2021 RESULTS PRESENTATION

For the 53 weeks ended 4 July 2021

















House & Home









WELCOME

PRESENTATION OUTLINE

OPERATIONAL REVIEW Pieter Engelbrecht

FINANCIAL RESULTS Anton de Bruyn

STRATEGY UPDATE QUESTIONS Pieter Engelbrecht

2021 OPERATIONAL REVIEW

Chief Executive Officer
PIETER ENGELBRECHT

S UNWAVERING COMMITMENT TO CUSTOMERS

PROTECT SOUTH AFRICA AS WE REBUILD.

It is so easy to break down and destroy. The heroes are those who make peace and build.

- Nelson Mandela

9

UNWAVERING COMMITMENT TO CUSTOMERS

Proud of our team's display of agility and resilience in challenging trading environment

- 530 days of new COVID-19 protocols since first lockdown
- Liquor sales increased despite trading bans and restrictions
- 148 stores re-opened in record time after unrest



Shoprite Jabulani rebuilt and reopened in just 14 days



Usave mobile stores sent to impacted areas to serve customers in need



AFRICA'S MOST ACCESSIBLE & AFFORDABLE RETAILER



SANITARY PADS





2021 THE GROUP IN REVIEW







+13.6%

BASKET GROWTH

HIGHER VOLUMES







+178m ADDITIONAL PRODUCTS SOLD





SUPERMARKETS RSA

- Strong Supermarkets RSA sales momentum despite liquor trade disruptions:
 - +9.3% for 53 weeks(52 weeks: 6.9%)
 - Like-for-like sales +7.3% (52 weeks: 4.9%)
- Benefitted from customer behaviour shifts:
 - Better value, better range and better stock availability
 - More accessible locations and leading online experience
- Shielded customers from price increases
 - o Internal price inflation of 3.8% below official food inflation of 5.4%

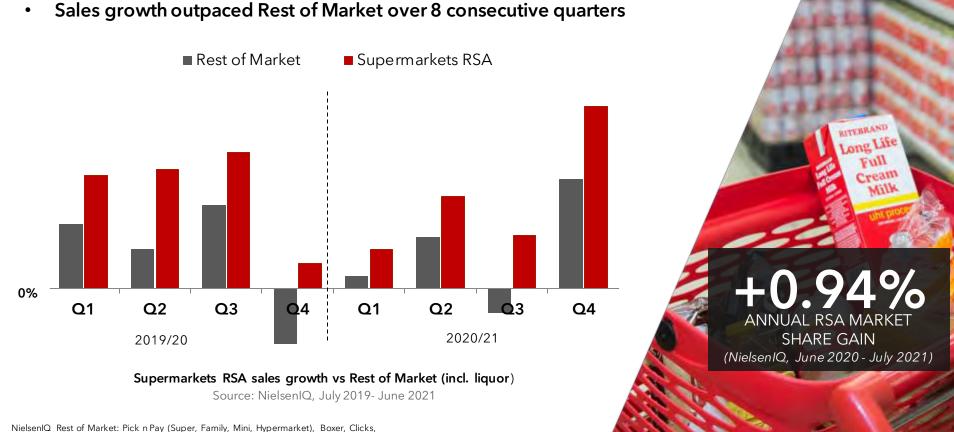


Supermarkets RSA internal price inflation





SUPERMARKETS RSA



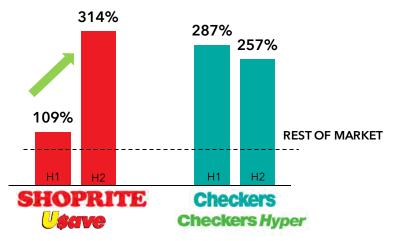
Woolworths, Dis-Chem, Fruit & Veg City, Game, Spar, OK Foods, PEP, Jetmart



SUPERMARKETS RSA

Brand portfolio effect - each of our supermarket brands gained market share

Gained share on top of commanding base during lockdown
 SHOPRITE Improved sales at 2x the pace of other retailers (NielsenIQ, 2021)
 Checkers Leading our gains notwithstanding some pantry loading last year
 Checkers Hyper Continued to benefit from larger basket behaviour



Supermarkets RSA indexed sales growth vs Rest of Market (incl. liquor) NielsenIQ, July 2020 - June 2021



GROSS MARGIN: SUPERMARKETS RSA

- Higher margin achieved whilst maintaining price leadership
 - o Internal price inflation slowed in H2
- Higher Checkers contribution and positive volume growth
- Strong team collaboration achieved end-to-end operational excellence
 - o Improved supply chain efficiencies achieved
 - o More effective promotions through Xtra Savings Rewards
 - o Tightly managed wastage and shrinkage
 - o Ongoing benefits from SAP ERP re-platforming



