



Pick n Play

Inspired by you

Results

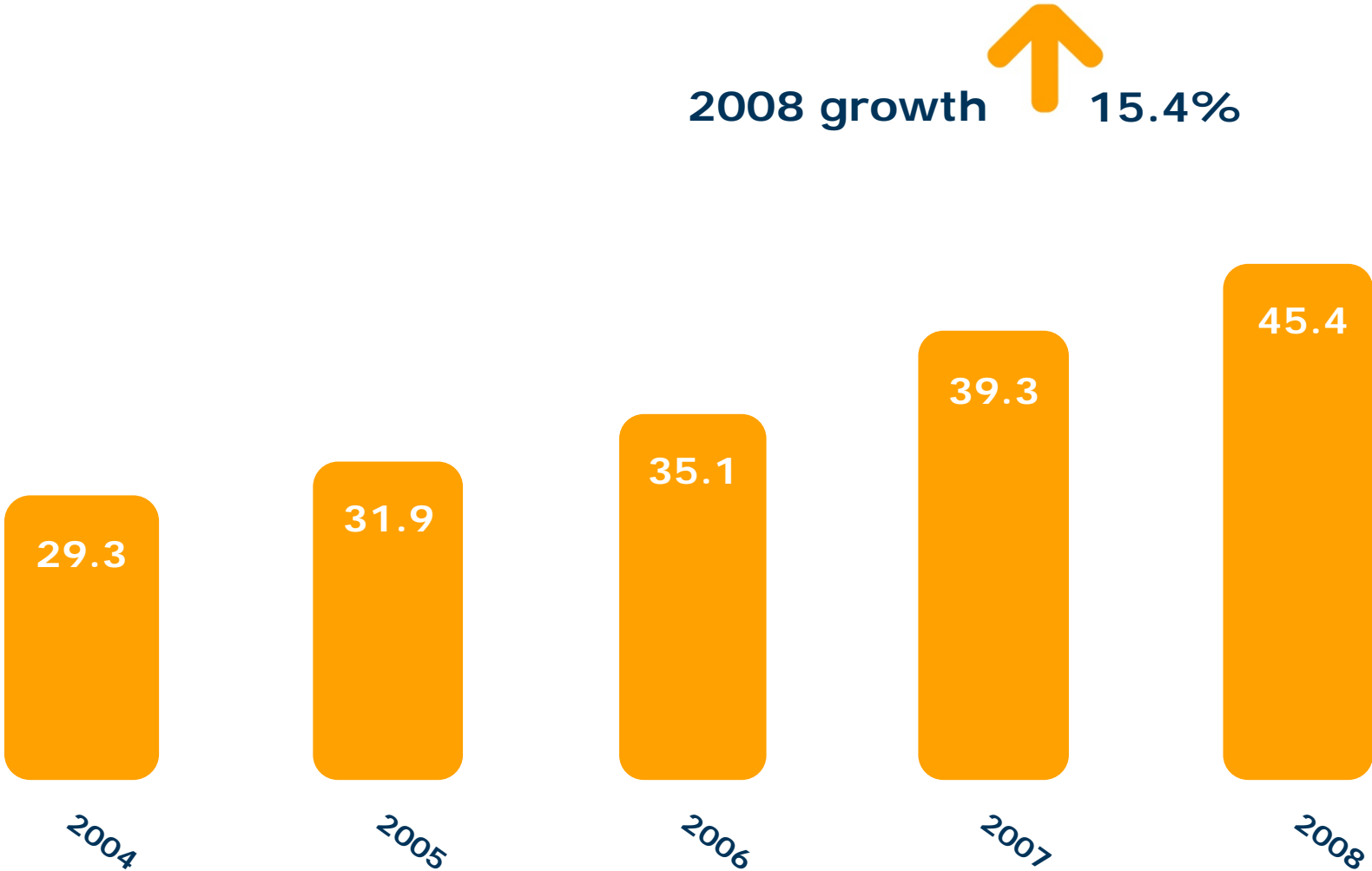
April 22nd 2008

Financial Highlights

Turnover		15.4%
Trading Profit		16.9%
Headline Earnings Per Share		10.1%
Total Dividend Per Share		11.1%
Final Dividend Per Share		10.0%

