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Dear Interested Party

**Request for submissions: BP - proposed acquisition of Woolworths' retail service station sites (local market issues)**

The Australian Competition and Consumer Commission (**ACCC**) is seeking your views on the proposed acquisition of Woolworths Limited's (**Woolworths**) network of retail service station sites by BP Australia Pty Ltd (**BP**) (the **proposed acquisition**).

Further details regarding the proposed acquisition can be found in the Statement of Issues published by the ACCC on 10 August 2017, available [here](#).

As explained in the Statement of Issues, the ACCC has expressed preliminary concerns that the proposed acquisition may substantially lessen competition in local retail fuel markets surrounding some of the Woolworths sites that BP proposes to acquire.

These local market issues sit alongside competition issues related to broader metropolitan-wide retail fuel markets, which the ACCC is continuing to investigate.

The purpose of this supplementary market inquiries letter is to seek comments on a preliminary screen of local markets. We are seeking comments from industry participants on specific local markets where the overlap between BP and Woolworths may raise local competition concerns.

BP proposes to acquire 531 existing sites from Woolworths, and 14 sites under development. The preliminary screening aims to identify which of those sites require further analysis. The screening criteria are designed to that end and should not be interpreted as criteria for determining whether a substantial lessening of competition is, in fact, likely to arise in a particular local market.

It is also important to recognise, as noted above, that the ACCC is also separately considering competition issues in broader metropolitan-wide markets.

Discussion of the ACCC's local market screening methodology and results are set out in **Attachment A**.

This matter is public and you can forward this letter to anybody who may be interested.

The legal test which the ACCC applies in considering the proposed acquisition is in section 50 of the *Competition and Consumer Act 2010*. Section 50 prohibits acquisitions that are likely to have the effect of substantially lessening competition in a market.

Please provide your response by no later than **28 September 2017**. Responses may be emailed to [BP-Woolworths-Petrol@acc.gov.au](mailto:BP-Woolworths-Petrol@acc.gov.au) with the title: *Submission re: BP - proposed acquisition of Woolworths' retail service station sites - attention Mandy Bendelstein*. If you would like to arrange a time to discuss the matter with ACCC officers, or have any questions about this letter, please contact Mandy Bendelstein on 02 9230 3890 or Alistair Beasley on 02 9230 3887.

Updates regarding the ACCC's investigation will be available on the ACCC's Public Mergers Register at ([ACCC mergers register](#)).

#### ***Confidentiality of submissions***

The ACCC will not publish submissions regarding the proposed acquisition. We will not disclose submissions to third parties (except our advisors/consultants) unless compelled by law (for example, under freedom of information legislation or during court proceedings) or in accordance with s155AAA of the *Competition and Consumer Act 2010*. Where the ACCC is required to disclose confidential information, the ACCC will notify you in advance where possible so that you may have an opportunity to be heard. Therefore, if the information provided to the ACCC is of a confidential nature, please indicate as such. Our [Informal Merger Review Process Guidelines](#) contain more information on confidentiality.

Yours sincerely



Tom Leuner  
General Manager  
Merger Investigations

## Attachment A

The table in this attachment sets out a preliminary screening of local markets where the ACCC seeks further comment from industry participants.

This initial screening does *not* reflect detailed analysis of critical issues that are relevant to local market competition issues, such as:

- the closeness of competition between the BP and Woolworths sites;
- traffic flows;
- topography;
- the volumes sold at each site; and
- the degree to which the other sites compete with BP and/or Woolworths.

A more detailed analysis will be undertaken on sites identified by the initial screening as requiring further assessment, taking into consideration feedback the ACCC receives from industry participants.

In constructing this preliminary list of local markets the ACCC has taken considerable care to ensure its accuracy. This includes information requests to retailers, checks of existing site lists and data, and the use of the ACCC's compulsory information gathering powers. Nonetheless, given the large number of sites involved the list is subject to a number of assumptions and is likely to contain some inaccuracies. The ACCC also understands that in some instances sites may have opened, closed or changed hands since the ACCC obtained information about them.

The ACCC also wishes to emphasise that the list is *not* a list of local markets where the ACCC will have competition concerns. The list only reflects an initial and approximate screening methodology.

### ***Treatment of BP Resellers***

BP supplies fuel to Australian consumers both directly through retail sites owned and operated by BP (**BP COCO**) and indirectly through a network of sites owned and operated by third-party resellers (**BP Resellers**), who set their own retail fuel prices.

Because BP operates both a retail and wholesale business, the nature of the competition between BP COCO and BP Reseller sites may be different to competition between competitors where this relationship does not exist.

The ACCC is yet to reach a concluded view on how BP Resellers should be treated for the purpose of its competition analysis. The ACCC has therefore considered two different approaches for the purpose of this screening:

- The column labelled "**Primary screen: by site operator**" shows the results of a screening which considers BP Resellers as separate competitors to BP COCO sites.
- The column labelled "**Secondary screen: BP branded sites**" shows the results of the screening analysis where both BP COCO sites and BP Resellers are aggregated for the purpose of calculating market shares.

The list attached does not include sites where a current Woolworths site may be within the local area of a BP Reseller, but not a BP COCO site. However, the ACCC welcomes submissions on such local areas where industry participants may have concerns.

## **Criteria**

### Market radius

The ACCC has considered different areas around each Woolworths site depending on whether that Woolworths site is located in a metropolitan or regional area. This is because the area of close competition between sites is likely to be larger in regional areas than in metropolitan areas.<sup>1</sup>

- For each metropolitan site we have considered a 3km radius around the site (metropolitan includes major regional cities/towns).
- For each regional site we have considered a radius of 10km around the site.

The ACCC has taken this approach for the purposes of this market screening, and does not consider that the boundaries of local markets will be the same in each metropolitan market, and in each regional market. Every market has different competitive dynamics, and accordingly the market boundaries will differ in every case.

### Market concentration

Because the purpose of this document is to set out a preliminary screening only, the ACCC has considered local areas where the BP and Woolworths' combined share of sites would exceed 25%, or where there would be less than three remaining third-party retailers (i.e. not counting BP) in the local area post-acquisition. These thresholds should not be interpreted as levels above which competition concerns are likely to arise. There are likely to be many sites in the list where no competition concerns are likely to arise.

Further, there may be sites that do not reach these thresholds where there could still be competition concerns (for example, if a BP site and Woolworths site in a regional area were immediate neighbours, and there were many competing sites 9 kms away, this is a situation where there may be competition concerns, but the initial screening thresholds are not breached).

