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23 February 2022

Australia

EQUITIES

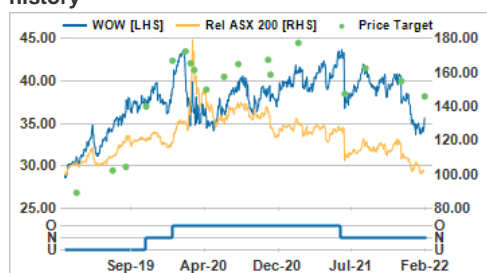
WOW AU Neutral
Price (at 05:10, 23 Feb 2022 GMT) A\$35.20

Valuation	A\$	38.20
- Sum of Parts		
12-month target	A\$	38.20
12-month TSR	%	+11.0
Volatility Index		Low
GICS sector		Food & Staples Retailing
Market cap	A\$m	42,662
30-day avg turnover	A\$m	100.5
Number shares on issue	m	1,212

Investment fundamentals

Year end 30 Jun		2021A	2022E	2023E	2024E
Revenue	m	55,811	58,533	60,054	61,359
EBIT	m	2,823	2,745	2,990	3,084
Reported profit	m	2,074	7,771	1,622	1,715
Adjusted profit	m	1,541	1,503	1,622	1,715
Gross cashflow	m	4,214	3,812	3,939	4,079
CFPS	¢	331.3	301.8	317.1	327.4
CFPS growth	%	1.5	-8.9	5.1	3.2
PGCFPS	x	10.6	11.7	11.1	10.8
PGCFPS rel	x	1.12	1.15	1.02	1.01
EPS adj	¢	121.0	119.0	130.6	137.6
EPS adj growth	%	-5.0	-1.7	9.8	5.4
PER adj	x	29.1	29.6	27.0	25.6
PER rel	x	1.69	1.78	1.53	1.54
Total DPS	¢	108.0	81.8	89.4	94.2
Total div yield	%	3.1	2.3	2.5	2.7
Franking	%	100	100	100	100
ROA	%	7.3	7.7	9.3	9.6
ROE	%	30.5	41.6	26.2	24.9
EV/EBITDA	x	8.7	9.2	8.8	8.6
Net debt/equity	%	107.1	43.5	16.0	-7.7
P/BV	x	32.2	7.5	6.7	6.1

WOW AU rel ASX 200 performance, & rec history



Note: Recommendation timeline - if not a continuous line, then there was no Macquarie coverage at the time or there was an embargo period.

Source: FactSet, Macquarie Research, February 2022
(all figures in AUD unless noted)

Analysts

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Woolworths Group (WOW AU)

Valuation premium becoming harder to justify

Key points

- 1H22 results largely in line with pre-announcement with NPAT of \$795m down 6.5% on pcp
- Australian food inflation starting to pick up with the group flagging 2-3% price growth in key items in the half to date.
- COVID costs and store closures weighed on margins despite market share gains overall in Food. Prefer MTS and COL for lower PE.

Event

- WOW 1H22 results was broadly in line with consensus with NPAT of \$795m down 6.5% on pcp and EBIT of \$1.4b down 11% on pcp.

Impact

- COVID impacted half had strong sales, but softer EBIT. Group sales were \$31.9b up 8% on pcp, driven by the acquisition of PFD and an increased stake in Quantum. Ex acquisition sales grew 4.2%. Group EBIT declined 11% to \$1.4b as increased COVID costs and the impact of BIG W store closures dragged on margins. We note current 7 week trading has improved, with consumers increasing supermarket spend on the back of the Omicron outbreak, we expect this to normalise shortly as restrictions ease.
- Australian Food sales increased 3.4% in the half, and up ~5% for first seven weeks of 2H22. We note that the sales growth has largely come online, with store originated sales down 70bps which online sales grew by 50%. Although the group saw price deflation of 60bps in the half, driven by fruit and tobacco, the group pointed to 2-3% inflation across the first 7 weeks of the current half as transport costs, commodity costs and labour costs start to bite. Supermarket earnings in general benefit from inflation given the high inventory turn and high fixed cost base, but we are wary of high PE names as rising discount rates may adversely impact valuations.
- BIG W sales fell 9.0% to \$2.3b and EBIT declined by 81% to \$25m as forced store closures in the period impacted trading. Consumer demand has remained soft in the first seven weeks, with sales falling 4% as consumers avoided shopping malls during the Omicron outbreak.
- New Zealand sales up 8.3% to \$4.0b, as prolonged COVID restrictions and rising inflation impacted the country.

Earnings and target price revision

- EPS estimates +6.9%/+2.2%/+1.7% for FY22/23/24E. Cut PT by 4.5% to \$38.20 with higher earnings offset by lower peer multiples since last update.

Price catalyst

- 12-month price target: A\$38.20 based on a DCF methodology.
- Catalyst: The next quarter will be key to demand as consumers return to normal behaviour.