LIQUORSHOP RSA PERFORMANCE

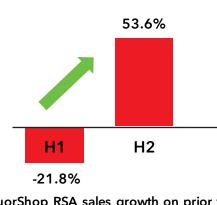


- Positive sales growth despite 20.3% fewer customer visits
- 144 trading days lost

S

- +2.5% market share gain in RSA (NielsenIQ, 2021)
- Online sales growth increased 151%





LiquorShop RSA sales growth on prior year: H1 vs H2



Net new stores opened





SUPERMARKETS NON-RSA PERFORMANCE

- Supermarkets Non-RSA sales declined 7.5% (Continuing operations)
 - Currency devaluations, COVID-19 regulations and trading challenges
- Offset by a fourfold increase in trading profit to R307m (Continuing operations)
 - o Goal of a more manageable core group of countries largely achieved
 - o Nigeria sale (R441m proceeds received to date) and Kenya divestment concluded
 - o Madagascar and Uganda classified as held for sale
- **Constant currency sales increased 6.8%** (Continuing operations)
 - o Zambia sales +25.2%
- Angola sales declined 37.2% (Kwanza devalued 32.8% against Rand)
- No significant disposals or exits expected short-medium term
- Strict capital allocation continued and remains self-funding



FURNITURE & OTHER OPERATING SEGMENTS



Furniture segment sales

R6.8bn

+24.6%

Once-off demand for home improvement after lockdown:

- Like-for-like sales increased 13.5% (H1: 17.3%, H2: 7.3%*)
- Segment returned to profitability
- Total 426 stores (closed net 16 stores)



R11.9bn

- OK Franchise sales remained resilient +8.2%
 - o Total 513 stores (opened net 36 stores)
- Transpharm and Medirite sales increased 17.2%
- Impacted by COVID-19 restrictions
 - o Checkers Food Services (hospitality industry)
 - o Computicket (travel and event ticketing)

*27 weeks vs. 26 weeks

S WORKING TOGETHER FOR A SUSTAINABLE FUTURE

ALL SHOPPING BAGS ARE RECYCLED AND RECYCLABLE



146 SUSTAINABLE COMMUNITY GARDENS COVERING 3.3 MILLION M²



> 1500 SMALL AND MEDIUM-SIZED ENTERPRISES

29 MOBILE SOUP KITCHENS



6.5 MILLION MEALS SERVED SINCE THE START OF LOCKDOWN



INCREASED CAPACITY OF OUR SOLAR PV SYSTEMS BY 350%



32 SITES ARE GENERATING RENEWABLE ENERGY FROM SOLAR PV SYSTEM RECYCLED MORE THAN 40 000 TONS OF CARDBOARD AND MORE THAN 4300 TONS OF PLASTIC



2021 FINANCIAL RESULTS

Chief Financial Officer ANTON DE BRUYN

RESTATEMENTS SINCE JUNE 2020

IFRS 5: NON-CURRENT ASSETS HELD FOR SALE AND DISCONTINUED **OPERATIONS**

JUNE 2021

- Classify the Group's Kenya, Uganda and • Madagascar subsidiaries as discontinued operations
- Statement of comprehensive income • reflects profit/(loss) from discontinued operations separately
- Assets and liabilities relating to the • Madagascar and Uganda discontinued operations classified as held for sale



JUNE 2020*

Comparative statement of comprehensive • income restated for newly classified discontinued operations during 2021 (refer to note 2 of the condensed consolidated financial statements)

	June 2020 * Restatement impact Rm
Sale of merchandise	(1446)
Gross profit	(268)
Net expenses	369
Trading profit	101
Exchange rate gains	11
Items of a capital nature	261
Operating profit	373
Finance costs	32
Profit before income tax	405
Income tax	9
Profit from continuing operations	414

* Restated for newly classified discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations



FINANCIAL OVERVIEW

Continuing operations	2021	Restated* 2020	Change %
Sale of merchandise	R168.0bn	R155.4bn	8.1
Gross margin	24.5%	24.0%	
Other operating income	R2.6bn	R2.3bn	13.6
Interest revenue	R0.5bn	R0.6bn	(9.4)
Total expenses	R34.0bn	R31.9bn	6.7
Trading profit	R10.3bn	R8.3bn	24.9
Trading margin	6.1%	5.3%	
Exchange rate (losses)/gains	(R0.0bn)	R0.6bn	(>100)
ltems of a capital nature	(R0.8bn)	(R0.8bn)	4.3
EBITDA	R15.1bn	R12.9bn	17.4
Effective tax rate	32.2%	31.4%	
DHEPS	952.5c	793.4c	20.1
Adjusted DHEPS	883.8c	732.5c	20.7
Dividend	544.0c	383.0c	42.0
ROIC	12.4%	9.7%	