When calculating the number of remaining competitors within the local markets post-acquisition, the ACCC treats multiple sites owned by a single player as a single competitor. However, when calculating the market share columns, each individual site is given equal weighting. The ACCC has often had to treat some independent sites as if they are controlled by a single entity, as information regarding ownership of independent sites is limited in some circumstances. When a more detailed analysis is undertaken on each local market, the ACCC will investigate ownership of the local sites in the relevant local markets more carefully where relevant.

The ACCC's view on each local market will evolve as further analysis is undertaken.

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<sup>1</sup> For the purposes of this analysis, the ACCC defines metropolitan areas as those postcodes to which Australia Post guarantees Express Post next day delivery.

**Table 1: Results of ACCC screening analysis**

*Note: Where the criteria is met for the 'Secondary screen: BP branded sites' columns, but not under the 'primary screen by site operator' columns, these columns contain a '-'.*

| No | Site name                        | Suburb         | Address  | Postcode | State | Site Type | Primary screen by site operator           |  | Secondary screen: BP branded sites        |  |
|----|----------------------------------|----------------|--|----------|-------|-----------|---|--|---|--|
|    |                                  |                |  |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 1  | Woolworths Whitfords             | Hillarys       | Whitford Shopping Centre, 470 Marmion Ave      | 6025     | WA    | Metro     | 67%                                       | 1  | 100%                                      | 0  |
| 2  | Woolworths Craigieburn Highlands | Craigieburn    | 300-332 Grand Boulevard (Cnr Huntington Drive) | 3064     | VIC   | Metro     | 67%                                       | 1  | 100%                                      | 0  |
| 3  | Woolworths Epsom                 | Epsom          | 16-40 Howard St                                | 3550     | VIC   | Metro     | 67%                                       | 1  | 100%                                      | 0  |
| 4  | Woolworths Colac                 | Colac          | 2 Bromfield St & Corangamite St                | 3250     | VIC   | Regional  | 50%                                       | 2  | 75%                                       | 1  |
| 5  | Woolworths Currambine            | Currambine     | 1244 Marmion Avenue                            | 6028     | WA    | Metro     | 71%                                       | 2  | 71%                                       | 2  |
| 6  | Woolworths Morley                | Morley         | 60 Russell St (cnr Walter Rd)                  | 6062     | WA    | Metro     | 56%                                       | 4  | 67%                                       | 3  |
| 7  | Woolworths Lansell Plaza         | Kangaroo Flat  | 267-283 High St                                | 3555     | VIC   | Metro     | 67%                                       | 1  | 67%                                       | 1  |
| 8  | Woolworths Nambucca Heads        | Nambucca Heads | 115 Mann St (Cnr Bent St)                      | 2448     | NSW   | Regional  | 67%                                       | 1  | 67%                                       | 1  |
| 9  | Woolworths Torquay North         | Torquay North  | Cnr Fischer St and Merrijig Drive              | 3228     | VIC   | Regional  | 50%                                       | 3  | 67%                                       | 2  |
| 10 | Woolworths Miami (Falcon)        | Falcon         | Lot 506, No 651-669 Old Coast Rd               | 6210     | WA    | Regional  | 60%                                       | 2  | 60%                                       | 2  |

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|----|-------------------------------|--------------|---|----------|-------|-----------|---|--|---|--|
|    |                               |              |   |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 11 | Woolworths Warnbro            | Warnbro      | Cnr Warnbro Sound Avenue and Palm Springs Boulevard | 6169     | WA    | Metro     | 40%                                       | 3  | 60%                                       | 2  |
| 12 | Woolworths Browns Plains West | Hillcrest    | 92 Johnson Rd                                       | 4118     | QLD   | Metro     | 40%                                       | 4  | 60%                                       | 3  |
| 13 | Woolworths Canberra Gateway   | Lyneham      | 661 Northbourne Avenue                              | 2602     | ACT   | Metro     | 60%                                       | 2  | 60%                                       | 2  |
| 14 | Woolworths Parkes             | Parkes       | Cnr Currajong and Bushman Streets                   | 2870     | NSW   | Regional  | 60%                                       | 2  | 60%                                       | 2  |
| 15 | Woolworths Warrnambool        | Warrnambool  | 763 Raglan Parade                                   | 3280     | VIC   | Regional  | -   | -  | 58%                                       | 3  |
| 16 | Woolworths Braeside           | Braeside     | 122-134 Boundary Rd                                 | 3195     | VIC   | Metro     | 43%                                       | 4  | 57%                                       | 3  |
| 17 | Woolworths Joondalup          | Joondalup    | 189 Winton Rd                                       | 6027     | WA    | Metro     | 44%                                       | 5  | 56%                                       | 4  |
| 18 | Woolworths Innisfail          | Innisfail    | 161 Edith St (Bruce Highway) (Cnr Glady St)         | 4860     | QLD   | Regional  | 44%                                       | 5  | 56%                                       | 4  |
| 19 | Woolworths Mitchelton         | Mitchelton   | 550 Samford Rd                                      | 4053     | QLD   | Metro     | 56%                                       | 3  | 56%                                       | 3  |
| 20 | Woolworths Port Kennedy       | Port Kennedy | 12 Saltaire Way                                     | 6172     | WA    | Regional  | 33%                                       | 4  | 53%                                       | 3  |
| 21 | Woolworths Kingston           | Kingston     | Maranoa Rd  | 7050     | TAS   | Metro     | 50%                                       | 2  | 50%                                       | 2  |
| 22 | Woolworths Huonville          | Huonville    | 45 Main Rd  | 7109     | TAS   | Regional  | 50%                                       | 1  | 50%                                       | 1  |