Action and recommendation

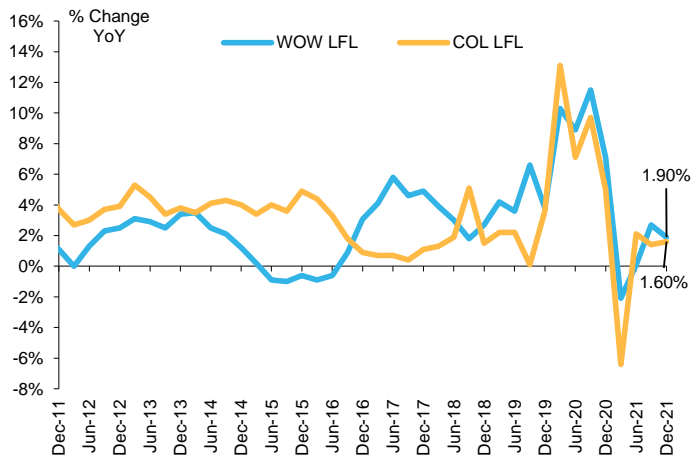
- We retain a Neutral rating on WOW. While we have a preference for staples, given uncertainty, we also have a preference for low PE names given increasing inflation and in turn interest rate risk.

Fig 1 WOW 1H21... inflation hitting shelves but topline still strong into 2H22

The good	The not-so-good	The interesting
<ul style="list-style-type: none"> • Group revenue was up 8% on pcp to \$31,894m, largely due to the PFD acquisition in the newly created Australian B2B division. If we exclude Quantum and PFD, then sales were up 4.2%. • Australian food sales up 3.4% on pcp vs COL at 1.1%, indicating that WOW has won market share over the half. Despite the lockdowns in Q1 in VIC and NSW, Metro Food sales were up 7.2% in the half. • Australian Food EBIT of \$1,217m, in-line with the pre-announced range of \$1.19b - \$1.22b. • NZ sales were up 8.3%, driven by lockdown restrictions from mid-August. They have also flagged higher inflation in NZ (1.7%) across grocery, fruit & veg and perishables, which should help the topline. • Dividend of 39cps in-line with F21 interim dividend of 40cps (excluding Endeavour Group), with the slight reduction reflecting the decline in NPAT (down 6.5% to \$795m). • Strong Christmas trading period. Australian Food up 3.6% in December vs. LY. 89% Christmas seasonal sell through in Big W. Strong digital traffic with 54m visits across all banners. Maintained market share and strong overall customer advocacy. • Australian Food sales up 7% in the first 7 weeks of 2H22 trading, despite the ongoing challenges for the resulting from Omicron. • Everyday Rewards membership grew 4.5% to 13.3m members. • Delivery Unlimited subscription relaunched with a >60% increase in subscribers. • Heathwood, QLD DC opened ahead of schedule and Palmerston North DC and Hilton meat plants opened in NZ. • Total committed undrawn facilities of \$2.6b, allowing significant headroom for WOW. • WOW credit rating remains solid with BBB from S&P and Baa2 from Moody's. • Average inventory days (from cont. ops.) decline marginally by 0.4 to 30.2, due to strong sales. 	<ul style="list-style-type: none"> • Group EBITDA down 6.0%, driven by COVID challenges. • EBIT margins contracted on pcp across all four operating segments: <ul style="list-style-type: none"> ⇒ Australian Food: down 61bps to 5.1% ⇒ Australian B2B: down 48bps to 0.9% ⇒ New Zealand Food: down 24bps to 5.0% ⇒ Big W: down 408bps to 1.1% • Stock flow has been impacted across the network with DC Outbound Service Levels in January 2022 at ~68%, in comparison to Jan 2021 which was at ~87%. Pre-COVID, these levels were stable around 94%. • Big W Sales and EBIT down on pcp. With declines of 9% to \$2,348m and 81.2% to \$25m respectively. ROFE also declined significantly by 6.1ppts to 5.8%. EBIT margin also declined to 1.1%, down 408bps on pcp. • Big W comparable sales declined significantly in 1Q22 by 16.8% and down 1.8% in 2Q22. Though it is important to note that it is cycling through elevated COVID levels from FY21. • Significant items of \$119m of team member remediation costs were absorbed in the half. • COVID costs were \$239m in the half, representing 70bps of sales, vs COL of \$150m. • COVID costs were \$34m in the first 7 weeks of 2H22 trading vs COL at \$30m in January. • Balance sheet debt increased by \$1.1b due to PFD acquisition and is now in a net debt position of \$2.9b, vs COL in net cash position of \$54m. Including lease liabilities, total net debt of \$15,480m (F21: \$13,879m) • ROFE from continuing operations declined on pcp by 290bps to 14.1%, driven by lower Group EBIT. 	<ul style="list-style-type: none"> • Though Online is a more expensive channel for the business, WOW noted that they noticed a gain in share of wallet from Delivery Unlimited customers. They noticed that subscribers still tend to shop in-store as well as spend more online. • The group completed 28 renewals in the half across ANZ food. • 653 WOW supermarkets now offering Direct to boot. There has also been material increases in Home Delivery capacity. • Comparable sales better than expected in NZ Food, at 7.5% compared to expectations of 6%. • Income tax rate for the half was lower at around 25%, compared to circa 30% in the prior period. This was due to tax overprovisioning from the year before due to the demerger. This reduction in the tax rate is a one-off benefit. • Stock loss for Aus food was at around 4.6% for Fresh and 1.1% for Long Life for the half. Through the increased use of technology, it will assist the business in better use of markdowns and flow in fresh food. • WOW is seeing cost pressures in areas such as meat, however are also seeing deflation in fresh produce, particularly with avocados and apples. • \$3.2b of capital to be returned to shareholders in F22, with \$1.17b coming from F21 final dividend and F22 interim dividend, and \$2b from the off-market share buy-back completed in Oct 2021. • Group net capex has risen on pcp by 42.4% to \$940m, with Operation capex at \$822m for the half. • Inventories have increased by 41.1% on pcp due to elevated trading as well as to mitigate supply chain disruption. • Inflation is expected to continue to increase, with shelf prices up 2-3% on pcp in 2H22 to date.