* Restated for newly classified discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations

Notes to the results:

Gross margin:

55 basis points increase in gross margin due to a combination of contribution mix, improved operational execution, impact of the Xtra Savings Rewards Programme and Non-RSA change to local product sourcing

Other operating income increase mainly due to increased premiums and insurance cell income, media services relating to advertisers and increased delivery recoveries from Checkers Sixty60 and Furniture

Interest revenue declined due to government bonds and bills maturing during the year

Expense growth 6.7% (H1: 4.3%, H2: 9.2%):

- excluding COVID-19 costs +7.1% (2021: R234m; 2020: R327m)
- employee benefits +8.5%
- other operating expenses +7.0%
- depreciation and amortisation +7.3%

Exchange rate losses for 2021 limited to R27m

Items of a capital nature include R1.1bn of impairments of which R477m pertains to hyperinflation adjustments

Adjusted DHEPS excludes the impact of exchange rate differences, hyperinflation and lease modifications and terminations and related tax effects



DHEPS

	2021 cents	Restated* 2020 cents	Change %
DHEPS continuing operations previously reported		765.8	
Restated for IFRS 5: Discontinued operations		27.6	
DHEPS continuing operations	952.5	793.4	20.1
DHEPS discontinued operations	20.7	(37.7)	>100
DHEPS including discontinued operations DHEPS continuing operations	973.2 952.5	755.7 793.4	28.8 20.1
Adjusted for:			
Forex	4.8	(104.0)	>100
Hyperinflation	8.8	27.8	(61.8)
Lease modifications and terminations	(33.7)	(12.5)	>100
Related income tax effect	(48.6)	27.8	(>100)
Adjusted DHEPS from continuing operations	883.8	732.5	20.7

* Restated for newly classified discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations

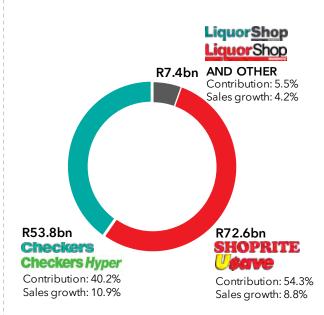
S

SALES GROWTH PER SEGMENT

	Total sales 53 weeks %	Like-for- like 53 weeks %	Net new stores 53 weeks %	Total sales 52 weeks %
Supermarkets RSA	9.3	7.3	2.0	6.9
Restated Supermarkets Non- RSA*	(7.5)	(8.7)	1.2	(9.5)
Furniture	24.6	13.5	11.1	22.1
Other operating segments	10.0	9.4	0.6	9.2
Total continuing operating				
segments	8.1	5.9	2.2	5.9

* Restated for newly classified discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations

Supermarkets RSA Brand contribution and sales growth



S

TRADING PROFIT BY SEGMENT

	2021 Rm	2020 Rm	Change 53 weeks %	Trading margin 2021 %
Supermarkets RSA	9 401	8 024	17.2	7.0
Restated Supermarkets Non-RSA*	307	73	>100	2.0
Furniture	382	(15)	>100	5.6
Other operating segments	291	316	(7.9)	2.4
Total continuing operating segments	10 381	8 398	23.6	6.2
Hyperinflation effect	(49)	(126)	61.1	-
Total continuing operations	10 332	8 272	24.9	6.1
* Restated for newly classified discontinued operations in accordance with IFRS 5: Non-co Discontinued Operations	urrent Assets Held for Sale	`	52 Weeks 20.9%	52 Weeks +6.1%