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|    |                           |            |   |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 23 | Woolworths Dianella       | Dianella   | Dianella S./Centre, 372 Grand Promenade | 6059     | WA    | Metro     | 40%                                       | 5  | 50%                                       | 4  |
| 24 | Woolworths Floreat        | Floreat    | Floreat Forum S/Centre, The Boulevarde  | 6014     | WA    | Metro     | 50%                                       | 1  | 50%                                       | 1  |
| 25 | Woolworths Beckenham      | Beckenham  | 63 William St                           | 6107     | WA    | Metro     | 50%                                       | 3  | 50%                                       | 3  |
| 26 | Woolworths Emerald        | Emerald    | Cnr Hospital Rd and Scant St            | 4720     | QLD   | Regional  | 38%                                       | 5  | 50%                                       | 4  |
| 27 | Woolworths Highfields     | Highfields | Cnr Lauder Drive and Balmoral St        | 4352     | QLD   | Regional  | 50%                                       | 2  | 50%                                       | 2  |
| 28 | Woolworths Emerald East   | Emerald    | 6-10 Codenwarra Rd                      | 4720     | QLD   | Regional  | 38%                                       | 5  | 50%                                       | 4  |
| 29 | Woolworths Roma           | Roma       | 20 Bowen St (Cnr of Gregory St)         | 4455     | QLD   | Regional  | 33%                                       | 4  | 50%                                       | 3  |
| 30 | Woolworths Keperra        | Keperra    | 577 Settlement Rd                       | 4054     | QLD   | Metro     | 50%                                       | 3  | 50%                                       | 3  |
| 31 | Woolworths Blackwater     | Blackwater | 48-50 Railway St                        | 4717     | QLD   | Regional  | 50%                                       | 2  | 50%                                       | 2  |
| 32 | Woolworths Melton Gateway | Melton     | 66-84 High St (cnr Melton Hwy)          | 3337     | VIC   | Metro     | 50%                                       | 2  | 50%                                       | 2  |
| 33 | Woolworths Rye            | Rye        | 2479-2481 Point Nepean Rd               | 3941     | VIC   | Regional  | 50%                                       | 4  | 50%                                       | 4  |
| 34 | Woolworths Noble Park     | Noble Park | Cnr Chandler St and Heatherton St       | 3174     | VIC   | Metro     | 30%                                       | 5  | 50%                                       | 4  |

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|    |  |                |                                       |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 35 | Woolworths Kyabram                           | Kyabram        | 70-72 Union St                        | 3620     | VIC   | Regional  | 50%                                       | 2  | 50%                                       | 2  |
| 36 | Woolworths Drysdale                          | Drysdale       | 110-112 High St                       | 3222     | VIC   | Regional  | 50%                                       | 2  | 50%                                       | 2  |
| 37 | Woolworths Pakenham                          | Pakenham       | 53 Main St                            | 3810     | VIC   | Metro     | 30%                                       | 5  | 50%                                       | 4  |
| 38 | Woolworths Rosebud Central                   | Rosebud        | Cnr Point Nepean<br>1-3 Fourth Avenue | 3939     | VIC   | Regional  | 40%                                       | 5  | 50%                                       | 4  |
| 39 | Woolworths Wellington                        | Wellington     | 79 Lee St                             | 2820     | NSW   | Regional  | 50%                                       | 2  | 50%                                       | 2  |
| 40 | Woolworths Singleton                         | Singleton      | Cnr Ryan Avenue<br>and Burn Lane      | 2330     | NSW   | Regional  | 38%                                       | 5  | 50%                                       | 4  |
| 41 | Woolworths Newington                         | Newington      | 1 Avenue of the<br>Americas           | 2127     | NSW   | Metro     | 33%                                       | 5  | 50%                                       | 4  |
| 42 | Woolworths Dickson                           | Dickson        | Cnr Cape and<br>Woolley St            | 2602     | ACT   | Metro     | 50%                                       | 3  | 50%                                       | 3  |
| 43 | Woolworths Mawson                            | Mawson         | 15 Mawson Place                       | 2607     | ACT   | Metro     | 50%                                       | 2  | 50%                                       | 2  |
| 44 | Woolworths Kellyville                        | Kellyville     | Cnr Windsor Rd<br>and Meriville Rd    | 2155     | NSW   | Metro     | 50%                                       | 2  | 50%                                       | 2  |
| 45 | Woolworths Silverwater<br>(development site) | Silverwater    | 154 Silverwater Rd                    | 2128     | NSW   | Metro     | 36%                                       | 7  | 50%                                       | 6  |
| 46 | Woolworths Victoria Point                    | Victoria Point | 480-490 Cleveland<br>Redland Bay Rd   | 4165     | QLD   | Regional  | -   | -  | 47%                                       | 4  |



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|    |                            |                 |                                      |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 47 | Woolworths Greenbank       | Greenbank       | 235 Treviot Rd (Cnr Pub Lane)        | 4124     | QLD   | Regional  | 33%                                       | 5  | 47%                                       | 4  |
| 48 | Woolworths Enoggera        | Enoggera        | 6 Browns Dip Rd (Cnr Wardell St)     | 4051     | QLD   | Metro     | 31%                                       | 5  | 46%                                       | 4  |
| 49 | Woolworths Karingal        | Karingal        | Cnr Cranbourne Rd and Karingal Drive | 3199     | VIC   | Metro     | 31%                                       | 6  | 46%                                       | 5  |
| 50 | Woolworths Blackburn North | Blackburn North | 5-15 Blackburn Rd                    | 3108     | VIC   | Metro     | 31%                                       | 5  | 46%                                       | 4  |
| 51 | Woolworths Karratha        | Karratha        | 15 Warambie Rd (cnr Macroy Rd)       | 6714     | WA    | Regional  | -   | -  | 45%                                       | 5  |
| 52 | Woolworths Browns Plains   | Browns Plains   | 27 Browns Plains Rd                  | 4118     | QLD   | Metro     | 27%                                       | 4  | 45%                                       | 3  |
| 53 | Woolworths Alexandra Hills | Alexandra Hills | Cambridge Dr                         | 4161     | QLD   | Metro     | 36%                                       | 6  | 45%                                       | 5  |
| 54 | Woolworths Rosebud West    | Rosebud West    | 4-10 Boneo Rd                        | 3939     | VIC   | Regional  | 36%                                       | 6  | 45%                                       | 5  |
| 55 | Woolworths Spring Farm     | Spring Farm     | 254A Richardson Rd                   | 2570     | NSW   | Regional  | 35%                                       | 5  | 45%                                       | 4  |
| 56 | Woolworths Port Hedland    | Port Hedland    | 150 Anderson St                      | 6721     | WA    | Regional  | 33%                                       | 4  | 44%                                       | 3  |
| 57 | Woolworths South Lake      | South Lake      | 752 North Lake Rd                    | 6164     | WA    | Metro     | -   | -  | 44%                                       | 3  |
| 58 | Woolworths Horsham         | Horsham         | 113-115 Wilson St                    | 3400     | VIC   | Regional  | 33%                                       | 4  | 44%                                       | 3  |
| 59 | Woolworths Woodlands       | Deeragun        | Cnr Rangeview St and Bruce Hwy       | 4818     | QLD   | Regional  | 38%                                       | 5  | 44%                                       | 4  |