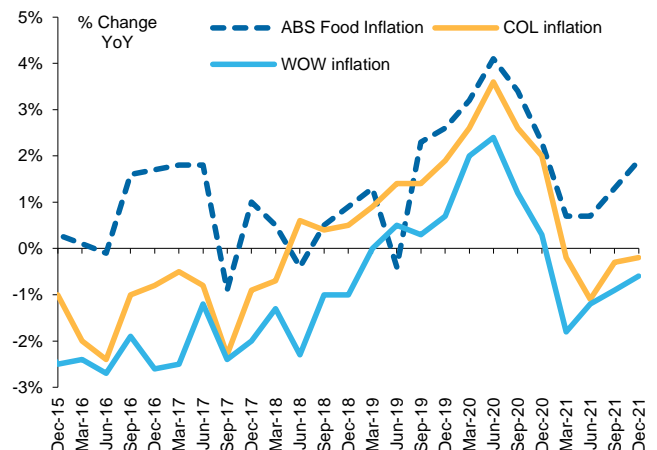
Source: Company data, Macquarie Research, February 2022

Fig 2 WOW's 4Q comp sales growth of 1.9% marginally beat COL at +1.6%.



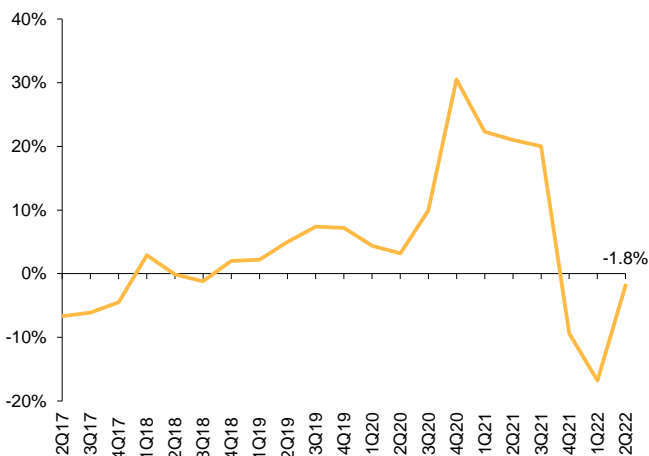
Source: Company data, Macquarie Research, February 2022

Fig 3 4Q deflation (-0.6%) running inline with COL with price decreases mainly in apples, avocados and citrus.



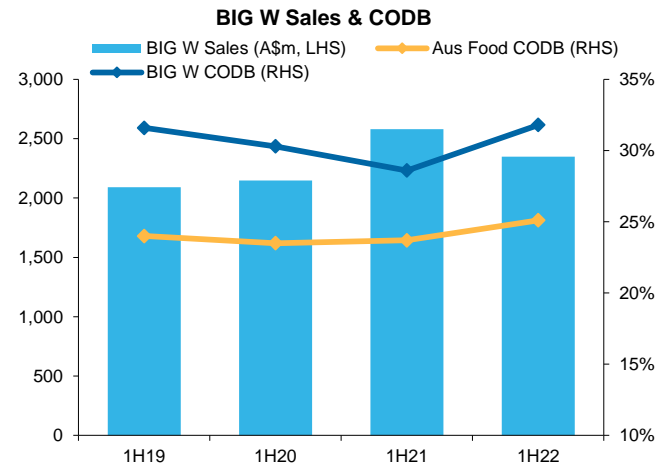
Source: Company data, Macquarie Research, ABS, February 2022

Fig 4 Big W comp sales impacted by NSW/VIC lockdowns. ~20% of trading days interrupted, momentum improved in Q2



