WOOLWORTHS LIMITED

A.B.N. 88 000 014 675

NEWS RELEASE · · · · · NEWS RELEASE

21st July, 2003

FULL YEAR SALES RESULTS
52 WEEKS TO 29 JUNE, 2003

SALES EXCEED $26 BILLION FOR THE YEAR - UP 12.2%[1]

"An excellent sales result for the fourth quarter and for the year."… Roger Corbett, Group Managing Director/CEO

Sales highlights (Detail shown in appendix 1)	**2002 $ millions**	**2003 $ millions**	**Increase/ Decrease**	**Normalised** (1) (2)
Fourth Quarter				
Supermarket Division	5,176	5,294	2.3%	9.9%
General Merchandise Division	661	704	6.5%	12.6%
Continuing Operations	**5,837**	**5,998**	**2.8%**	**10.2%**
Total Fourth Quarter Sales	**6,037**	**6,029**	**-0.1%**	**7.1%**
Full Year				
Supermarket Division	20,714	22,750	9.8%	11.9%
General Merchandise Division	2,940	3,291	11.9%	13.8%
Continuing Operations	**23,654**	**26,041**	**10.1%**	**12.2%**
Total Year to Date Sales	**24,473**	**26,321**	**7.6%**	**9.6%**
Period				
14 Weeks ended 6 October, 2002	5,831	6,665	14.3%	14.3%
14 Weeks ended 12 January, 2003	6,920	7,473	8.0%	8.0%
First Half	12,751	14,138	10.9%	10.9%
12 Weeks ended 6 April, 2003	5,685	6,154	8.2%	8.9%
12 Weeks ended 29 June, 2003	**6,037**	**6,029**	**-0.1%**	**7.1%**
Second Half	**11,722**	**12,183**	**3.9%**	**8.1%**
Full Year	**24,473**	**26,321**	**7.6%**	**9.6%**

[1] *Reflects sales growth normalised to adjust for a 53 week year in FY2002*
[2] *Adjusted for the estimated impact of Easter, which fell in week 40 (third quarter) in FY 2002 and week 42 (fourth quarter) in FY 2003*

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Woolworths Chief Executive Officer, Roger Corbett, today announced full year sales of $26.3 billion. Sales from continuing operations on a 52 week comparable basis increased by $2.8 billion, or 12.2% on the previous year. “An excellent sales result, underpinned by strong comparable (like for like) store sales across all Divisions, reflecting the attractiveness to customers of Woolworths’ offer of greater convenience, best quality, range and lower prices”, said Mr Corbett.

Sales in the last quarter (12 weeks) were $6.03 billion, which represents a 7.1% increase on the previous year on a 12 week comparable quarter basis after adjusting for the timing of Easter.

SUPERMARKETS DIVISION

For the full year, adjusted Food and Liquor sales grew 9.4%. Comparable (like-for-like) store sales grew 5.4% for the full year.

Food and Liquor sales rose 8.1% in the final quarter when adjusted for the extra week in FY2002 and the timing of Easter. Comparable (like for like) sales grew 5.1% in the quarter adjusted for the impact of Easter.

“Our food, liquor and petrol offer to our customers seems to be well accepted in terms of range, quality and competitive pricing. These, together with convenience and focus on in-store service, provide a platform for continued success”, said Tom Flood, Director of Supermarkets.

Food and Liquor sales growth summary (adjusted for 53 weeks in FY2002 and Easter):

	Total	Excluding Franklins non-comparable (1)	Comparable
Q1	13.4%	7.8%	5.5%
Q2	7.4%	6.9%	4.8%
H1	10.2%	7.3%	5.1%
Q3	8.8%	8.8%	6.5%
Q4	8.1%	8.1%	5.1%
H2	8.6%	8.6%	5.8%
Year	9.4%	7.9%	5.4%

(1) Ignores current year sales of ex-Franklins’ stores until the anniversary of the store opening as a Woolworths’ store.

There were 18 net new supermarkets opened during the year. We opened 8 new Dan Murphy stores, 5 of which were in NSW/ACT and a further 17 net new freestanding liquor stores, 16 of which were acquired during the period.

More importantly, total trading area for Food and Liquor increased by 5.0% during the year.

Petrol continues to be a good supplemental offer to our Supermarkets. By having 210 of our 287 sites either in the Woolworths' carpark or adjacent to the Woolworths' store, provides a very convenient, low cost offering to our customers. Full year Petrol sales increased more than 55% when adjusted for the extra week in FY2002. We continue our targeted strategy of expanding our petrol sites. There were 31 new canopies opened during the year. We are confident of identifying the appropriate number of suitable sites located close to our supermarkets to continue to expand this product offering.

BIG W

On a 52 week comparable year basis, sales grew 11.3% with a consistent performance in each half year. Comparable store sales grew 5.2% in the quarter, after adjusting for Easter, and 4.2% for the full year. BIG W sales rose 11.5% in the final quarter on a 12 week comparable quarter basis, adjusted for the impact of Easter.

"BIG W achieved a strong result with consistent comparable store growth over the year in a continuing competitive market. Solid growth was achieved across all merchandise categories, particularly small appliances and home entertainment (including music, DVD and computer, consumables, toys and sporting goods)", said Marty Hamnett, General Manager BIG W.