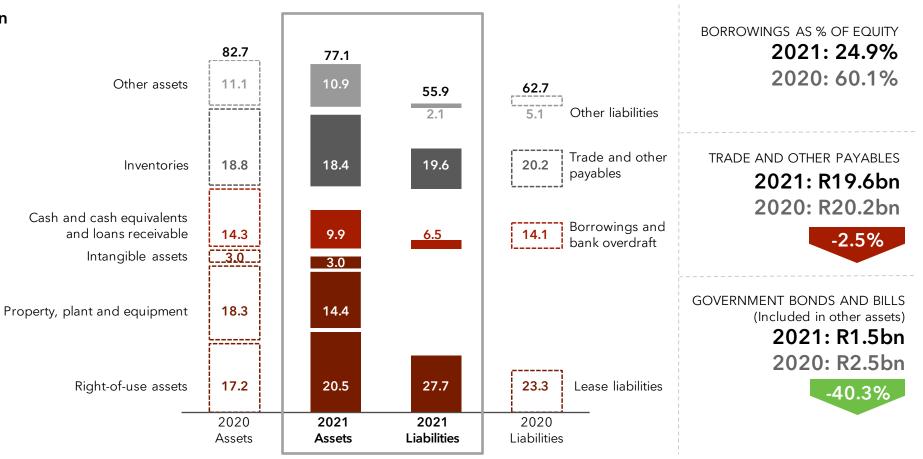
S

NET FINANCE COSTS

		2021	2020*		2021	Previously reported 2020
		Rm	Rm	Net finance costs cover	18.3x	15.3x
Interest received from ba balances	nk account	268	443	Finance costs cover	10.4x	8.4x
Finance cost: borrowings		(624)	(966)	Covenants w of 5.0x and 3		
Finance cost: lease liabili [.]	ties	(2471)	(1 912)	 		
Net finance costs * Restated for newly classified discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and Discontinued Operations	Includes once-off breakage cost of R178m paid on early settlement of \$250m fixed interest rate loan	(2 827)	(2 435)	DEFINITION: Finance cost impact of IFR (EBITDA/FIN,	s cover (excl 8516)	-

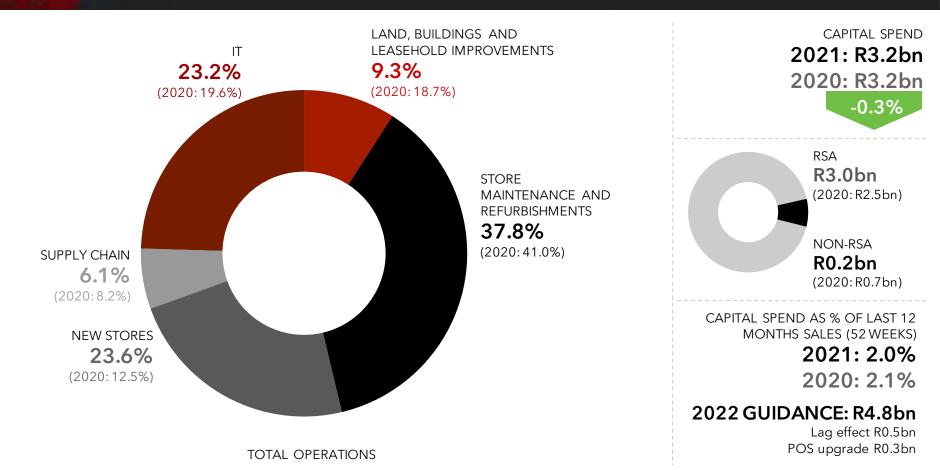
BALANCE SHEET COMPOSITION

Rbn



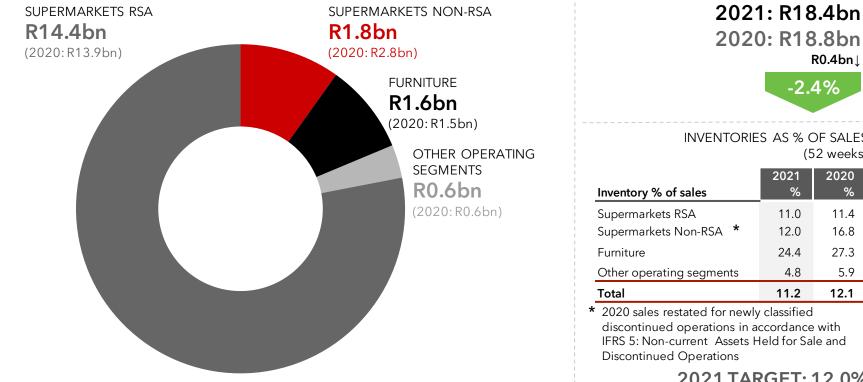
CAPITAL EXPENDITURE

S





INVENTORIES



R0.4bn↓ -2.4%

INVENTORIES

INVENTORIES AS % OF SALES (52 weeks)

	2021	2020
Inventory % of sales	%	%
Supermarkets RSA	11.0	11.4
Supermarkets Non-RSA *	12.0	16.8
Furniture	24.4	27.3
Other operating segments	4.8	5.9
Total	11.2	12.1

* 2020 sales restated for newly classified discontinued operations in accordance with IFRS 5: Non-current Assets Held for Sale and

