unrealised foreign exchange movements).

#### Woolworths

Food sales grew by 11% with a price movement of 7.4%. Sales in comparable stores grew by 7.8%. Gross profit margins improved from 25.2% to 25.4% and excluding the impact of store staff restructuring costs profit before tax grew 21.4%. Return on sales was 6.1%, up from 5.6% in the prior period.

Clothing and General merchandise sales grew 11.4%, with price movement of 5.9%. Clothing sales in South Africa (including Country Road's South African sales) grew by 13.0% with a price movement of 5.5%. Sales in comparable stores grew by 7.7%. General merchandise grew by 7.7% and by 4.0% in comparable stores. Gross profit margins improved in Clothing and General merchandise from 44.3% to 46.1%. Excluding the impact of store staff restructuring costs and unrealised foreign exchange movements, profit before tax grew 24.0%, and return on sales was 18.9%, up from 17.0% in the prior period.

Store costs were up 13.8% largely due to the addition of 5.7% more space in Woolworths, including stores in the rest of Africa, net of closures and excluding franchise conversions. Other operating costs grew by 4.3%, excluding the store staff restructuring costs and the impact of the unrealised foreign exchange movements.

#### Country Road

With the acquisition of the Witchery group on 29 September 2012, the number of stores and concessions operated by the group in Australasia increased from 195 to 505. Sales in Australasia increased 55.6%, in Australian dollars. Sales in comparable stores increased by 10.7% and net space, excluding the acquisition, contracted 2.0%. Country Road's South African sales are included in the South African clothing figures.

Gross margins improved significantly as a result of the Witchery acquisition and operating costs were well controlled, resulting in a strong increase in profit before tax of A\$21 million and a 250% increase in rand profit. Return on sales at 10.6% was up from 6.4% in the prior period. Return on equity increased materially from 19.2% to 28.5%.

#### Woolworths Financial Services

The overall debtors' book reflected year-on-year growth of 12.0% at the end of December 2012, with the annualised impairment rate for the six months to December 2012 at 1.5% (six months to December 2011: 1.6%). Net interest income was impacted by lower interest rates, increasing by only 10.9% on the prior period, but costs excluding impairments were well controlled, up 5.9% on the previous period. Consequently profit before tax was up 35.8% from the previous period and the return on equity increased to 26.8% from 20.5%.

#### Outlook

We believe that economic conditions in South Africa will remain constrained, especially in the lower and middle income segments of the market where consumer debt levels remain under pressure. However, the upper income segment in which we operate continues to show some resilience. Trading for the first six weeks of the second half of the financial year has been positive, and we expect sales growth to be broadly in line with the first half.

In Australia we expect a gradual improvement in the retail environment and sales for the second half to be in line with the second quarter performance of both Country Road and Witchery.

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

#### Changes to the Board of Directors

Norman Thomson, the group's Finance Director will be retiring at the November 2013 Annual General Meeting. Norman has been with the business for over 20 years, the last 11 years as Finance Director. During this time he has made a significant contribution to the group's performance and its stature in the market through his continued focus on generating shareholder wealth. Norman will continue to serve as a non-executive director of the group's Australian subsidiary Country Road, as well as on the boards of our African joint ventures in a non-executive capacity.

Chairman Simon Susman reflects: "Norman has always been passionate in challenging our strategic thinking and has been a real asset to Woolworths. He has brought both diligence and depth to our deliberations and has been meticulous in both his execution and his communication of our decisions. We thank him and his family and wish him well in his retirement."

The board is further delighted to announce that Reeza Isaacs has been appointed as Deputy CFO and group Finance Director Elect, with effect from 1 June 2013. He will assume the position of Finance Director immediately after the Annual General Meeting in November 2013.

Reeza was Ernst & Young's Regional Senior Partner for the Western Cape and in this capacity served on the firms South African Executive Committee. He has extensive experience and has been an engagement partner on a number of JSE-listed groups, including Woolworths Holdings up until its June 2012 year end.

Sindi Zilwa retired from the board at the conclusion of the Annual General Meeting held on 14 November 2012.

**S N Susman** Chairman  
**I Moir** Group chief executive officer

Cape Town, 13 February 2013

#### Dividend Declaration

Notice is hereby given that the directors have declared an interim cash dividend of 86 cents (73.10 cents net of dividend withholding tax) per ordinary share for the 26 weeks ended 23 December 2012. The dividend has been declared from income reserves and a dividend withholding tax of 15% will be applicable to all shareholders who are not exempt. The company has no STC credits available.

The issued share capital at the declaration date is 840 676 176 ordinary shares and 89 192 096 preference shares.

The salient dates for the dividend will be as follows:

Last day of trade to receive a dividend	Friday, 1 March 2013
Shares commence trading "ex" dividend	Monday, 4 March 2013
Record date	Friday, 8 March 2013
Payment date	Monday, 11 March 2013

Share certificates may not be dematerialised or rematerialised between Monday, 4 March 2013 and Friday, 8 March 2013 both days inclusive.

An interim cash dividend of 59 cents (50.15 cents net of dividend withholding tax) per preference share for the 26 weeks ended 23 December 2012 will be paid to the beneficiaries of the Woolworths Employee Share Ownership Scheme on Monday, 11 March 2013.

#### Thobeka Sishuba-Mashego

Group secretary

Cape Town, 13 February 2013

#### Directorate and statutory information

##### Non-executive directors:

Simon Susman (Chairman), Peter Bacon (British), Zarina Bassa, Lindiwe Bakoro, Tom Boardman, Andrew Higginson (British), Mike Leeming, Chris Nissen, Stuart Rose (British), Thina Siwendu

##### Executive directors:

Ian Moir (Group chief executive officer) (Australian), Zyda Rylands, Norman Thomson

##### Group secretary:

Thobeka Sishuba-Mashego

##### Share code:

WHL

##### ISIN:

ZAE000063863

##### Registered address:

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

##### Registration number:

1929/001986/06

##### Tax number:

9300/149/71/4

##### JSE sponsor:

Rand Merchant Bank (A division of FirstRand Bank Limited)

##### Transfer secretaries:

Computershare Investor Services (Proprietary) Limited,  
70 Marshall Street, Johannesburg, 2001

## FINANCIAL HIGHLIGHTS

### TURNOVER

+ 18.0%

### PROFIT BEFORE TAX

+ 20.8%

### HEADLINE EARNINGS PER SHARE

+ 21.0%

### ADJUSTED HEADLINE EARNINGS PER SHARE

+ 35.9%

### RETURN ON EQUITY UP TO

+ 58.0%

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**UNAUDITED INTERIM GROUP RESULTS**  
FOR THE 26 WEEKS ENDED 23 DECEMBER 2012



