

Group strategy: To grow the UK core

UK like-for-like (inc. VAT, exc. petrol)

08/09	09/10	10/11	11/12
3.0%	2.6%	1.0%	0.0%

Definition

The growth in sales from stores that have been open for at least a year.

Performance

Having delivered a disappointing performance, particularly during the second half, our UK Plan aims to drive stronger like-for-like sales.



UK trading profit



Definition

The profit generated from the UK business in its retail operations.

Performance

Having delivered a solid first half profit outcome, profits weakened in the second half, reflecting a disappointing sales performance and the initial investment in improving the shopping trip for customers which we began during the second half of the year.

Customer rating of overall shopping experience as excellent or good

76%



Definition

Percentage of customer ratings, measured in exit interviews.

Performance

Three quarters of customers find their shopping experience good or excellent, and 98% find it reasonable, good or excellent. With our UK Plan, we aim to improve customers' shopping experiences from reasonable to good and from good to excellent.

Growth in UK online sales

+10%

Definition

The year-on-year sales growth from total tesco.com and online telecoms.

Performance

We are pleased with the performance of our online businesses. Our largest business, grocery, accelerated its already strong rate of growth through the year.

Group strategy: To be a creator of highly valued brands

Customer loyalty

9

markets – 1st or 2nd place

Definition

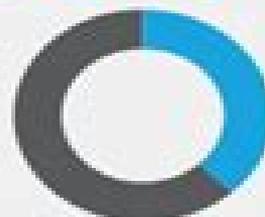
The number of markets where we are placed 1st or 2nd for the proportion of customers who do over 50% of their shopping with a single retailer.

Performance

We are particularly pleased that we lead on loyalty in four of our markets and are second in a further five. This is an important indicator of our customers' satisfaction with the shopping trip and the Tesco brand and is supported by a loyalty scheme in each of our markets.

Group-wide own-label participation

38%



■ Tesco own-label brands

Definition

Own-label sales as a proportion of total Group sales. Own-label sales include Tesco brands (such as F&F, Finest or Venture brands) and unbranded products, such as produce. Tesco Bank and Tesco Mobile are not included.

Performance

Group own-label participation was stable in the year. Range & Quality is one part of our Plan for the UK, with Tesco Value now relaunched as Everyday Value and upgrades to over 8,000 Tesco standard lines planned.

Kpi Performance Tesco

Zhe Xu



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