> 2021 TARGET: 12.0% 2022 GUIDANCE: 11.5%

NET GEARING

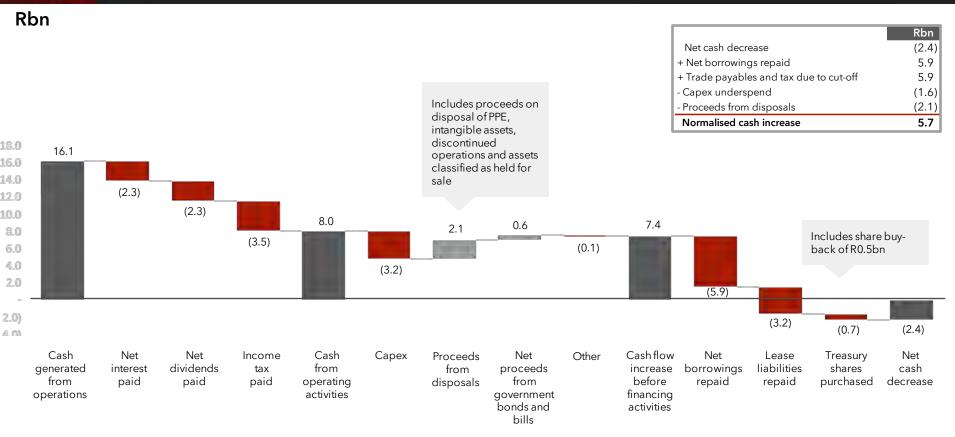
S

	2021 Rm	2020 Rm	NET CASH/(BORROWINGS) 2021: R1.5bn 2020: -R2.0bn >100%
Total cash position	6 729	10 019	
Borrowings	(5 279)	(12 009)	2021: US\$68m 2020: US\$433m
Net cash position/(borrowings)	1 450	(1 990)	-84.3%
Lease liabilities	(27 722)	(23 271)	TOTAL CASH POSITION Reflects R5.9bn paid before year- end relating to trade payables,
Net debt	(26 272)	(25 261)	income tax and VAT for Supermarkets RSA

SHARE BUY-BACK JUNE 2021: R0.5bn

2021 CASH FLOW STATEMENT

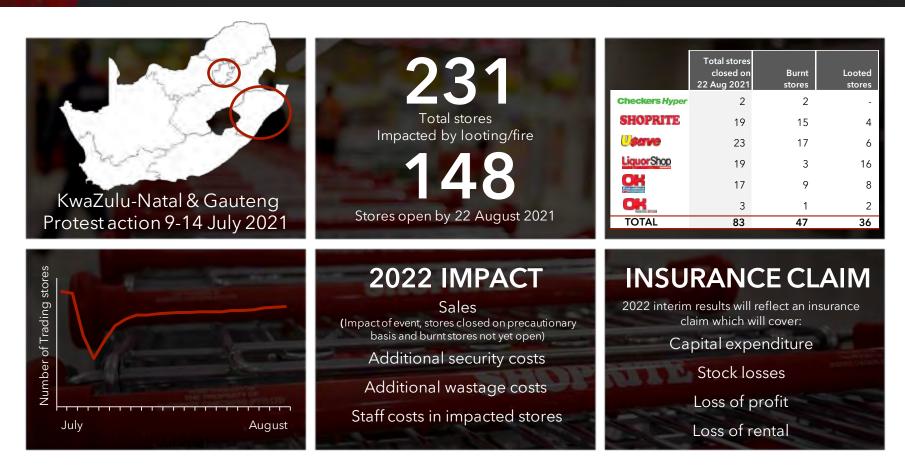
\$'



TOTAL OPERATIONS



POST BALANCE SHEET EVENT





CAPITAL ALLOCATION CONSIDERATIONS



WORKING CAPITAL	✓ Inventory reduction - target achieved	 Inventory remains a focus area FY22-25 Inventory to sales target: 11.0% - 11.5%
BORROWINGS	✓ US dollar borrowings reduced by US\$365m to US\$68m	 Remaining US\$68m balance remains in place for Non-RSA trade funding
CAPITAL SPEND	 ✓ Sale and leaseback of DC's in exchange for cash and 49.9% share in Retail Logistics Fund (RF) (Pty) Ltd completed ✓ Medium-term capex target achieved 	 Rebuilding our stores impacted by KZN and central Gauteng unrest Capital spend FY22 target: R4.8bn including R0.5bn relating to impact from delayed expenditure
CAPITAL ALLOCATION	 ✓ Non-RSA actions: ✓ Nigeria sale successfully concluded ✓ Kenya closure ✓ Madagascar and Uganda disposal 	 Non-RSA review nearing completion, no further material changes expected short- term Share buy-back authorised. Going forward will depend on share price Acquisitions - announced Masscash Cash & Carry, Cambridge Food & Massfresh

