

## Reviewed condensed consolidated results for the year ended 28 February 2007

12.1%  
Turnover

23.2%  
Trading profit

18.0%  
Headline earnings per share\*

18.5%  
Final dividend per share

### Review of Operations

#### Group overview

As we enter our 40th year of serving our customers we are pleased to report that the Group has produced another strong performance.

**Group turnover** at R39.3 billion showed an increase of 12.1%. This was after a strong second half trading performance, producing a 13.9% increase in turnover.

The **trading profit** increase of 23.2% has led to an increase in our trading profit margin from 3.0% to 3.3% in the current year.

The **operating profit** increase of 20.6% is lower than that of trading profit due to the decrease in interest received. The lower interest received is result of the average cash balances being lower than last year due to significant capital investments of R1.1 billion, and increased dividend payments and share repurchases.

**Headline earnings per share** increased by 18.0%, before the reversal of a deferred tax asset of R46.4 million in relation to previous years' Score operating losses. As this charge has not arisen from current year activity, we consider a headline earnings calculation excluding this charge to more fully reflect the Group's result for the year. The deferred tax asset has been reversed in light of Score's disappointing current year performance and to present a more conservative balance sheet. In this regard we have also impaired goodwill of R36.3 million relating to Score. This goodwill impairment has no effect on headline earnings.

We increased our **final dividend** by 18.5% to 107.25 cents per share for Pick 'n Pay Stores Limited and 52.35 cents per share for Pick 'n Pay Holdings Limited. This brings the total dividend for the year to 134.25 cents per share for Pick 'n Pay Stores Limited and 65.52 cents per share for Pick 'n Pay Holdings Limited.

#### Pick 'n Pay Retail Division

The Retail division produced a solid performance showing real growth in both turnover and Group profit contribution.

**Supermarkets** – We opened 10 new corporate stores during the year, converted 2 corporate stores to the Pick 'n Pay Family franchise format and had to close our Claremont store in Cape Town due to the site being redeveloped. Claremont will be re-opened during the 2009 financial year. For the 2008 financial year we already have 7 new corporate stores confirmed to be opened.

**Family Franchise** – We continue to expand our successful Family franchise format opening 11 new stores during the past financial year including 1 in Namibia. We have another exciting year ahead of us, opening a further 20 Family stores during the 2008 financial year.

**Hypermarkets** – The opening of 2 new Hypermarkets in Zambezi Road, Montana and on Old Pretoria Road, Centurion during the second half of the financial year was a highlight of the year. We have received good customer acceptance of our new format of Hypermarket and we expect these openings, together with the 2 new openings planned for the 2008 financial year, to provide a revived momentum for growth in this large store format.

The Retail division continues to expand its other store formats increasing the number of stand-alone **Clothing stores** to 24 and **Liquor stores** to 36 during the year. During the next financial year we will open a further 5 Clothing and 20 Liquor stores.

#### Group Enterprises

**Score** continued its conversion of stores to the Nambawane format completing 18 conversions in the second half of the year. These additional refurbishments helped Score produce a better second half performance. Nevertheless we were disappointed with the performance for the year and in this regard are reviewing various options on the future direction of Score. The brand now comprises 127 stores.

**Boxer** had a very good year, despite the toughening trading conditions, showing good real growth in both turnover and profit contribution. Boxer opened 9 new stores including 3 Boxer Build hardware stores. During the 2008 financial year, Boxer will continue to expand its footprint by opening a further 5 supermarkets and 4 Boxer Build hardware stores.

In February 2007 we decided jointly with Fruit & Veg City, following the Competition Commission recommendation, not to pursue the acquisition.

#### Franklins Australia

The latest full year results reflect a substantial improvement in overall profitability and general operational efficiencies, following a \$10.2 million turnaround having reduced losses from \$19 million to \$8.8 million through the stability and costs effectiveness of its new warehousing and distribution capabilities.

During the year three new corporate stores were opened and a further three stores are confirmed to be opened in the 2008 financial year. In the same period five stores were closed, two of which were relocated in existing shopping centres.

In order to capitalise and build on the current business platform the Board has committed to a significant capital investment programme in our corporate stores over the coming years. This additional investment in the Franklins business confirms the Board's commitment to growing our business in Australia.

The Franklins Franchise system was successfully launched during the year with the conversion of two stores (one being the conversion of a corporate store). Since conversion both of these franchise stores have shown double digit sales growth.

The roll out of further franchise stores is now a priority and we are pleased to report that we have recently concluded agreements for the conversion of a further four stores to the Franklins Franchise system. This will take the total number of franchise stores to six. We are confident that these conversions together with others planned for the 2008 financial year will give momentum to the expansion of the Franklins Franchise system.

