

**Senate Select Committee on Supermarket Prices**  
**ANSWERS TO FURTHER QUESTIONS ON NOTICE**  
Response to Committee, 3 May 2024  
Woolworths Group

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**Question 6:**

**Could Woolworths please supply the data for 20 years, starting from financial year 2004, on the gross margins of just the Supermarket group?**

This data is included as part of our segment disclosures for the Australian Food Business in our Annual Reports and published financial results.

We have provided gross margins for the Australian Food Business as we cannot consistently separate Supermarkets as a standalone business. This is primarily because separate information for the Supermarkets business is not available in our source systems prior to F16 and our externally audited annual results are presented for the Australian Food Business.

The Australian Food Business currently includes our Australian Supermarkets business, Metro and e-commerce, as well as other business units such as Cartology, Everyday Insurance and Everyday Mobile.

Inclusions in the Australian Food Business have varied over the years, as set out in the notes of each of our respective Annual Reports. For example, it is disclosed as Supermarkets (including Liquor and Petrol) from F03-14, Australian Food (including Petrol) in F15 and Australian Food from F16 to F23 in our Annual Reports.

Gross margins for the Australian Food Business do not include all our operating costs, including most wages, store costs, depreciation, support office, marketing, utilities, repairs and maintenance, tax and interest.

<b>FY</b>	<b>AU Food Gross Margin</b>
F03	24.4%
F04	24.1%
F05	23.3%
F06	23.0%
F07	23.4%
F08	23.5%
F09	24.1%
F10	24.5%
F11	24.7%
F12	24.8%
F13	25.1%
F14	25.2%

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F15	26.2%
F16	27.4%
F17	28.5%
F18	29.0%
F19	28.7%
F20	29.2%
F21	26.8%*
F22	27.4%
F23	28.1%

*\* Gross margin figures from F21 onwards reflect the reclassification of supply chain costs from cost of doing business into gross margin.*

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**Question 13:**

**Could Woolworths please provide the lower dollar margin and lower percentage margin on the Odd Bunch compared to other fresh food?**

We do not hold regular product-by-product information on 'lower dollar margin' or 'lower percentage margin'. Due to gaps in availability, seasonal fluctuations and significant variation across product specifications on Odd Bunch products over time, we cannot make these comparisons easily.