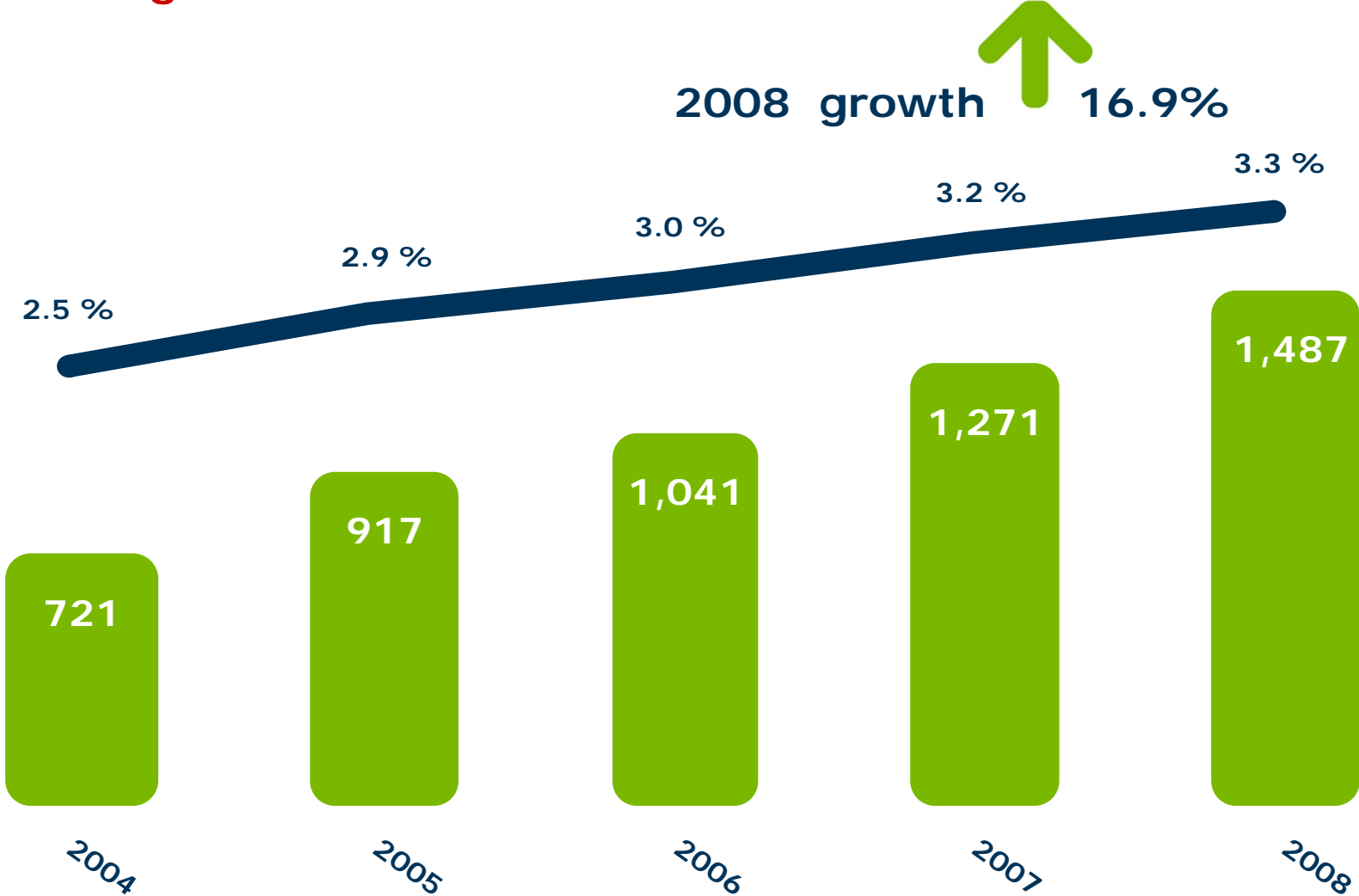
Turnover

R'bn



Trading Profit And Margin

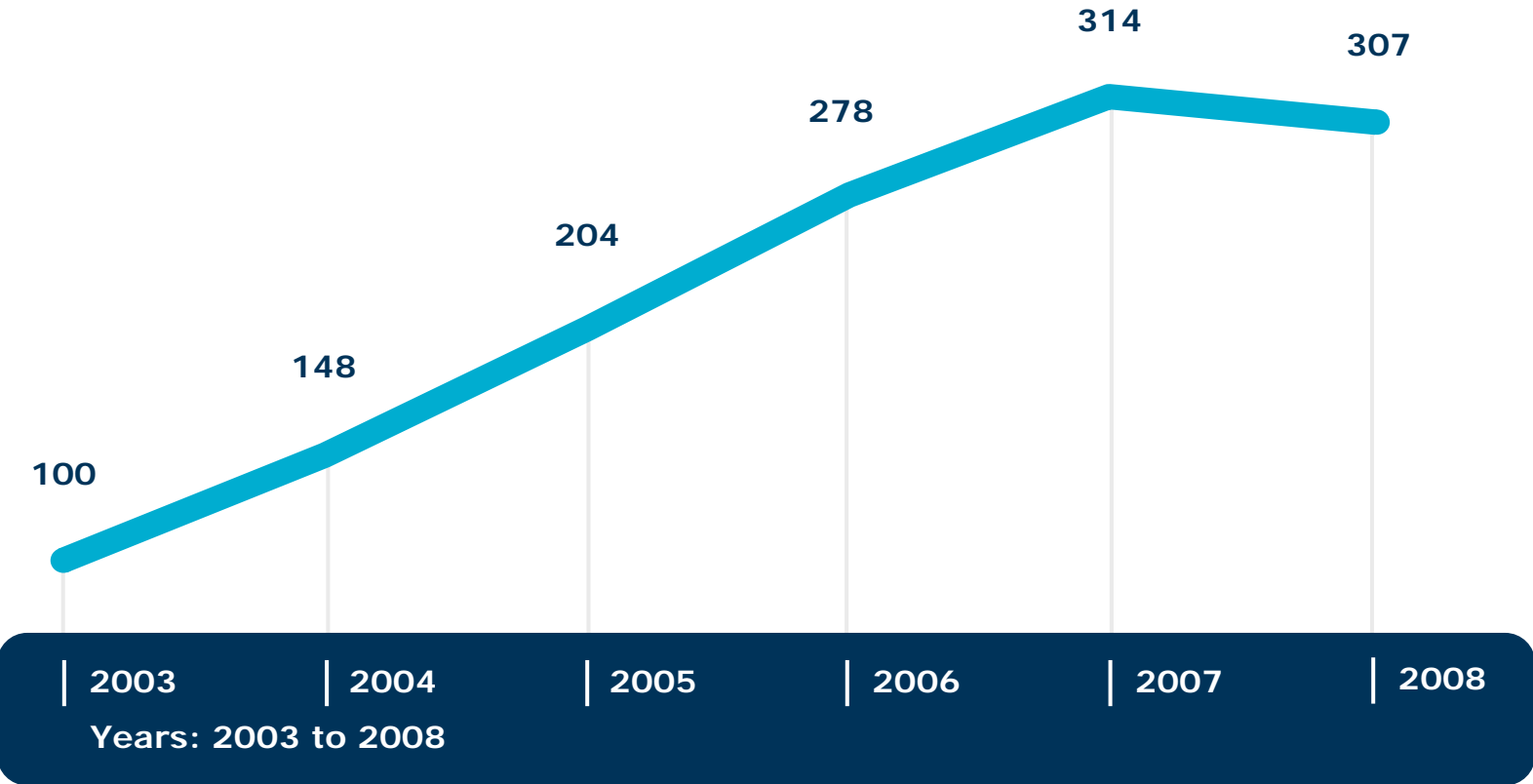
Trading Profit Rm



Total Shareholder Return

Index: 2003 = 100

Compound Annual Growth Rate  32.4%



Pick n Pay Group

Store numbers	2006	2007	2008	2009
Pick n Pay Retail Division				
Hypermarkets	14	16	18	20
Supermarkets	152	160	162	165
Franchise	179	190	206	256*
Clothing	18	24	31	33
Liquor stores	22	36	54	74
Pharmacies	6	10	14	18
Score				
Supermarkets	126	127	118	87
Boxer				
Supermarkets	54	60	64	69
Hardware stores	3	6	6	6
Franklins				
Supermarkets	79	76	74	77
Franchise	-	2	6	11
Total Stores	653	707	753	816
TM Supermarkets	54	56	56	56