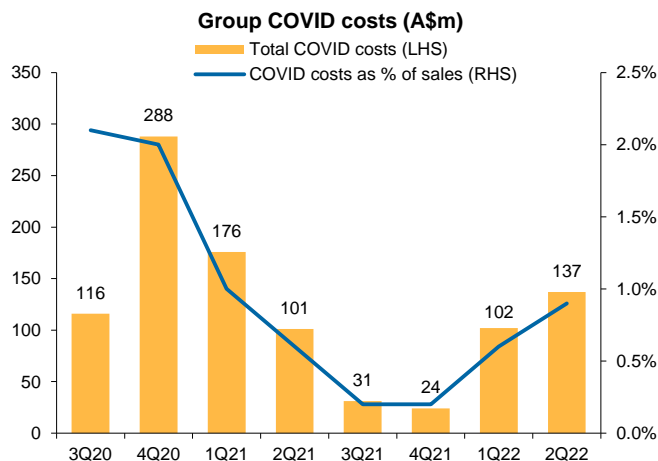
Source: Company data, Macquarie Research, February 2022

Fig 5 BIG W CODB rose more than supermarkets in the half, while sales experienced a decline on pcg



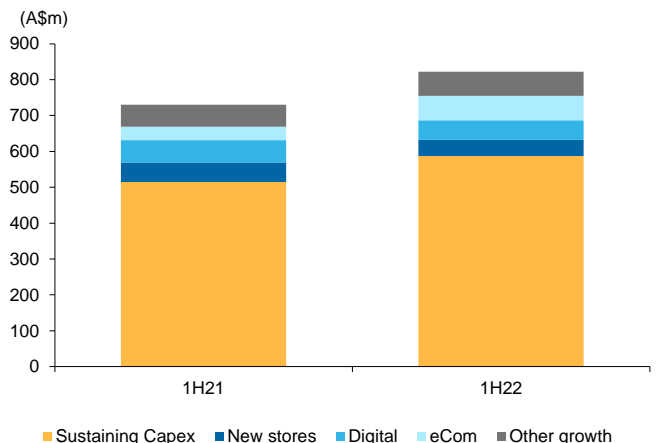
Source: Company data, Macquarie Research, February 2022

Fig 6 Group COVID costs up significantly, due to impacts on Group stores and DC's and Thank You payment of \$34m



Source: Company data, Macquarie Research, February 2022

Fig 7 1H22 operating capex at \$822m with ~29% focused on growth initiatives (digital, eCom and new stores)



Source: Company data, Macquarie Research, February 2022

Fig 8 Comparables

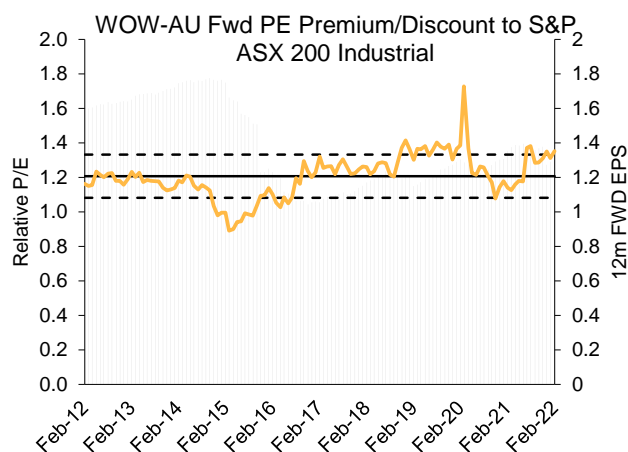
Security	Company Name	Market Cap (A\$M)	Share Price (LC)*	EBIT Margin (FY1)	PER (NTM)	EV/EBITDA (2023)	EV/EBIT (2023)	ND/EBITDA (FY1)	Rec	12m TSR	TP
Australia											
COL-AU	Coles	23,060	17.27	4.7%	21.7	8.8	15.9	2.6	O	17.8%	19.70
WOW-AU	Woolworths	42,662	35.20	4.4%	27.2	10.9	19.5	3.0	O	11.0%	38.20
MTS-AU	Metcash	4,036	4.18	2.9%	15.0	7.3	12.0	0.3	O	17.2%	4.70
International											
AD-NL	Koninklijke Ahold Delhaize	43,284	26.39	4.2%	12.2	6.0	11.9	1.9			
CA-FR	Carrefour SA	21,857	17.96	3.3%	10.5	3.7	11.5	1.4			
CO-FR	Casino, Guichard-Perrachon	3,275	19.26	3.9%	8.2	2.6	12.8	2.4			
ICA-SE	ICA Gruppen AB		536.00	4.6%	24.9	11.4	20.9	1.8			
JMT-PT	Jeronimo Martins	19,212	19.47	3.9%	22.2	7.2	14.1	0.9			
KR-US	Kroger Co.	45,826	45.04	2.9%	13.1	6.6	13.4	1.9			
L-CA	Loblaw Companies	35,475	97.85	6.3%	16.1		12.7	1.2			
MKS-GB	Marks and Spencer	6,547	1.78	6.4%	9.4	4.6	9.7	2.3			
MRU-CA	Metro Inc.	17,407	66.47	7.3%	16.9	10.1	14.4	1.8			
SBRY-GB	J Sainsbury plc	11,855	2.70	3.5%	11.8	5.1	11.1	2.9			
TSCO-GB	Tesco PLC	41,339	2.88	4.6%	13.0	6.3	11.3	2.5			
WMT-US	Walmart Inc.	523,761	136.45	4.6%	20.2	10.3	15.3	0.8			
Weighted Avg				4.5%	18.2	8.7	14.5	1.1			