BIG W sales growth summary (adjusted for 53 weeks in FY2002 and Easter):

	Total	Comparable
Q1	12.7%	6.4%
Q2	10.2%	2.6%
H1	11.2%	4.2%
Q3	11.3%	3.6%
Q4	11.5%	5.2%
H2	11.4%	4.3%
Year	11.3%	4.2%

There were 8 new stores opened during the year, which accounted for a 9.8% increase in trading area.

CONSUMER ELECTRONICS

On a 52 week comparable year basis, sales grew 22.5%. Consumer Electronics sales rose 15.8% in the final quarter on a 12 week comparable quarter basis, adjusted for the impact of Easter. Comparable store sales grew 16.1% in the quarter and 18.1% for the full year.

"This result reflected strong growth over the year in communications particularly in mobile phones and in home entertainment through TVs and computer games", said Greg Foran, General Manager Dick Smith Electronics/Tandy.

Consumer Electronics sales growth summary (adjusted for 53 weeks in FY2002 and Easter):

	Total	Comparable
Q1	22.9%	12.3%
Q2	23.5%	18.1%
H1	22.9%	15.5%
Q3	27.0%	26.0%
Q4	15.8%	16.1%
H2	21.4%	21.1%
Year	22.5%	18.1%

One new PowerHouse store and six net new Dick Smith Electronics stores were opened in the year. Twenty-five Tandy stores, the majority of which were in close proximity to Dick Smith Electronics stores, were closed.

OVERALL

This sales result is in line with our expectations and previous market guidance. We anticipate earnings for the full financial year to be in the range of 57 to 58 cents per share after goodwill amortisation and 59.5 cents to 60.5 cents per share before goodwill amortisation. Previous guidance was 56 to 58 cents per share after, and 58.5 cents to 60.5 cents per share before goodwill amortisation.

The full year profit result will be announced on 25th August, 2003.

For further information contact:

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Appendix 1

Detailed Sales Analysis	**($ Millions)**			
	2002	**2003**	**Increase/ Decrease**	**Normalised (1)**
<u>Fourth Quarter by Division</u>				
Food and Liquor	4,847	4,877	0.6%	8.1%
Petrol	329	417	26.7%	35.8%
Supermarket Division	**5,176**	**5,294**	**2.3%**	**9.9%**
BIG W General Merchandise	496	528	6.5%	11.5%
Consumer Electronics	165	176	6.7%	15.8%
General Merchandise Division	**661**	**704**	**6.5%**	**12.6%**
Continuing Operations	**5,837**	**5,998**	**2.8%**	**10.2%**
Wholesale Division	**200**	**31**	**-84.5%**	**-83.3%**
Total Fourth Quarter Sales	**6,037**	**6,029**	**-0.1%**	**7.1%**
<u>Full Year by Division</u>				
Food and Liquor	19,595	21,039	7.4%	9.4%
Petrol	1,119	1,711	52.9%	55.8%
Supermarket Division	**20,714**	**22,750**	**9.8%**	**11.9%**
BIG W General Merchandise	2,281	2,500	9.6%	11.3%
Consumer Electronics	659	791	20.0%	22.5%
General Merchandise Division	**2,940**	**3,291**	**11.9%**	**13.8%**
Continuing Operations	**23,654**	**26,041**	**10.1%**	**12.2%**
Wholesale Division	**819**	**280**	**-65.8%**	**-65.2%**
Total Full Year Sales	**24,473**	**26,321**	**7.6%**	**9.6%**

(1) Reflects sales growth normalised to adjust for a 53 week year in FY2002, and the estimated impact of Easter, which fell in week 40 (third quarter) in FY 2002 and week 42 (fourth quarter) in FY 2003.

Appendix 2

Five Year Store and Trading area Analysis Year Ended 29th June 2003	2003 FULL YEAR		2002 FULL YEAR	2001 FULL YEAR	2000 FULL YEAR	1999 FULL YEAR
STORES (number)						
Supermarkets Division						
NSW & ACT	228		227	198	192	178
QLD	141		130	115	112	111
VIC	175		171	151	149	145
SA & NT	63		60	53	51	45
WA	58		59	57	52	52
TAS	29		29	29	29	28
Total Supermarkets	694	(1)	676	603	585	559
Freestanding Liquor	164		139	130	41	42
Plus Petrol	287		256	166	137	98
Total Supermarket Division	1,145		1,071	899	763	699
General Merchandise Division						
BIG W	104		96	90	87	85
Crazy Prices					135	117
Dick Smith Electronics	153		147	138	123	119
Dick Smith PowerHouse	16		15	9	6	4
Tandy	179		204	222		
Rockmans						258
Total General Merchandise Division	452		462	459	351	583
Total Group	1,597		1,533	1,358	1,114	1,282
Trading Area (square metres)						
Food and Liquor Division	1,574,640	(2)	1,499,696	1,344,246	1,254,744	1,206,202
General Merchandise Division	695,338		640,832	602,718	614,515	619,333
Total Group	2,269,978		2,140,528	1,946,964	1,869,259	1,825,535
(1) **Supermarket Store Movements July 02 -June 03**						
New Stores - Incremental	21					
New Stores - Replacement	3					
	24					
Closures - Replacement	3					
Closures - Permanent	3					
Net New Stores	**18**					
(2) Food and Liquor trading area increased by 5.0%.						