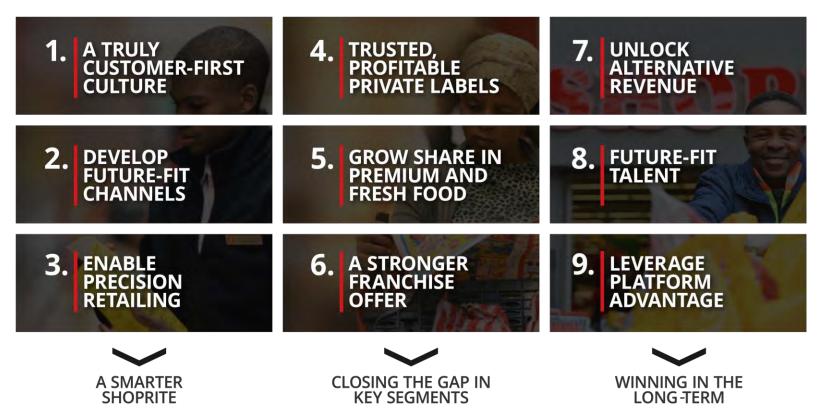
STRATEGY UPDATE

Chief Executive Officer PIETER ENGELBRECHT



STRATEGY REMAINS FUTURE-FIT

Investing in a 'Smarter Shoprite' with a focus on optimising our core retail capabilities in existing markets





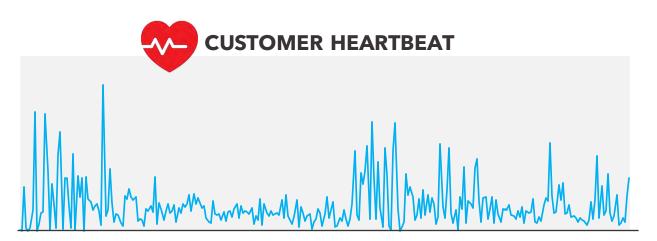
A TRULY CUSTOMER-FIRST CULTURE

Million members

R5.3bn

Instant savings back to customers

- Fastest growing rewards programme: 20m + Xtra Savings members, ahead of expectations
- Customer insights from 1 500 swipes per minute powering a "Smarter Shoprite"
- Shifting focus to long-term customer lifetime value

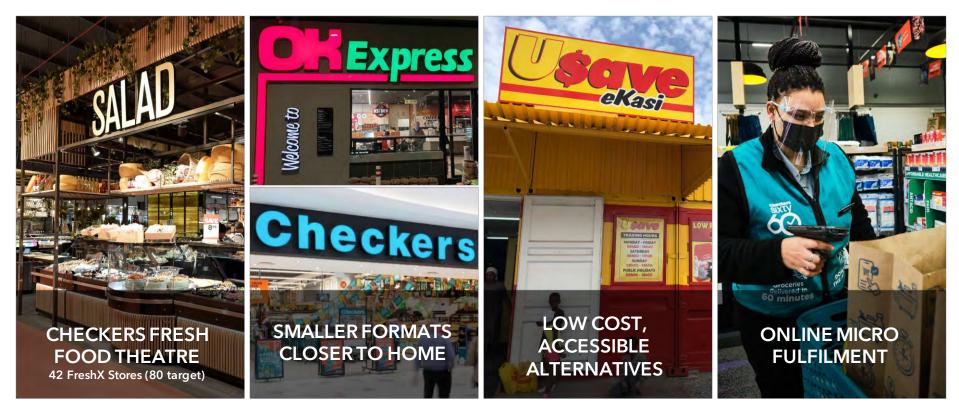


Unique Customer shopping patterns over time



DEVELOP FUTURE-FIT CHANNELS

Formats and channels that are responsive to rapidly changing customer needs





DEVELOP FUTURE-FIT CHANNELS

Investing in Digital Channels in the Race For Reach



S

DEVELOP FUTURE-FIT CHANNELS

- Strong performance from Checkers Sixty60: Award-winning 1hr grocery delivery innovation
- No.1 grocery delivery app in SA: 1.5m app downloads
- Leading the Quick Commerce revolution : 1.5m of the orders delivered in under 30min
- Live in 233 sites and fully integrated into operations and supply chain machine
- Increased choice: 17k products at in-store pricing
- Sixty60 supports new job creation totaling 3 584 opportunities to date





ENABLE PRECISION RETAILING

~1 200 CATALOGUE PROMOTIONS \rightarrow PERSONALISED VALUE







CLOSING THE GAP IN KEY SEGMENTS

TRUSTED, PROFITABLE PRIVATE LABELS

18.3% 17.1% 2020 2021 Supermarkets RSA private label

sales participation

HEADROOM IN FRESH, CONVENIENCE AND WELLNESS

Continued Fresh share gains: R204m

(Checkers and Hyper, 12m NielsenIQ)

Simple Truth doubled sales



New free-range, plant-based and eco-friendly products

UPMARKET CHOICE & FOOD PARTNERSHIPS

Super premium Forage & Feast range launched with Michelin Star Chef Jan



Food Partnerships





UNLOCKING ALTERNATIVE REVENUE

- Investing in digital and media revenue
- Expanded value-added services for customers

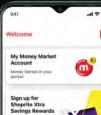


S



Your favourite Money Market services in your pocket.