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|    |   |                 |                                   |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 60 | Woolworths Chipping Norton (development site) | Chipping Norton | 147 Newbridge Rd                  | 2170     | NSW   | Metro     | 31%                                       | 6  | 44%                                       | 5  |
| 61 | Woolworths Birkdale                           | Birkdale        | 118 Birkdale Rd                   | 4159     | QLD   | Metro     | 43%                                       | 3  | 43%                                       | 3  |
| 62 | Woolworths Forbes                             | Forbes          | 26 Dowling St, (Cnr Newell Hwy)   | 2871     | NSW   | Regional  | 29%                                       | 4  | 43%                                       | 3  |
| 63 | Woolworths Erindale                           | Erindale        | Cnr McBryde Cres and Denigan St   | 2903     | ACT   | Metro     | 43%                                       | 3  | 43%                                       | 3  |
| 64 | Woolworths Cowra                              | Cowra           | 13 Railway Lane                   | 2794     | NSW   | Regional  | 43%                                       | 4  | 43%                                       | 4  |
| 65 | Woolworths Blair Athol (Liberty)              | Blair Athol     | 355 Prospect Rd                   | 5084     | SA    | Metro     | -   | -  | 42%                                       | 5  |
| 66 | Woolworths Canning Vale                       | Canning Vale    | Cnr Armherst Rd and Nicholsons Rd | 6155     | WA    | Metro     | 33%                                       | 4  | 42%                                       | 3  |
| 67 | Woolworths Burwood East                       | Burwood East    | 50 Middleborough Rd               | 3151     | VIC   | Metro     | -   | -  | 42%                                       | 5  |
| 68 | Woolworths Chatswood East                     | Chatswood       | 364-366 Eastern Valley Way        | 2067     | NSW   | Metro     | -   | -  | 42%                                       | 5  |
| 69 | Woolworths Moorebank                          | Moorebank       | Cnr Dredge and Stockton Avenue    | 2170     | NSW   | Metro     | 29%                                       | 6  | 41%                                       | 5  |
| 70 | Woolworths Queanbeyan                         | Queanbeyan      | 196 Crawford St                   | 2620     | NSW   | Regional  | -   | -  | 41%                                       | 8  |
| 71 | Woolworths Northam                            | Northam         | 86 Wellington St                  | 6401     | WA    | Regional  | 40%                                       | 3  | 40%                                       | 3  |

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|    |                                |                |  |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 72 | Woolworths Ooralea             | Ooralea        | Cnr Canecutters Rd and Boundary Rd                 | 4740     | QLD   | Regional  | -   | -  | 40%                                       | 6  |
| 73 | Woolworths Underwood           | Underwood      | 3215 Logan Rd, (Cnr Beenleigh Rd)                  | 4119     | QLD   | Metro     | -   | -  | 40%                                       | 5  |
| 74 | Woolworths Currimundi          | Currimundi     | Bellara Drive (Cnr Nicklin Way)                    | 4551     | QLD   | Regional  | 28%                                       | 6  | 40%                                       | 5  |
| 75 | Woolworths Laverton North      | Laverton North | 4 Leakes Rd  | 3026     | VIC   | Metro     | 40%                                       | 3  | 40%                                       | 3  |
| 76 | Woolworths Glen Waverley       | Glen Waverley  | Cnr Rose Av and High St Rd                         | 3150     | VIC   | Metro     | -   | -  | 40%                                       | 4  |
| 77 | Woolworths Eastland (Ringwood) | Ringwood       | Eastland Shopping Centre, 379 Maroondah Hwy        | 3134     | VIC   | Metro     | 30%                                       | 5  | 40%                                       | 4  |
| 78 | Woolworths St Helena           | Diamond Creek  | 307 Diamond Creek Rd                               | 3088     | VIC   | Metro     | 40%                                       | 3  | 40%                                       | 3  |
| 79 | Woolworths Doncaster East      | Doncaster East | 987 Doncaster Rd                                   | 3109     | VIC   | Metro     | 30%                                       | 5  | 40%                                       | 4  |
| 80 | Woolworths Melton              | Melton         | Cnr Coburns Rd and High St                         | 3337     | VIC   | Metro     | 40%                                       | 2  | 40%                                       | 2  |
| 81 | Woolworths Newport             | Newport        | 348 Barrenjoey Rd                                  | 2106     | NSW   | Metro     | 40%                                       | 2  | 40%                                       | 2  |
| 82 | Woolworths Ballina             | Ballina        | 44 Pacific Highway (cnr Kerr St and Bangalow Cres) | 2478     | NSW   | Regional  | 30%                                       | 4  | 40%                                       | 3  |
| 83 | Woolworths Werrington          | Werrington     | 574 Great Western Hwy                              | 2747     | NSW   | Metro     | -   | -  | 40%                                       | 5  |

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|    |  |                   |  |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 84 | Woolworths Dural                           | Dural             | 532 Old Northern Rd (cnr Kenthurst Rd) | 2158     | NSW   | Metro     | 40%                                       | 3  | 40%                                       | 3  |
| 85 | Woolworths Glenmore Park                   | Glenmore Park     | Cnr Glenmore Parkway and Main St       | 2745     | NSW   | Metro     | 40%                                       | 2  | 40%                                       | 2  |
| 86 | Woolworths Campbelltown                    | Campbelltown      | 48 Blaxland Rd                         | 2560     | NSW   | Metro     | 40%                                       | 4  | 40%                                       | 4  |
| 87 | Woolworths Plumpton                        | Plumpton          | Plumpton Market Place, Jersey Rd       | 2761     | NSW   | Metro     | 40%                                       | 2  | 40%                                       | 2  |
| 88 | Woolworths Hume                            | Hume              | 94-96 Sheppard St (Cnr Monaro Hwy)     | 2620     | ACT   | Regional  | 29%                                       | 8  | 40%                                       | 7  |
| 89 | Woolworths Belconnen                       | Belconnen         | 4 Luxton St (Cnr Coulter St)           | 2617     | ACT   | Metro     | 40%                                       | 1  | 40%                                       | 1  |
| 90 | Woolworths Coomera West (development site) | Coomera West      | 1-41 Days Rd                           | 4209     | QLD   | Regional  | 32%                                       | 7  | 39%                                       | 6  |
| 91 | Woolworths Mt Cotton                       | Capalaba          | 420-426 Mt Cotton Rd                   | 4157     | QLD   | Regional  | 27%                                       | 6  | 39%                                       | 5  |
| 92 | Woolworths Grafton                         | Grafton           | 75-77 Fitzroy                          | 2460     | NSW   | Regional  | -   | -  | 38%                                       | 5  |
| 93 | Woolworths Campbelltown Mall               | Campbelltown Mall | 90-94 Queen St (Cnr Broughton St)      | 2560     | NSW   | Metro     | 31%                                       | 6  | 38%                                       | 5  |
| 94 | Woolworths Caloundra                       | Caloundra         | 37 Caloundra Rd (Cnr Browyn St)        | 4551     | QLD   | Regional  | -   | -  | 38%                                       | 5  |