* Includes 36 Score conversions
(cumulative)

Trading environment

- Retail environment tough – customers' disposable income under pressure
 - Interest rate rises
 - Petrol prices
 - Food inflation
 - Rand weakness
 - Power shortages
- Food inflation continues to rise hitting lower income households hardest
 - CPI Food reaching 14.1% in Feb '08
- We are aware of the inflationary pressure on basic foods and we are doing everything we can to minimise it's impact on customers

Trading environment (cont.)

- Pick n Pay inflation lower than CPI Food at 9.4% for the year
- Major drivers over past year:
 - Maize **25%**
 - Fresh Milk **21%**
 - Cooking Oil **22%**
 - Cheese **35%**
 - Margarine **18%**
 - Bread **11%**
 - Fruit & Veg **18%**
 - Red Meat **14%**

Commodities again driving inflation

		Feb 06	Feb 07	Feb 08	% increase 08 v 07
Maize	R / ton	1,025	1,804	1,900	4%
Wheat	R / ton	1,373	1,901	3,808	100%
Sunflower oil	R / ton	1,775	2,645	4,909	86%
Petrol	C / l	563	575	764	33%
Rand per Dollar	R / \$	6.13	7.08	8.03	13%
Rand per Euro	R / €	7.29	9.33	12.64	35%

Power

The advertisement features the Pick n Pay logo at the top, with the tagline 'Inspired by you'. Below the logo, the headline reads 'Many hands make light work'. In the center, there is an image of a 'Pick n Pay Power Pledge' card, which includes a lightning bolt icon and a red banner that says 'Take the Pick n Pay Power Pledge'. Below the image, a red box contains the text 'Take the Pick n Pay Power Pledge, switch off and win big.' At the bottom, a yellow box contains the following text: 'During these days of extended power shortage all South Africans can make a big difference by saving power. At Pick n Pay, for instance, we have committed ourselves to a 20% reduction in power consumption throughout the company and we're asking you to do the same. As an added incentive, when you sign your pledge to reduce your family's power consumption you'll be automatically entered into our draw, where you could be one of 50 customers who will win a R5000 gift card every month. Together we really do have the power to make a real difference.' The website address 'www.picknpay.co.za' is located at the bottom right of the advertisement.

- Experienced nearly 1,500 hours of load shedding in FY 08 causing significant disruption to customers
- Eskom projection for 18,000 in FY09
- All Pick n Pay stores continue trading
- Significant investment in upgrading generators in FY09 (R44M)
- Major internal initiatives ongoing to save energy – 25% saved at head office, over 900 geysers turned off or down, and lighting reduced by 20% in over 70% of stores
- Committed to helping our customers manage their own energy usage