#### General Comments and Prospects

We have now completed a strategic review of the business with the assistance of an international consulting group and are about to implement many of the initiatives highlighted during the review.

The conversion to SAP accounting systems throughout the Group is now in progress and it is anticipated that the conversion in the Pick 'n Pay Retail division will be completed during the 2008 financial year. We are confident that the investment in the new system will lead to greater operating efficiencies.

With the launch of our 40th Birthday campaign and various other initiatives throughout the Group, we are confident of being able to achieve good growth in headline earnings per share during the 2008 financial year.

For and on behalf of the Board

Raymond Ackerman  
Chairman

Nick Badminton  
Chief Executive Officer

23 April 2007

PICK 'n PAY STORES LIMITED – Share code: PIK ISIN code: ZAE000005443

### Income Statement

	Reviewed Year to Feb 2007 Rm	Growth %	Audited Year to Feb 2006 Rm
Revenue (note 3)	41 128.1		36 664.9
<b>Turnover</b>	<b>39 337.1</b>	12.1	35 078.4
Cost of merchandise sold	(32 443.2)		(29 060.1)
Gross profit	6 893.9		6 018.3
Other trading income	1 749.4		1 529.6
Trading expenses	(7 354.9)		(6 500.5)
Profit on sale of investments	8.2		—
Loss on sale of property, equipment and vehicles	(9.4)		(2.5)
<b>Trading profit</b>	<b>1 287.2</b>	23.2	1 044.9
Interest received	41.6		56.7
Operating profit	1 328.8		1 101.6
Interest paid	(49.3)		(37.6)
Dividends received	—		0.2
Share of associate's profit	26.1		23.4
Impairment of investment in associate (note 6)	(64.0)		—
Impairment of goodwill (note 8)	(36.3)		—
Profit before tax	1 205.3		1 087.6
Tax (note 7)	(529.7)		(384.5)
Profit for the year	675.6		703.1
<b>Trading profit margin</b>	<b>3.3%</b>		3.0%
<b>Operating profit margin</b>	<b>3.4%</b>		3.1%
Earnings per share – cents			
Basic	148.13		152.49
Diluted	139.86		144.42
<b>Interim dividend – No. 77 paid</b>	<b>27.00</b>		23.30
<b>Final dividend – No. 78 payable</b>	<b>107.25</b>	18.5	90.50
<b>Total dividend</b>	<b>134.25</b>		113.80
<b>Headline earnings reconciliation</b>			
Profit for the year	675.6		703.1
Profit on sale of investments	(8.2)		—
Loss on sale of property, equipment and vehicles	9.4		2.5
Impairment of investment in associate (note 6)	64.0		—
Impairment of goodwill (note 8)	36.3		—
Headline earnings	777.1	10.1	705.6
Reversal of deferred tax asset (note 7)	46.4		—
<b>Headline earnings before deferred tax reversal</b>	<b>823.5</b>	16.7	705.6
Headline earnings per share – cents			
<b>Headline – before deferred tax reversal*</b>	<b>180.55</b>	18.0	153.02
Headline	170.38		153.02
Diluted	160.79		144.92

### Pick 'n Pay Holdings Limited ("PIKWIK")

Reviewed results for the year ended 28 February 2007

Share Code: PWK ISIN code: ZAE000005724

Pikwik's only asset is its 52.94% (2006: 52.94%) investment in Pick 'n Pay Stores Limited. The Pikwik Group earnings are directly related to those of this investment. Headline earnings for the year amount to R411.4 million (2006: R373.5 million). Headline earnings before the deferred tax reversal (note 7) is R436.0 million, an increase of 16.7%.

Headline earnings per share, calculated using the weighted average number of shares in issue during the year of 508.7 million (2006: 505.4 million), is 80.87 cents (2006: 73.90 cents). Headline earnings per share before the deferred tax reversal (note 7) is 85.70 cents, an increase of 16.0%. The total number of shares in issue is 527.2 million (2006: 527.2 million). Pikwik's final dividend per share is 52.35 cents (2006: 44.18 cents).

### Dividend Declaration

The directors have declared the following cash dividends:

**Pick 'n Pay Stores Limited (No. 78)** 107.25 cents per share

**Pick 'n Pay Holdings Limited (No. 51)** 52.35 cents per share

For both Companies, the last day of trade in order to participate in the dividend (CUM dividend) will be Friday, 1 June 2007. The shares will trade EX dividend from the commencement of business on Monday, 4 June 2007 and the record date will be Friday, 8 June 2007.

The dividends will be paid on Monday, 11 June 2007.

Share certificates may not be dematerialised or rematerialised between Monday, 4 June 2007 and Friday, 8 June 2007, both dates inclusive.