| No  | Site name                                  | Suburb          | Address                                 | Postcode | State | Site Type | Primary screen by site operator           |  | Secondary screen: BP branded sites        |  |
|-----|--|-----------------|---|----------|-------|-----------|---|--|---|--|
|     |  |                 |   |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 95  | Woolworths Hermit Park                     | Hermit Park     | Cnr Charters Towers Rd & Ahearne Street | 4812     | QLD   | Regional  | 28%                                       | 8  | 38%                                       | 7  |
| 96  | Woolworths Capalaba                        | Capalaba        | 2948 Old Cleveland Road                 | 4157     | QLD   | Metro     | 38%                                       | 4  | 38%                                       | 4  |
| 97  | Woolworths Charters Towers                 | Charters Towers | 111 Gill Street (Cnr Church St)         | 4820     | QLD   | Regional  | 25%                                       | 4  | 38%                                       | 3  |
| 98  | Woolworths Swan Hill                       | Swan Hill       | 108-112 Beveridge Street                | 3585     | VIC   | Regional  | 25%                                       | 4  | 38%                                       | 3  |
| 99  | Woolworths Waurin Ponds                    | Waurin Ponds    | 173-199 Pioneer Road, Grovedale         | 3216     | VIC   | Metro     | 38%                                       | 4  | 38%                                       | 4  |
| 100 | Woolworths Forest Hill                     | Forest Hill     | Cnr Glebe St and Loomes St              | 3131     | VIC   | Metro     | -   | -  | 38%                                       | 4  |
| 101 | Woolworths Wangaratta                      | Wangaratta      | 73 Tone Rd                              | 3677     | VIC   | Regional  | 38%                                       | 3  | 38%                                       | 3  |
| 102 | Woolworths Byron Bay                       | Byron Bay       | 76-78 Shirley St                        | 2481     | NSW   | Regional  | 25%                                       | 5  | 38%                                       | 4  |
| 103 | Woolworths Seven Hills                     | Seven Hills     | 240 Prospect Highway                    | 2147     | NSW   | Metro     | 25%                                       | 7  | 38%                                       | 6  |
| 104 | Woolworths Emu Plains                      | Emu Plains      | 283 Great Western Hwy (cnr Russell St)  | 2750     | NSW   | Metro     | 38%                                       | 2  | 38%                                       | 2  |
| 105 | Woolworths Narrabeen North                 | Narrabeen North | 1412-1414 Pittwater Rd                  | 2101     | NSW   | Metro     | 38%                                       | 3  | 38%                                       | 3  |
| 106 | Woolworths Coomera East (development site) | Coomera         | Foxwell Rd                              | 4209     | Qld   | Regional  | 28%                                       | 7  | 38%                                       | 6  |

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|-----|--------------------------------------|----------------|---|----------|-------|-----------|---|--|---|--|
|     |                                      |                |   |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 107 | Woolworths Castletown                | Pimlico        | 35 Kings Road   | 4812     | QLD   | Regional  | 27%                                       | 8  | 37%                                       | 7  |
| 108 | Woolworths Legana                    | Legana         | Legana Grove  | 7277     | TAS   | Regional  | 36%                                       | 4  | 36%                                       | 4  |
| 109 | Woolworths Treendale                 | Treendale      | Lot 23 Grand Entrance (cnr The Promenade)                     | 6233     | WA    | Regional  | 27%                                       | 6  | 36%                                       | 5  |
| 110 | Woolworths Murarrie                  | Murarrie       | 225 Wynnum Rd   | 4172     | QLD   | Metro     | -   | -  | 36%                                       | 4  |
| 111 | Woolworths Eagle Vale                | Eagle Vale     | Eagle Vale Drive  | 2558     | NSW   | Metro     | 36%                                       | 5  | 36%                                       | 5  |
| 112 | Woolworths Nathan Plaza (Aitkenvale) | Aitkenvale     | 240 Ross River Rd   | 4814     | QLD   | Regional  | 26%                                       | 8  | 36%                                       | 7  |
| 113 | Woolworths Warragul                  | Warragul       | 53 Smith St   | 3820     | VIC   | Regional  | -   | -  | 36%                                       | 5  |
| 114 | Woolworths Marayong                  | Kings Park     | Vardys Rd   | 2148     | NSW   | Metro     | -   | -  | 36%                                       | 4  |
| 115 | Woolworths Seven Hills North         | Seven Hills    | 1/155 Prospect Highway  | 2147     | NSW   | Metro     | -   | -  | 36%                                       | 4  |
| 116 | Woolworths Kawana Waters             | Kawana Waters  | 196-198 Nicklin Way, Warana                                   | 4575     | QLD   | Regional  | 26%                                       | 7  | 35%                                       | 6  |
| 117 | Woolworths Mountain Creek            | Mountain Creek | Karawatha Drive (Cnr Golf Links Rd)                           | 4557     | QLD   | Regional  | 26%                                       | 8  | 35%                                       | 7  |
| 118 | Woolworths Eaton Fair                | Eaton          | Eaton Fair Shopping Centre, Lot 7 Eaton and Recreation Drives | 6232     | WA    | Regional  | -   | -  | 35%                                       | 7  |