Source: *as at 22/2/22 FactSet, Macquarie Research, February 2022

Valuation

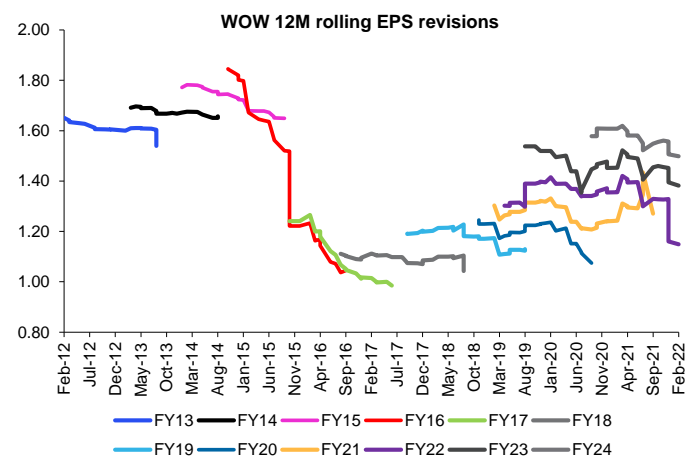
WOW remains a best-in-class supermarket, but at current valuations is trading at ~27.3x FY23 PE vs COL at 20.8x FY23. We see near-term headwinds including 1) higher CODB driven by increased e-commerce penetration and investment in supply chain, 2) normalisation of consumer demand and shopping patterns, 3) risk of inflation pushing up interest / discount rates. **Remain Neutral and prefer lower PE exposures.**

Fig 8 WOW trading at upper end of relative range



Source: FactSet, Macquarie Research, February 2022

Fig 9 Uncertainty due to COVID weighing on forward EPS for FY22/23



Source: FactSet, Macquarie Research, February 2022

Financial Summary

Interim results	2H21	1H22	2H22E	1H23E
Revenue	26,198	32,037	26,496	33,071
% pcip	-16.7%	8.2%	1.1%	24.8%
EBITDA	2,821	2,596	2,457	2,760
% pcip	11.2%	-0.5%	-12.9%	12.3%
D&A	(1,552)	(1,214)	(1,094)	(1,161)
EBIT (continuing)	1,269	1,382	1,363	1,599
Total EBIT	1,478	7,624	1,363	1,599
% pcip	70.7%	306.0%	-7.8%	17.3%
Net Interest expense	(282)	(305)	(355)	(346)
Pre-Tax Profit	1,196	7,319	1,008	1,252
Tax	(232)	(253)	(302)	(376)
Minorities	(25)	(3)	2	2
Underlying NPAT (cont.)	939	7,063	708	879
% pcip	237.8%	522.3%	-24.6%	24.2%
Net one-offs	209	6,268	-	-
Reported NPAT	730	795	708	879
EPS (underlying)	57.8	61.9	57.1	70.8
% pcip	24.6%	-2.0%	-1.3%	24.1%
DPS (reported)	55.0	39.0	42.8	44.6
% pcip	14.6%	-26.4%	-22.2%	4.2%
Balance sheet	FY21	FY22E	FY23E	FY24E
Cash	1,009	1,009	1,775	2,592
Trade & Other receivables	649	683	722	762
Inventory	3,132	3,221	3,273	3,328
PP&E	7,477	7,940	8,121	8,296
Goodwill & Intangibles	4,671	5,087	3,785	3,342
Other Assets	22,298	14,142	14,485	13,915
Total Assets	39,236	32,082	32,162	32,236
Trade Creditors	6,467	6,650	6,759	6,871
Provisions	2,322	2,398	2,424	2,450
Short Term Debt	119	409	409	409
Long Term Debt	2,753	3,197	2,431	1,614
Other Liabilities	25,836	13,452	13,493	13,534
Total Liabilities	37,497	26,107	25,516	24,878
Shareholders Equity	1,739	5,975	6,646	7,358
Cashflow	FY21	FY22E	FY23E	FY24E
EBITDA	5,053	5,311	5,453	-
- Incr. in WC	6,162	(406)	42	44
- Net interest expense	(113)	(79)	(101)	(63)
- Tax paid	(738)	(377)	(654)	(692)
+ Other op. cashflows	-	-	-	-
Operating cashflows	4,624	3,456	3,772	3,917
- Capex	(2,389)	(2,243)	(2,059)	(2,101)
- Acq / (Div)	177	(47)	-	-
+ Other	12	19	-	-
Investing cashflows	(2,200)	(2,271)	(2,059)	(2,101)
- Dividends paid	(1,154)	(1,025)	(946)	(999)
+ Proceeds from borrowings	971	1,676	(766)	(817)
- Repayment of borrowings	(1,525)	(969)	-	-
+ Other	(177)	(755)	-	-
Financing cashflow	(3,043)	(2,263)	(2,981)	(3,084)