Available 24/7







Join SA's newest cellular "network."

Powered by SHOPRITE

OUT

knect

SHOPRITE

S

WINNING IN THE LONG-TERM

Meet Shoprite^x

- Digital innovation hub accelerating digital transformation
- Fusing the best of data, tech and talent for a Smarter Shoprite
- Co-located with Group IT in purpose-built offices
- Building precision retail capabilities for future growth:
 - o E-commerce and digital customer experience
 - o Data science and customer insights
 - o Personalisation and promo effectiveness





FUTURE-FIT TALENT

- Largest private employer in SA
- 142 602 team members, created 3 897 new jobs
- No. 1 Graduate Employer of Choice (SAGEA)
- Highest impact employment creator through the Yes programme
- Equipping retail teams to thrive in new retail landscape





Largest customer base

~1 billion transactions

17 powerful and trusted brands

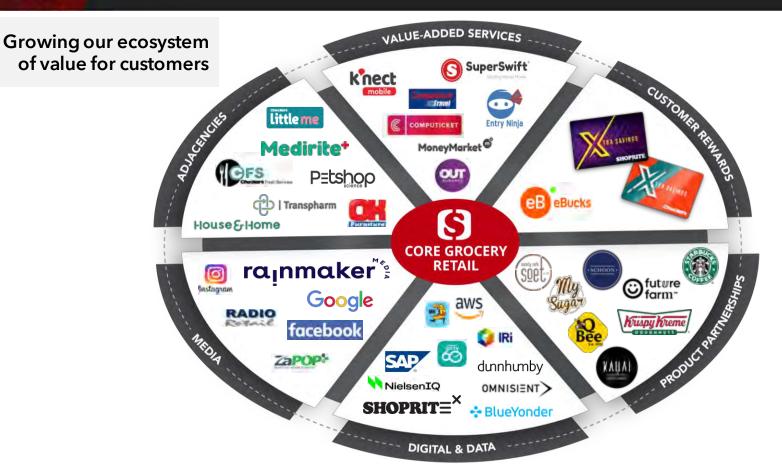
Shoprite "Brand of the decade" (Sunday Times, 2021) Checkers "Most Admired brand" (MarkLives, 2021)

Unbeatable proximity advantage: 2 898 stores

80% of the population live within 5km of one of our stores

Unrivalled supply chain know-how

S LEVERAGE PLATFORM ADVANTAGE



OUTLOOK

- Non-RSA actions taken are expected to sustain the segment's profitability
- RSA internal price inflation 3.9% for month of July 2021
- Supermarkets RSA trading remains ahead of internal inflation despite unrest impact
- Unaffected stores maintaining good momentum and volume growth
- Furniture sales impacted by unrest and high post lockdown base in Q1 2021
- MassCash C&C, Cambridge Foods and MassFresh assets will be a valued addition to the RSA business
- Our business remains highly cash generative and in a strong financial position
- Actively assessing RSA acquisitions/partnerships fit for our ecosystem
- We are optimistic about our opportunities and our digital and consumer momentum



QUESTIONS

THANK YOU



SHOPPINE CHECKERS PTY LTD

A APRIL OF A STREET, ST

2021 ADDITIONAL INFORMATION

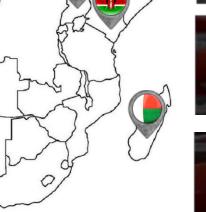
Chief Financial Officer
ANTON DE BRUYN



DISCONTINUED OPERATIONS

NIGERIA

Effective date 23 May 2021 Selling price: R531m Cash received to date: R441m Receivable in 4 instalments over 29 months: R90m Profit on sale: R21m