On behalf of the Boards of Directors

GF Lea – Company Secretary

23 April 2007

### Notes to the Financial Information

KPMG Inc, the Group's independent auditor has reviewed the preliminary financial statements contained in this preliminary report, and has expressed an unmodified conclusion on the preliminary financial statements. Their review report is available for inspection at the company's registered office.

- These preliminary financial statements have been prepared in accordance with the recognition and measurement requirements of IFRS and the disclosure requirements of IAS 34. Accounting policies are consistent with those of prior years except for the application of IFRIC 4 Determining whether an Arrangement contains a Lease (IFRIC 4) which has been applied by the Group for the first time.
- IFRIC 4 requires an entity to determine whether an arrangement, such as a service contract, is or contains a lease. Where this is the case, such a contract is accounted for in accordance with IAS 17 Leases. The Group has identified equipment used by third party distribution centre operators as finance leases and the trucks used by contracted operators to distribute merchandise to our stores as operating leases. The effect of the finance leases was to recognise the value of the assets and the related liabilities on the balance sheet in the current year with no effect on the Group's equity. The operating leases (which have no income statement or balance sheet effect) require additional disclosure in the annual report. The comparative balance sheet has been adjusted accordingly.
- Revenue comprises turnover, other trading income, interest received and dividends received.
- With the adoption of IFRS in the 2006 financial year an error was made in the restatement of opening balances relating to operating lease liabilities. This has been corrected as a prior year adjustment to opening equity with no effect on comparative earnings.
- The weighted average number of shares is lower than that in issue due to the treasury shares held by the Group being treated as cancelled for this calculation.
- In accordance with IFRS the 25% investment in TM Supermarkets in Zimbabwe is accounted for on the equity basis. Our share of the after-tax profits of TM Supermarkets is translated into Rands at the most realistic rate at which dividends may be remitted. Due to worsening economic conditions in Zimbabwe and a lack of available foreign exchange, the possibility of remitting funds from Zimbabwe is currently remote. An impairment review has been performed on the value of the investment in TM Supermarkets and the investment has been written down by R64.0 million to an estimated fair value of R9.1 million.
- The tax charge includes a reversal of the deferred tax asset of R46.4 million relating to Score Supermarkets. As this charge has not arisen from current year activity we consider a headline earnings calculation excluding this charge to more fully reflect the Group's result for the year.
- This amount represents an impairment of goodwill on the original acquisition of Score Supermarkets.
- Certain cost recoveries disclosed as other trading income in the 2006 financial year are now included in trading expenses to accord with current year classifications. This reclassification had no effect on earnings.

### Balance Sheet

	Reviewed Feb 2007 Rm	Audited Feb 2006 Rm
<b>Assets</b>		
<b>Non-current assets</b>		
Goodwill	714.3	634.9
Intangible assets	190.3	110.9
Property, equipment and vehicles	2 525.2	1 873.7
Investments	9.1	9.3
Investment in associate (note 6)	0.2	47.0
Loans	108.8	96.7
Operating lease asset	5.9	4.8
Participation in export partnerships	67.8	71.8
Deferred tax	151.2	238.3
	<b>3 772.8</b>	<b>3 087.4</b>
<b>Current assets</b>		
Inventory	2 367.4	1 984.2
Trade and other receivables	943.7	750.7
Cash and cash equivalents	709.1	944.6
	<b>4 020.2</b>	<b>3 679.5</b>
<b>Total assets</b>	<b>7 793.0</b>	<b>6 766.9</b>
<b>Equity and liabilities</b>		
<b>Total equity</b>	<b>1 015.4</b>	<b>854.9</b>
<b>Non-current liabilities</b>		
Long-term debt	181.8	192.9
Retirement scheme obligations	129.0	194.8
Operating lease liability	584.3	554.4
	<b>895.1</b>	<b>942.1</b>
<b>Current liabilities</b>		
Short-term debt	51.6	79.5
Trade and other payables	5 605.4	4 654.1
Tax	225.5	236.3
	<b>5 882.5</b>	<b>4 969.9</b>
<b>Total equity and liabilities</b>	<b>7 793.0</b>	<b>6 766.9</b>
Shares in issue – millions	486.1	486.1
Weighted average shares in issue – millions (note 5)	456.1	461.1
Net asset value – cents per share (property value based on directors' valuation)	283.4	247.1