Source: Company data, Macquarie Research, February 2022

Profit & Loss	FY21	FY22E	FY23E	FY24E
Revenue	55,811	58,441	60,054	61,359
% pcip	-12.6%	4.7%	2.8%	2.2%
EBITDA	5,431	5,053	5,311	5,453
% pcip	-4.3%	-7.0%	5.1%	2.7%
D&A	(2,608)	(2,308)	(2,321)	(2,369)
EBIT (continuing)	2,823	2,745	2,990	3,084
Total EBIT	3,356	8,987	2,990	3,084
% pcip	-12.3%	-2.8%	8.9%	3.1%
Net Interest expense	(613)	(660)	(679)	(641)
Pre-Tax Profit	2,743	8,327	2,311	2,443
Tax	(604)	(555)	(693)	(733)
Minorities	(65)	(1)	5	5
Underlying NPAT (cont.)	2,074	7,771	1,622	1,715
% pcip	78.0%	274.7%	-79.1%	5.7%
Net one-offs	533	6,268	-	-
Reported NPAT	1,541	1,503	1,622	1,715
EPS (underlying)	122.0	119.1	130.6	137.6
% pcip	-4.2%	-2.4%	9.7%	5.4%
DPS (reported)	108.0	81.8	89.4	94.2
% pcip	14.9%	-24.3%	9.3%	5.4%
Key Ratios	FY21	FY22E	FY23E	FY24E
EV/EBITDA	9.1	9.9	9.0	8.5
EV/EBIT	17.5	18.3	16.0	15.1
EV/Sales	0.9	0.9	0.8	0.8
P/E	31.5	32.4	30.0	28.4
Net Debt	1,863	2,597	1,065	(570)
Net Debt/Equity	107.1	43.5	16.0	(7.7)
Net debt/EBITDA	0.3	0.5	0.2	(0.1)
RoA	8.6	25.9	9.2	9.5
RoE	22.6	33.6	25.6	24.4
Segments	FY21	FY22E	FY23E	FY24E
Woolworths (F&L)				
Sales Growth	6.2%	-13.9%	3.1%	2.6%
Comps Growth (F&L)	4.8%	-14.8%	2.1%	1.5%
Comps Growth (Food)	4.2%	3.4%	0.9%	0.4%
Comps Growth (Liquor)	7.4%	0.0%	0.0%	0.0%
EBIT Margin (F&L)	5.7%	5.0%	5.3%	5.3%
# of Supermarkets	1076	1100	1124	1148
# of Liquor stores	1643	0	0	0
NZ Supermarkets				
Sales Growth	-2.5%	9.3%	3.1%	2.0%
EBIT Margin	5.1%	5.0%	5.0%	5.0%
# of stores	184	188	192	196
Big W				
Sales Growth	11.6%	-9.0%	-1.9%	-2.0%
Comps Growth	13.0%	-5.0%	1.0%	1.0%
EBIT Margin	3.8%	1.5%	2.5%	2.5%
# of stores	176	169	164	159
Hotels				
Sales Growth	7.3%	0.0%	0.0%	0.0%
EBIT Margin	18.4%	0.0%	0.0%	0.0%

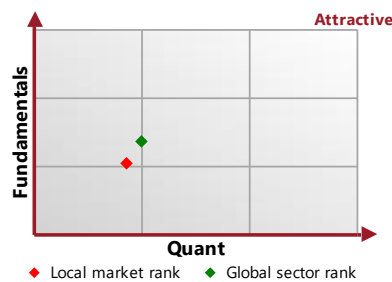
Macquarie Quant Alpha Model Views

The quant model currently holds a marginally negative view on Woolworths Group. The strongest style exposure is Quality, indicating this stock is likely to have a superior and more stable underlying earnings stream. The weakest style exposure is Earnings Momentum, indicating this stock has received earnings downgrades and is not well liked by sell side analysts.

130/194

Global rank in
Food & Staples Retailing

% of BUY recommendations	31% (5/16)
Number of Price Target downgrades	3
Number of Price Target upgrades	0

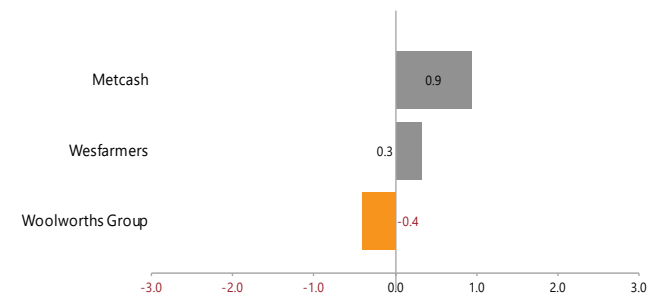


Displays where the company's ranked based on the fundamental consensus Price Target and Macquarie's Quantitative Alpha model.