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|     |                             |               |                                       |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 119 | Woolworths Mandurah Forum   | Mandurah      | 318 Pinjarra Rd (Cnr Arnold St)       | 6210     | WA    | Regional  | 35%                                       | 5  | 35%                                       | 5  |
| 120 | Woolworths Willows          | Kirwan        | 172 Thuringowa Dr (Cnr Carlton St),   | 4817     | QLD   | Regional  | 30%                                       | 8  | 35%                                       | 7  |
| 121 | Woolworths Kwinana          | Kwinana       | Lot 14 Chisham Way                    | 6966     | WA    | Regional  | 26%                                       | 7  | 35%                                       | 6  |
| 122 | Woolworths Wilsonton        | Wilsonton     | Cnr Erin and Hooper Streets           | 4350     | QLD   | Regional  | -   | -  | 35%                                       | 10   |
| 123 | Woolworths Maddington       | Maddington    | Attfield St                           | 6989     | WA    | Regional  | 26%                                       | 8  | 34%                                       | 7  |
| 124 | Woolworths Chancellor Park  | Sippy Downs   | University Way and Chancellor Park Rd | 4556     | QLD   | Regional  | 25%                                       | 7  | 34%                                       | 6  |
| 125 | Woolworths Mowbray          | Mowbray       | 262 Invermay Rd                       | 7248     | TAS   | Regional  | -   | -  | 34%                                       | 7  |
| 126 | Woolworths Kings Meadows    | Kings Meadows | 111 Hobart Rd                         | 7249     | TAS   | Regional  | -   | -  | 34%                                       | 7  |
| 127 | Woolworths Range            | Toowoomba     | 19 James St                           | 4350     | QLD   | Regional  | -   | -  | 34%                                       | 9  |
| 128 | Woolworths Fairfield Waters | Idalia        | 2-30 Lakeside Drive                   | 4811     | QLD   | Regional  | -   | -  | 34%                                       | 7  |
| 129 | Woolworths Burnie           | Burnie        | Cnr North Terrace and Mount St        | 7320     | TAS   | Regional  | 25%                                       | 5  | 33%                                       | 4  |
| 130 | Woolworths Bunbury          | Bunbury       | Cnr Pennant and Sandridge Rds         | 6230     | WA    | Regional  | -   | -  | 33%                                       | 6  |
| 131 | Woolworths Osborne Park     | Osborne Park  | 401 Scarborough Beach Rd              | 6017     | WA    | Metro     | 33%                                       | 4  | 33%                                       | 4  |

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|     |                                  |                |  |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 132 | Woolworths Cannington (Carousel) | Cannington     | Carousel Shopping Centre, 1358 Albany Hwy                  | 6107     | WA    | Metro     | 33%                                       | 5  | 33%                                       | 5  |
| 133 | Woolworths Maddington West       | Maddington     | 207 Burslem Drive  | 6109     | WA    | Metro     | 33%                                       | 4  | 33%                                       | 4  |
| 134 | Woolworths Mackay Canelands      | Mackay         | 3 Mangrove Rd  | 4740     | QLD   | Regional  | -   | -  | 33%                                       | 7  |
| 135 | Woolworths Oxley                 | Oxley          | Cnr Alban and Blunder Roads                                | 4075     | QLD   | Metro     | 25%                                       | 7  | 33%                                       | 6  |
| 136 | Woolworths Northgate             | Northgate      | 17 Toombul Rd  | 4013     | QLD   | Metro     | -   | -  | 33%                                       | 7  |
| 137 | Woolworths Nambour               | Nambour        | 178 Currie St  | 4560     | QLD   | Regional  | -   | -  | 33%                                       | 7  |
| 138 | Woolworths Bellpost              | Bell Post Hill | Bell Post Shopping Centre, 290-306 Anakie Rd               | 3214     | VIC   | Metro     | -   | -  | 33%                                       | 5  |
| 139 | Woolworths Roxburgh Park         | Roxburgh Park  | 260 Somerton Rd  | 3064     | VIC   | Metro     | 33%                                       | 4  | 33%                                       | 4  |
| 140 | Woolworths Frankston             | Frankston      | 41 McMahons Rd   | 3199     | VIC   | Metro     | -   | -  | 33%                                       | 5  |
| 141 | Woolworths Shepparton East       | Shepparton     | 106 Benalla Rd   | 3630     | VIC   | Metro     | 33%                                       | 4  | 33%                                       | 4  |
| 142 | Woolworths Kelso                 | Kelso          | 171 Sydney Rd (Great Western Hwy) (near Pat O'Leary Drive) | 2795     | NSW   | Regional  | 33%                                       | 6  | 33%                                       | 6  |



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|     |                             |               |  |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 143 | Woolworths Peakhurst        | Peakhurst     | 742 Forest Rd                            | 2210     | NSW   | Metro     | -   | -  | 33%                                       | 5  |
| 144 | Woolworths Woolooware       | Woolooware    | 449 Captain Cook Drive                   | 2230     | NSW   | Metro     | 33%                                       | 4  | 33%                                       | 4  |
| 145 | Woolworths Young            | Young         | Cnr Lovell St and Thornhill St           | 2594     | NSW   | Regional  | 33%                                       | 4  | 33%                                       | 4  |
| 146 | Woolworths Bathurst         | Bathurst      | 74 Bentinck St (Cnr Russell)             | 2795     | NSW   | Regional  | 33%                                       | 6  | 33%                                       | 6  |
| 147 | Woolworths Prestons         | Prestons      | Cnr Camden Valley Way and Ash Rd         | 2170     | NSW   | Metro     | -   | -  | 33%                                       | 5  |
| 148 | Woolworths Turramurra       | Turramurra    | 1233 Pacific Highway                     | 2074     | NSW   | Metro     | 25%                                       | 5  | 33%                                       | 4  |
| 149 | Woolworths Clifford Gardens | Harristown    | 320 James St                             | 4350     | QLD   | Regional  | -   | -  | 33%                                       | 10   |
| 150 | Woolworths Yamanto          | Yamanto       | Warwick Rd                               | 4305     | QLD   | Regional  | -   | -  | 32%                                       | 7  |
| 151 | Woolworths Cornubia         | Cornubia      | 121 Bromley St                           | 4130     | QLD   | Regional  | -   | -  | 32%                                       | 9  |
| 152 | Woolworths Ormeau           | Ormeau        | (Tenancy 8) 19-21 Peachey Rd             | 4208     | QLD   | Regional  | 27%                                       | 9  | 32%                                       | 8  |
| 153 | Woolworths Gracemere        | Gracemere     | 19 McLaughlin St (Cnr Capricorn Highway) | 4702     | QLD   | Regional  | -   | -  | 32%                                       | 7  |
| 154 | Woolworths Bowen Hills      | Bowen Hills   | 136-146 Abbotsford Rd                    | 4006     | QLD   | Metro     | 26%                                       | 8  | 32%                                       | 7  |
| 155 | Woolworths Deception Bay    | Deception Bay | 3 Bay Av and Deception Bay Rd            | 4508     | QLD   | Regional  | 26%                                       | 8  | 32%                                       | 7  |