### Statement of Changes in Equity

	Reviewed Year to Feb 2007 Rm	Audited Year to Feb 2006 Rm
Total equity at 1 March – as previously reported	854.9	714.8
Prior year adjustment – operating leases (note 4)	—	(10.4)
<b>Total equity at 1 March – as restated</b>	<b>854.9</b>	<b>704.4</b>
Total recognised income and expense for the year	832.9	686.9
Profit for the year	675.6	703.1
Gains and losses recognised directly in equity:		
Revaluation of investments	(8.2)	5.7
Foreign currency translation	165.5	(21.9)
Dividends paid	(523.8)	(452.0)
Share repurchases	(221.2)	(132.0)
Take-up of share options by employees	43.4	25.2
Share options expense	29.2	22.4
<b>Total equity at 28 February</b>	<b>1 015.4</b>	<b>854.9</b>

### Cash Flow Statement

	Reviewed Year to Feb 2007 Rm	Audited Year to Feb 2006 Rm
Trading profit	1 287.2	1 044.9
Profit on sale of investments	(8.2)	—
Loss on sale of property, equipment and vehicles	9.4	2.5
Depreciation and amortisation	426.4	325.4
Share options expense	29.2	22.4
Net operating lease obligations	28.8	47.8
Increase in trade and other payables	868.1	377.9
Increase in inventory	(383.2)	(125.6)
Increase in trade and other receivables	(189.1)	(85.2)
<b>Cash generated by trading activities</b>	<b>2 068.6</b>	<b>1 610.1</b>
Interest received	41.6	56.7
<b>Cash generated by operations</b>	<b>2 110.2</b>	<b>1 666.8</b>
Interest paid	(49.3)	(37.6)
Dividends received	—	0.2
Dividends paid	(523.8)	(452.0)
Tax paid	(449.9)	(565.5)
<b>Cash flows from operating activities</b>	<b>1 087.2</b>	<b>611.9</b>
Property, equipment and vehicle additions	(1 047.0)	(829.3)
Proceeds on sale of property, equipment and vehicles	29.2	49.6
Intangible asset additions	(79.8)	(90.0)
Acquisition of stores	(2.2)	(5.2)
Proceeds on sale of investments	9.1	—
Loans advanced	(12.1)	(0.9)
<b>Cash flows from investing activities</b>	<b>(1 102.8)</b>	<b>(875.8)</b>
Debt (repaid)/raised	(38.9)	4.3
Share repurchases	(221.2)	(132.0)
Take-up of share options by employees	43.4	25.2
<b>Cash flows from financing activities</b>	<b>(216.7)</b>	<b>(102.5)</b>
<b>Net decrease in cash and cash equivalents</b>	<b>(232.3)</b>	<b>(366.4)</b>
Cash and cash equivalents at 1 March	944.6	1 329.0
Exchange rate effect on cash and cash equivalents	(3.2)	(18.0)
Cash and cash equivalents at 28 February	709.1	944.6

### Segmental Report

	Southern Africa		Australia		Total	
	Reviewed Feb 2007 Rm	Audited Feb 2006 Rm	Reviewed Feb 2007 Rm	Audited Feb 2006 Rm	Reviewed Feb 2007 Rm	Audited Feb 2006 Rm
<b>Segment revenue</b>	<b>36 527.2</b>	32 429.4	<b>4 600.9</b>	4 235.5	<b>41 128.1</b>	36 664.9
Turnover	35 067.9	31 143.6	4 269.2	3 934.8	39 337.1	35 078.4
– Australian dollars			807.2	810.9		
<b>Segment result</b>						
Trading profit/(loss)	1 333.6	1 137.6	(46.4)	(92.7)	1 287.2	1 044.9
– Australian dollars			(8.8)	(19.0)		
Depreciation and amortisation, included in trading profit/(loss)	(365.5)	(279.7)	(60.9)	(45.7)	(426.4)	(325.4)
Goodwill, included in total assets	137.1	171.2	577.2	463.7	714.3	634.9
Total assets, net of deferred tax and tax	6 310.8	5 358.7	1 331.0	1 169.9	7 641.8	6 528.6
Total liabilities, net of tax	6 010.4	5 187.6	541.7	488.1	6 552.1	5 675.7
Capital expenditure	1 073.4	813.7	55.6	110.8	1 129.0	924.5



### Directors of Pick 'n Pay Stores Limited

Executive: RD Ackerman\* (Chairman), D Robins\* (Deputy Chairman), SR Summers (CEO) (Retired 28 February 2007), NP Badminton (CEO) (Appointed 1 March 2007), W Ackerman\*, DG Cope C Nkosi†, DM Nurek†, BJ van der Ross†, J van Rooyen† (Appointed 5 March 2007) \*Also directors of Pick 'n Pay Holdings Limited †German †Independent

Non-executive: GM Ackerman\*, RP de Wet†, HS Herman†, C Hultzer†,

These results are also available on our website <http://www.picknpay.co.za>