Two rankings: Local market (Australia & NZ) and Global sector (Food & Staples Retailing)

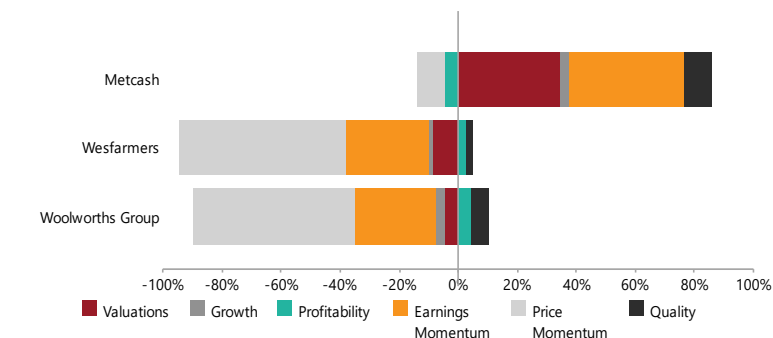
Macquarie Alpha Model ranking

A list of comparable companies and their Macquarie Alpha model score (higher is better).



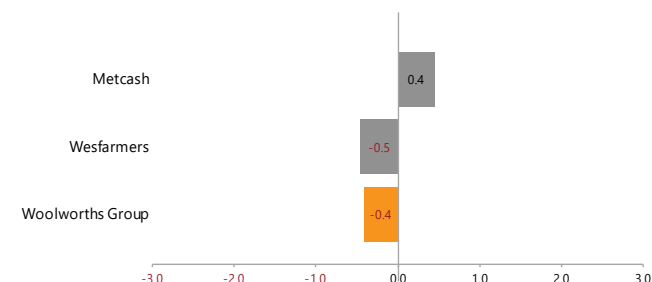
Factors driving the Alpha Model

For the comparable firms this chart shows the key underlying styles and their contribution to the current overall Alpha score.



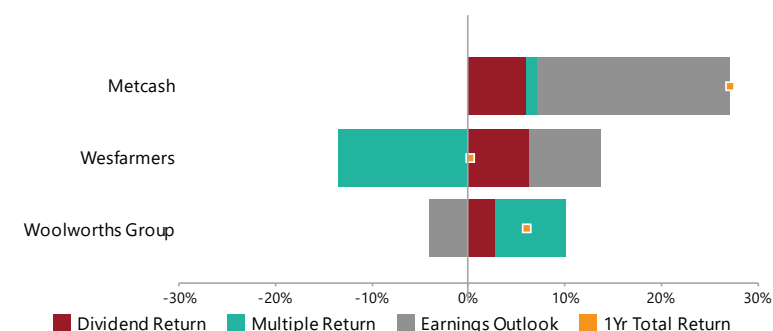
Macquarie Earnings Sentiment Indicator

The Macquarie Sentiment Indicator is an enhanced earnings revisions signal that favours analysts who have more timely and higher conviction revisions. Current score shown below.



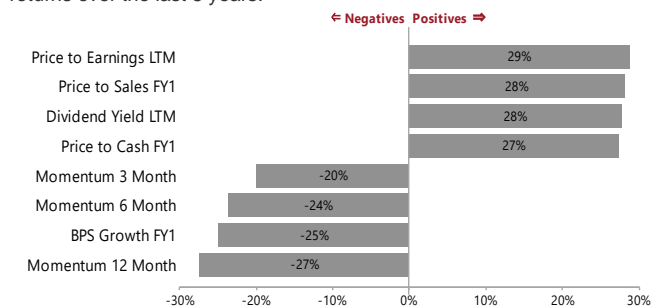
Drivers of Stock Return

Breakdown of 1 year total return (local currency) into returns from dividends, changes in forward earnings estimates and the resulting change in earnings multiple.



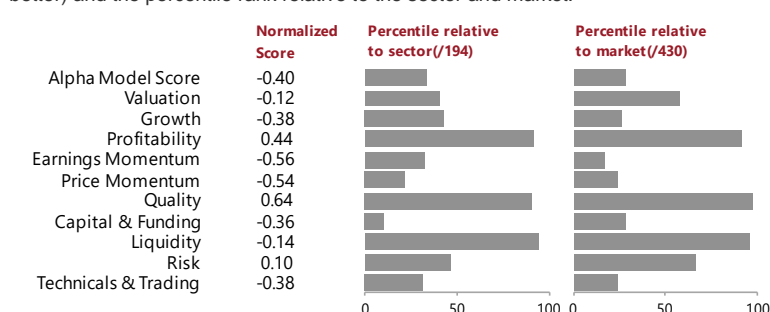
What drove this Company in the last 5 years

Which factor score has had the greatest correlation with the company's returns over the last 5 years.



How it looks on the Alpha model

A more granular view of the underlying style scores that drive the alpha (higher is better) and the percentile rank relative to the sector and market.