KENYA

Last store closed Jan 2021 Profit after tax: R10m

UGANDA

Sale of assets Estimated transfer H1 2022 Loss after tax: R21m

MADAGASCAR

Sale of assets Estimated transfer H2 2022 Loss after tax: R8m



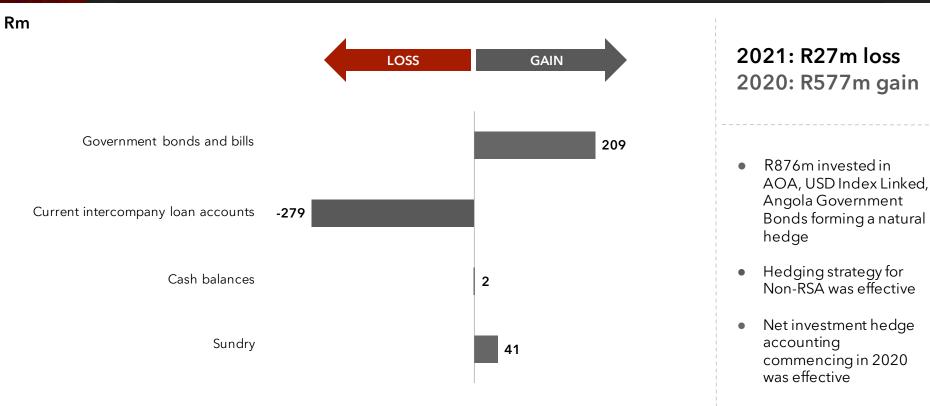
2021 ADJUSTED DHEPS RECONCILIATION

	Headline	
	earnings	DHEPS*
	Rm	cents
Headline earnings including discontinued operations	5 391	973.2
Headline earnings discontinued operations	(115)	(20.7)
Headline earnings continuing operations	5 276	952.5
Adjusted for:		
Forex	27	4.8
Hyperinflation	49	8.8
Lease modifications and terminations	(187)	(33.7)
Related income tax effect	(270)	(48.6)
Adjusted headline earnings from continuing operations	4 895	883.8

*DHEPS based on 553 855 521 weighted average number of ordinary shares adjusted for dilution







2021 Exchange rate losses/gains (Rm)

ITEMS OF A CAPITAL NATURE

S

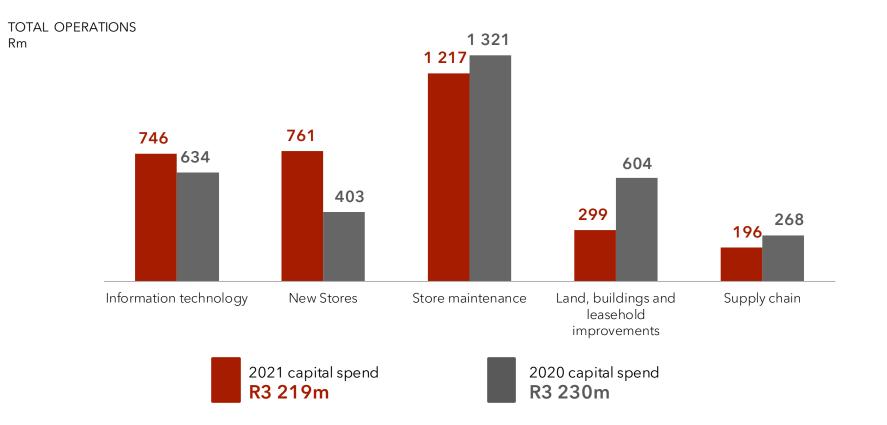
	2021 Rm	2020* Rm	Notes to the result	s:
Impairment of PPE	(860)	(455)	Non-financial asset impairments/(impairment	2021
Impairment of right-of-use assets	(198)	(448)	reversals) by segment Supermarkets RSA	Rm 125
Impairment of intangible assets	(30)	(99)	Supermarkets Non-RSA	497
Non-financial asset impairments	(1 088)	(1 002)	Furniture	(38)
Profit on sale and leaseback transaction	160	-	Other	27
Profit on disposal of assets held for sale	131	239	Total operating segments	611
Loss on disposal and scrapping of PPE and			Hyperinflation effect	477
intangible assets	(130)	(91)	Consolidated continuing operations	1 088
Other	99	60	* Restated for newly classified dis	scontinued
Total	(828)	(794)	operations in accordance with I current Assets Held for Sale and Operations	FRS 5: Non-



	2021	2020	2019
	Rm	Rm	Rm
Trading profit from continuing operations	10 332	8 272	
Effective tax rate at year-end	32.2%	31.4%	
Trading profit after tax	7 004	5 675	
Invested capital	55 426	57 369	59 515
Net asset value	21 204	19 994	22 207
Borrowings	5 279	12 009	11 706
Lease liabilities	27 722	23 271	21 478
Bank overdraft	1 221	2 095	4 124
Average invested capital	56 398	58 442	
ROIC	12.4%	9.7%	



ASSETS AND CAPITAL SPEND



EXCHANGE RATE EXPOSURE