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|     |                          |               |  |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 156 | Woolworths Acacia Ridge  | Acacia Ridge  | 1150 Beaudesert Rd                       | 4110     | QLD   | Metro     | 26%                                       | 7  | 32%                                       | 6  |
| 157 | Woolworths North Orange  | Orange        | 1 Hanrahan Place (cnr Leeds Parade)      | 2800     | NSW   | Regional  | 25%                                       | 8  | 31%                                       | 7  |
| 158 | Woolworths Morisset      | Morisset      | 125 Dora St                              | 2264     | NSW   | Regional  | -   | -  | 31%                                       | 7  |
| 159 | Woolworths West Ryde     | West Ryde     | 924 Victoria Rd                          | 2114     | NSW   | Metro     | -   | -  | 31%                                       | 6  |
| 160 | Woolworths Oxenford      | Oxenford      | Cnr Old Pacific Hwy and Cottonwood Place | 4210     | QLD   | Regional  | -   | -  | 31%                                       | 7  |
| 161 | Woolworths Toowoomba     | Toowoomba     | 629 Ruthven St (cnr James St)            | 4350     | QLD   | Regional  | -   | -  | 31%                                       | 10   |
| 162 | Woolworths MacGregor     | MacGregor     | Cnr Kessels Rd and Springfield St        | 4109     | QLD   | Metro     | -   | -  | 31%                                       | 6  |
| 163 | Woolworths St Kilda      | St Kilda      | 99 Chapel St (cnr Inkerman)              | 3182     | VIC   | Metro     | -   | -  | 31%                                       | 3  |
| 164 | Woolworths Glen Huntley  | Caulfield     | Cnr Glen Huntly and Bamba Rd             | 3163     | VIC   | Metro     | -   | -  | 31%                                       | 5  |
| 165 | Woolworths Margate       | Margate       | 9-11 Baynes St                           | 4019     | QLD   | Regional  | -   | -  | 30%                                       | 5  |
| 166 | Woolworths Wodonga South | Wodonga       | 81 Victoria Cross Parade                 | 3690     | VIC   | Regional  | -   | -  | 30%                                       | 5  |
| 167 | Woolworths Prospect Vale | Prospect Vale | 360-364 Westbury Rd                      | 7250     | TAS   | Regional  | -   | -  | 30%                                       | 7  |

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|     |                             |             |   |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 168 | Woolworths Mandurah         | Mandurah    | Cnr Freemantle Rd and Magenta Terrace   | 6210     | WA    | Regional  | 30%                                       | 5  | 30%                                       | 5  |
| 169 | Woolworths Warwick          | Warwick     | 62 Albion St                            | 4370     | QLD   | Regional  | -   | -  | 30%                                       | 5  |
| 170 | Woolworths Caboolture South | Caboolture  | 61-65 Morayfield Rd                     | 4510     | QLD   | Regional  | 30%                                       | 7  | 30%                                       | 7  |
| 171 | Woolworths Shepparton       | Shepparton  | 292-294 High St                         | 3630     | VIC   | Metro     | 30%                                       | 4  | 30%                                       | 4  |
| 172 | Woolworths Park Ridge       | Park Ridge  | 12 Park Ridge Rd                        | 4125     | QLD   | Regional  | -   | -  | 30%                                       | 9  |
| 173 | Woolworths Beenleigh        | Beenleigh   | Lot 1 George St                         | 4207     | QLD   | Regional  | -   | -  | 30%                                       | 9  |
| 174 | Woolworths Taigum           | Zillmere    | 396 Beams Rd                            | 4034     | QLD   | Metro     | -   | -  | 29%                                       | 5  |
| 175 | Woolworths Orange           | Orange      | 357-361 Summer St (cnr William St)      | 2800     | NSW   | Regional  | -   | -  | 29%                                       | 7  |
| 176 | Woolworths Goonellabah      | Goonellabah | 2 Simeoni Drive                         | 2480     | NSW   | Regional  | -   | -  | 29%                                       | 7  |
| 177 | Woolworths Meadowbrook      | Meadowbrook | 6-10 Logandowns Drive (cnr Loganlea Dr) | 4131     | QLD   | Regional  | -   | -  | 29%                                       | 9  |
| 178 | Woolworths Albury           | Albury      | 515 Young St                            | 2640     | NSW   | Regional  | -   | -  | 29%                                       | 8  |
| 179 | Woolworths Belmont          | Belmont     | 397 Pacific Highway                     | 2280     | NSW   | Regional  | -   | -  | 29%                                       | 7  |

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|     |                               |            |   |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 180 | Woolworths Ingham             | Ingham     | 75 Herbert St (Bruce Hwy), (Cnr Gedge St)         | 4850     | QLD   | Regional  | 29%                                       | 5  | 29%                                       | 5  |
| 181 | Woolworths Goodna             | Goodna     | Cnr Redbank Plains Rd and Eagle St                | 4300     | QLD   | Metro     | 29%                                       | 4  | 29%                                       | 4  |
| 182 | Woolworths Wodonga            | Wodonga    | 27-29 High St (cnr Huon St)                       | 3690     | VIC   | Regional  | -   | -  | 29%                                       | 7  |
| 183 | Woolworths Golden Square      | Bendigo    | 226 - 232 High St                                 | 3555     | VIC   | Metro     | -   | -  | 29%                                       | 5  |
| 184 | Woolworths Wendouree          | Wendouree  | 1253 Howitt St                                    | 3355     | VIC   | Metro     | -   | -  | 29%                                       | 7  |
| 185 | Woolworths Glenrose (Belrose) | Belrose    | 60 Glen St  | 2085     | NSW   | Metro     | 29%                                       | 4  | 29%                                       | 4  |
| 186 | Woolworths Bateau Bay         | Bateau Bay | Pad Site P101 Bateau Bay Square 12 Bay Village Rd | 2261     | NSW   | Regional  | 29%                                       | 7  | 29%                                       | 7  |
| 187 | Woolworths Cardiff            | Cardiff    | 43 Macquarie Rd                                   | 2285     | NSW   | Regional  | -   | -  | 28%                                       | 9  |
| 188 | Woolworths Holmview           | Holmview   | 17 Gardiner Rd (Cnr Logan River Rd)               | 4207     | QLD   | Regional  | -   | -  | 28%                                       | 9  |
| 189 | Woolworths Allentown          | Allentown  | 171 Denham St                                     | 4700     | QLD   | Regional  | -   | -  | 28%                                       | 8  |
| 190 | Woolworths Bankstown          | Bankstown  | 1618 Canterbury Rd                                | 2196     | NSW   | Metro     | -   | -  | 28%                                       | 6  |