Source (all charts): FactSet, Thomson Reuters, and Macquarie Quant. For more details on the Macquarie Alpha model or for more customised analysis and screens, please contact the Macquarie Global Quantitative/Custom Products Group (cpg@macquarie.com)

Important disclosures:

Recommendation definitions

Macquarie – Asia and USA

Outperform – expected return >10%
Neutral – expected return from -10% to +10%
Underperform – expected return <-10%

Macquarie – Australia/New Zealand

Outperform – expected return >10%
Neutral – expected return from 0% to 10%
Underperform – expected return <0%

Note: expected return is reflective of a Medium Volatility stock and should be assumed to adjust proportionately with volatility risk

Volatility index definition*

This is calculated from the volatility of historical price movements.

Very high–highest risk – Stock should be expected to move up or down 60–100% in a year – investors should be aware this stock is highly speculative.

High – stock should be expected to move up or down at least 40–60% in a year – investors should be aware this stock could be speculative.

Medium – stock should be expected to move up or down at least 30–40% in a year.

Low–medium – stock should be expected to move up or down at least 25–30% in a year.

Low – stock should be expected to move up or down at least 15–25% in a year.

* Applicable to select stocks in Asia/Australia/NZ

Recommendations – 12 months

Note: Quant recommendations may differ from Fundamental Analyst recommendations

Financial definitions

All "Adjusted" data items have had the following adjustments made:

Added back: goodwill amortisation, provision for catastrophe reserves, IFRS derivatives & hedging, IFRS impairments & IFRS interest expense

Excluded: non recurring items, asset revals, property revals, appraisal value uplift, preference dividends & minority interests

EPS = adjusted net profit / efpowa*

ROA = adjusted ebit / average total assets

ROA Banks/Insurance = adjusted net profit / average total assets

ROE = adjusted net profit / average shareholders funds

Gross cashflow = adjusted net profit + depreciation

*equivalent fully paid ordinary weighted average number of shares

All Reported numbers for Australian/NZ listed stocks are modelled under IFRS (International Financial Reporting Standards).

Recommendation proportions – For quarter ending 31 Dec 2021

	AU/NZ	Asia	USA
Outperform	67.47%	65.68%	78.49%
Neutral	27.05%	22.88%	20.43%
Underperform	5.48%	11.44%	1.08%

(for global coverage by Macquarie, 7.30% of stocks followed are investment banking clients)

(for global coverage by Macquarie, 3.57% of stocks followed are investment banking clients)

(for global coverage by Macquarie, 1.06% of stocks followed are investment banking clients)

WOW AU vs ASX 100, & rec history



(all figures in AUD currency unless noted)

COL AU vs ASX 100, & rec history



(all figures in AUD currency unless noted)

MTS AU vs ASX 100, & rec history



(all figures in AUD currency unless noted)

Note: Recommendation timeline – if not a continuous line, then there was no Macquarie coverage at the time or there was an embargo period.

Source: FactSet, Macquarie Research, February 2022

12-month target price methodology

WOW AU: A\$38.20 based on a DCF methodology

COL AU: A\$19.70 based on a Sum of Parts methodology

MTS AU: A\$4.70 based on a Sum of Parts methodology

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Date	Stock Code (BBG code)	Recommendation	Target Price
14-Dec-2021	WOW AU	Neutral	A\$40.00
27-Aug-2021	WOW AU	Neutral	A\$41.50
25-Jun-2021	WOW AU	Neutral	A\$38.50
11-Jun-2021	WOW AU	Neutral	A\$44.50
04-Feb-2021	WOW AU	Outperform	A\$44.50
11-Nov-2020	WOW AU	Outperform	A\$40.75
04-Nov-2020	WOW AU	Outperform	A\$42.50
05-Aug-2020	WOW AU	Outperform	A\$42.00
23-Jun-2020	WOW AU	Outperform	A\$40.50
30-Apr-2020	WOW AU	Outperform	A\$39.00
24-Mar-2020	WOW AU	Outperform	A\$41.30
13-Mar-2020	WOW AU	Outperform	A\$42.10
27-Feb-2020	WOW AU	Outperform	A\$43.50

18-Jan-2020	WOW AU	Outperform	A\$42.40
30-Oct-2019	WOW AU	Neutral	A\$37.00
29-Aug-2019	WOW AU	Underperform	A\$29.90
20-Jul-2019	WOW AU	Underperform	A\$29.46
01-Apr-2019	WOW AU	Underperform	A\$26.84
20-Feb-2019	WOW AU	Underperform	A\$26.26

Target price risk disclosures:

WOW AU: Any inability to compete successfully in their markets may harm the business. This could be a result of many factors which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.

COL AU: Any inability to compete successfully in their markets may harm the business. This could be a result of many factors which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.

MTS AU: Any inability to compete successfully in their markets may harm the business. This could be a result of many factors which may include geographic mix and introduction of improved products or service offerings by competitors. The results of operations may be materially affected by global economic conditions generally, including conditions in financial markets. The company is exposed to market risks, such as changes in interest rates, foreign exchange rates and input prices. From time to time, the company will enter into transactions, including transactions in derivative instruments, to manage certain of these exposures.

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