

Shareholder information (as at 1 August 2019)

The shareholder information set out below was applicable as at 1 August 2019.

DISTRIBUTION OF SHARES

Analysis of numbers of shareholders by size of holding:

RANGE OF SHARES	NUMBER OF SHAREHOLDERS	NUMBER OF SHARES
1 - 1,000	231,943	84,333,648
1,001 - 5,000	108,855	231,100,525
5,001 - 10,000	10,486	73,427,132
10,001 - 100,000	4,764	90,861,331
100,001 and over	104	778,967,431
Total	356,152	1,258,690,067

All shares above are fully paid ordinary shares.

There were 6,964 holders of less than a marketable parcel of shares.

TOP 20 LARGEST SHAREHOLDERS

	NAME	NUMBER OF SHARES	PERCENTAGE OF TOTAL SHARES ISSUED (%)
1	HSBC Custody Nominees (Australia) Limited	321,117,717	25.51
2	JP Morgan Nominees Australia Pty Limited	187,978,834	14.93
3	Citicorp Nominees Pty Limited	85,719,165	6.81
4	BNP Paribas Nominees Pty Ltd	80,232,593	6.37
5	National Nominees Limited	42,059,156	3.34
6	Woolworths Custodian Pty Ltd	8,268,351	0.66
7	Australian Foundation Investment Company Limited	5,666,718	0.45
8	Pacific Custodians Pty Limited <WOW Plans Ctrl A/C>	5,221,185	0.41
9	UBS Nominees Pty Ltd	4,732,194	0.38
10	AMP Life Limited	3,740,804	0.30
11	Argo Investments Limited	3,233,026	0.26
12	IOOF Investment Management Limited	3,188,252	0.25
13	Milton Corporation Limited	2,936,973	0.23
14	Netwealth Investments Limited <Wrap Services A/C>	2,057,187	0.16
15	Navigator Australia Ltd <MLC Investment Sett A/C>	1,895,305	0.15
16	Nulis Nominees (Australia) Limited <Navigator Mast Plan Sett A/C>	1,448,886	0.12
17	BKI Investment Company Limited	1,428,744	0.11
18	Australia United Investment Company Limited	1,000,000	0.08
19	The Senior Master of the Supreme Court <Common Fund No 3 A/C>	959,970	0.08
20	BNP Paribas Noms (NZ) Ltd <DRP>	858,884	0.07

SUBSTANTIAL SHAREHOLDERS

Woolworths Group Limited had received the following substantial shareholder notifications. As at 1 August 2019, no other substantial shareholder notices have been received.

HOLDER	SHARES HELD AT DATE OF NOTICE	PERCENTAGE OF SHARES HELD AT DATE OF NOTICE (%)	DATE OF NOTICE
BlackRock Group	80,972,196	6.43	29/05/2019
The Vanguard Group, Inc	65,875,116	5.00	18/10/2018



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UNQUOTED EQUITY SECURITIES

As at 1 August 2019, there were 10,636,690 performance rights over unissued ordinary shares.

DIVIDEND

The final dividend of 57 cents per share is expected to be paid on or around 30 September 2019 to eligible shareholders. No discount will apply to the dividend reinvestment plan for the 2019 final dividend. There is currently no limit on the number of shares that can participate in the dividend reinvestment plan.

STOCK EXCHANGE LISTINGS

Woolworths Group Limited ordinary shares are listed on the Australian Securities Exchange (ASX) under code: WOW.

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

CORPORATE GOVERNANCE STATEMENT

A copy of the Corporate Governance Statement can be found on our website.

Visit www.woolworthsgroup.com.au

SHAREHOLDER CALENDAR¹

2019

September

- 4 Record date for Final Dividend
- 30 Payment date for Final Dividend

October

- 30 Announcement of first quarter sales results

December

- 16 Annual General Meeting – Sydney

2020

February

- 26 Announcement of half year results

March

- 6 Record date for Interim Dividend

April

- 9 Payment date for Interim Dividend
- 30 Announcement of third quarter sales results

¹ Dates are subject to change.



GLOSSARY

Cash realisation ratio	Operating cash flow as a percentage of Group net profit after tax before depreciation and amortisation
Comparable sales	Measure of sales which excludes stores that have been opened or closed in the last 12 months and demonstrable impact on existing stores from store disruption as a result of store refurbishment or new store openings
Cost of doing business (CODB)	Expenses which relate to the operation of the business
Customer 1st Ranging	Developing a clearly defined range to provide an easier shopping experience for the customer
Customer fulfilment centre	Dedicated online distribution centres
Fixed charges cover ratio	Group earnings before interest, tax, depreciation, amortisation and rent (EBITDAR) divided by rent and interest costs. Rent and interest costs include capitalised interest, but exclude foreign exchange gains/losses and dividend income
Free cash flow	Cash flow generated by the Woolworths Group after equity related financing activities including dividends
Funds employed	Net assets employed excluding net tax balances
Net assets employed	Net assets excluding net debt and other financial liabilities
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)
Net debt	Borrowings less cash balances including debt hedging derivatives
On Demand	An express or scheduled delivery service providing online orders at the customer's convenience
Pick up	A service which enables collection of online shopping orders in-store or at select locations
Renewals	A total store transformation focused on the overall store environment, team, range and process efficiency (including digital)
Return on Funds Employed (ROFE)	ROFE is 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. ROFE (AASB 16 estimate) adjusts average funds employed for the 1 July 2019 recognition of lease assets and adjusts EBIT by the estimated AASB 16 impact on F19 EBIT
Sales per square metre	Total sales for the previous 12 months by business divided by average trading area



Glossary

GLOSSARY

Simpler for Stores	Simplification of end-to-end processes for store teams, improving customer experience and productivity
Stockloss	The value of stock written-off, wasted, stolen, cleared, marked-down or adjusted from all stores nationally (sometimes expressed as a percentage of sales)
Upgrades	A light renewal typically involving a front-of-store upgrade, Produce/Bakery enhancement and grocery macro space relay
Voice of Customer (VOC)	Externally facilitated survey of a sample of Woolworths Group customers where customers rate Woolworths Group businesses on a number of criteria. Expressed as the percentage of customers providing a rating of six or seven on a seven-point scale
VOC NPS	VOC NPS is based on feedback from Woolworths 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
Voice of Team (VOT)	Survey measuring sustainable engagement of our team members as well as their advocacy of Woolworths as a place to work and shop. The survey consists of nine sustainable engagement questions, three key driver questions and two advocacy questions

Company directory

REGISTERED OFFICE

1 Woolworths Way
Bella Vista NSW 2153
Tel: (02) 8885 0000
Web: www.woolworthsgroup.com.au

COMPANY SECRETARY

Marcin Firek

INVESTOR RELATIONS

Paul van Meurs

AUDITOR

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

SHAREHOLDER ENQUIRIES

Link Market Services

Locked Bag A14, Sydney South NSW 1235
Web: www.linkmarketservices.com.au

For shareholders:

Tel: 1300 368 664
Email: woolworths@linkmarketservices.com.au

For employees:

Tel: 1800 111 281
Email: wow.eps@linkmarketservices.com.au

MEDIA

Woolworths Press Office
Tel: (02) 8885 1033
Email: media@woolworths.com.au

FIVE YEAR SUMMARY

The Five Year Summary is available on the Woolworths Group website.



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