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|     |                             |               |  |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 191 | Woolworths Glendale         | Glendale      | Stockland Shopping Centre, Stockland Drive | 2285     | NSW   | Regional  | -   | -  | 28%                                       | 8  |
| 192 | Woolworths Slacks Creek     | Slacks Creek  | 124 Paradise Rd                            | 4127     | QLD   | Metro     | -   | -  | 28%                                       | 5  |
| 193 | Woolworths Charlestown      | Charlestown   | 93 Pacific Highway                         | 2290     | NSW   | Regional  | -   | -  | 28%                                       | 9  |
| 194 | Woolworths Corrimal         | Corrimal      | 275-277 Princess Highway                   | 2518     | NSW   | Regional  | -   | -  | 28%                                       | 8  |
| 195 | Woolworths Surry Hills      | Redfern       | 475 Cleveland St                           | 2016     | NSW   | Metro     | -   | -  | 28%                                       | 6  |
| 196 | Woolworths Dubbo            | Dubbo         | Cnr Mitchell Hwy and Wheelers Lane         | 2830     | NSW   | Regional  | -   | -  | 28%                                       | 6  |
| 197 | Woolworths Park Beach Plaza | Park Beach    | Pacific Highway                            | 2450     | NSW   | Regional  | -   | -  | 28%                                       | 5  |
| 198 | Woolworths Ulverstone       | Ulverstone    | 20-22 Eastland Drive                       | 7315     | TAS   | Regional  | 27%                                       | 7  | 27%                                       | 7  |
| 199 | Woolworths Runaway Bay      | Runaway Bay   | 10 Lae Drive (Runaway Bay Shopping Centre) | 4216     | QLD   | Regional  | -   | -  | 27%                                       | 8  |
| 200 | Woolworths Geelong North    | Geelong North | Cnr Thompson Rd and Victoria St            | 3220     | VIC   | Metro     | 27%                                       | 4  | 27%                                       | 4  |
| 201 | Woolworths Hampton Park     | Hampton Park  | 70 Hallam Rd                               | 3976     | VIC   | Metro     | -   | -  | 27%                                       | 4  |
| 202 | Woolworths Bulli            | Bulli         | 261 - 265 Princes Highway                  | 2516     | NSW   | Regional  | -   | -  | 27%                                       | 8  |

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|     |                            |                 |  |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 203 | Woolworths Ingleburn       | Ingleburn       | 12-14 Norfolk St                                   | 2565     | NSW   | Metro     | -   | -  | 27%                                       | 4  |
| 204 | Woolworths Mount Druitt    | Mount Druitt    | Mt Druitt Market Place, North Parade               | 2770     | NSW   | Metro     | 27%                                       | 3  | 27%                                       | 3  |
| 205 | Woolworths Helensvale      | Helensvale      | Part Lot 4, 1-29 Millaroo Dr (Cnr Phillip Gray Rd) | 4212     | QLD   | Regional  | -   | -  | 27%                                       | 8  |
| 206 | Woolworths Edgeworth       | Edgeworth       | 736-742 Main Rd                                    | 2285     | NSW   | Regional  | -   | -  | 27%                                       | 8  |
| 207 | Woolworths Mango Hill      | Mango Hill      | Cnr Anzac Avenue and Josey Roads                   | 4509     | QLD   | Regional  | -   | -  | 27%                                       | 6  |
| 208 | Woolworths Lavington       | Lavington       | 370 Griffith Rd                                    | 2641     | NSW   | Regional  | -   | -  | 27%                                       | 7  |
| 209 | Woolworths Kirkwood        | Kirkwood        | Cnr Kirkwood Rd and Dixon Drive                    | 4680     | QLD   | Regional  | 27%                                       | 5  | 27%                                       | 5  |
| 210 | Woolworths Booval          | Booval          | 139 Brisbane Rd and South Station Rd               | 4304     | QLD   | Regional  | -   | -  | 27%                                       | 8  |
| 211 | Woolworths Burpengary      | Burpengary      | 177-183 Station Rd                                 | 4505     | QLD   | Regional  | 27%                                       | 8  | 27%                                       | 8  |
| 212 | Woolworths Raymond Terrace | Raymond Terrace | 39-41 Port Stephens Rd (Cnr Bourke St)             | 2324     | NSW   | Regional  | 27%                                       | 6  | 27%                                       | 6  |
| 213 | Woolworths Woodridge       | Woodridge       | 398 Kingston Rd                                    | 4114     | QLD   | Metro     | -   | -  | 26%                                       | 5  |
| 214 | Woolworths Hope Island     | Hope Island     | 69-71 Crescent Ave                                 | 4212     | QLD   | Regional  | -   | -  | 26%                                       | 8  |

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|     |                            |                   |  |          |       |           | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors | Approximate post-acquisition market share | Approximate post-acquisition remaining competitors |
| 215 | Woolworths Kenmore         | Kenmore           | 2005 Moggill Rd                        | 4069     | QLD   | Regional  | -   | -  | 26%                                       | 7  |
| 216 | Woolworths Fairy Meadow    | Fairy Meadow      | 47 Princes Highway                     | 2519     | NSW   | Regional  | -   | -  | 26%                                       | 9  |
| 217 | Woolworths Mount Hutton    | Mount Hutton      | Lake Macquarie Fair, Wilsons Rd        | 2290     | NSW   | Regional  | -   | -  | 25%                                       | 9  |
| 218 | Woolworths Northside Plaza | Rockhampton North | 222-236 Musgrave Rd                    | 4700     | QLD   | Regional  | -   | -  | 25%                                       | 8  |
| 219 | Woolworths Chermside       | Chermside         | 725 Webster Rd (Cnr Gympie)            | 4032     | QLD   | Metro     | -   | -  | 25%                                       | 5  |
| 220 | Woolworths Wollongong West | Wollongong West   | 425 Crown St                           | 2500     | NSW   | Regional  | -   | -  | 25%                                       | 9  |
| 221 | Woolworths Miranda         | Miranda           | Cnr Kingsway and Port Hacking Roads    | 2228     | NSW   | Metro     | -   | -  | 25%                                       | 5  |
| 222 | Woolworths Minto           | Minto             | 2 Cary Grove (Cnr Ben Lomond Dr)       | 2566     | NSW   | Metro     | 25%                                       | 7  | 25%                                       | 7  |
| 223 | Woolworths Deagon          | Deagon            | 180 Braun St                           | 4017     | QLD   | Regional  | -   | -  | 25%                                       | 9  |
| 224 | Woolworths Karalee         | Karalee           | Lot 266 Junction Rd (Cnr Langlands Rd) | 4306     | QLD   | Regional  | -   | -  | 24%                                       | 8  |
| 225 | Woolworths Green Hills     | Maitland East     | Molly Morgan Drive                     | 2323     | NSW   | Regional  | -   | -  | 24%                                       | 9  |
| 226 | Woolworths Kingswood       | Kingswood         | 66 Parker St                           | 2747     | NSW   | Metro     | -   | -  | 17%                                       | 3  |