Our strategy

South Africa's favourite and most admired grocery retailer

Customers

Defend and grow leadership in LSM 8-10 heartland

Bring the best of Pick n Pay to LSM 4-7

Operations

Invest to improve operating model

Continue to deliver operating efficiencies

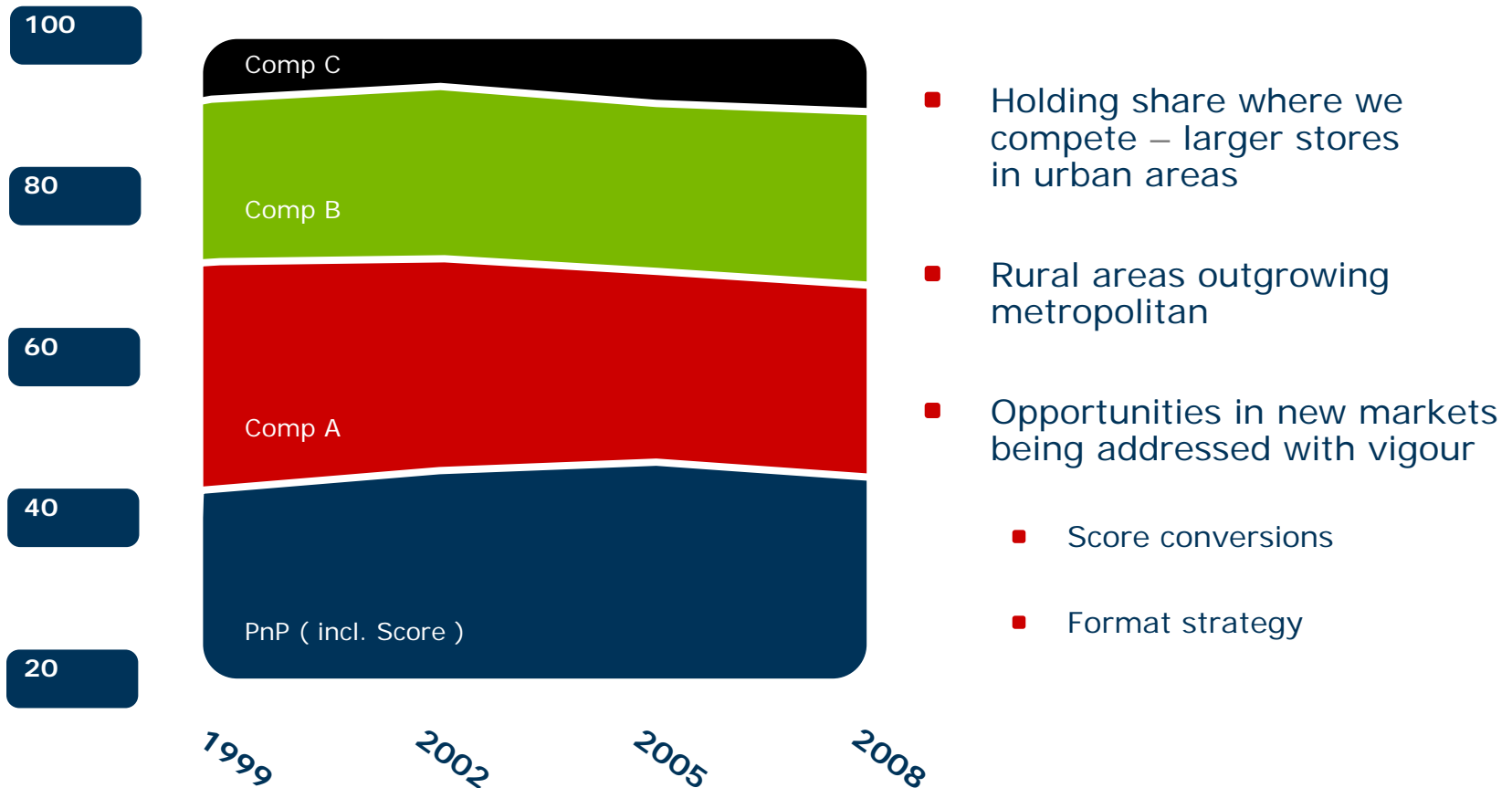
People

Build world class retail capabilities

Sustainability

Create a sustainable future

Market share



Source: Nielsen



South Africa market size and growth

**Large Format
Stores &
Hypers**

> 5,000 m²

**R12bn
Growth: 12%**

Supermarkets

1,000 to 5,000 m²

**R94bn
Growth: 16%**

**Small Format
and
Convenience
Stores**

< 1,000 m²

**R22bn
Growth: 20%**

Home shopping

Fresh



- Critical strategic initiative
- Good progress
 - Fresh growing faster than rest of Retail
 - Positive customer reaction to changes in Fresh
 - Convenience food grown more than 50% since launch – small contributor
- Relentless journey to improve product, people, operations, communication

Sustainability - priorities

Economic growth

- Sustainable company profits
- Sound corporate governance
- Stakeholder engagement and partnerships

Transformation of stakeholders

- Employment equity
- Employee ownership schemes
- Transformation of suppliers
- Affirmative procurement policies

Social development

- 5 social investment funds
- Community owned projects – R 12 mil for 15 projects in 2007 / 8
 - Organic Freedom Project
 - Support Bakery – 53% sales growth
 - Winterveldt – 8 out of 15 farms have electricity & irrigation
 - Mabuto's Piggery
 - Bethlehem Farmers Trust – 11k cases of apples in 06 to 42k in 08

Sustainable environment

- Preserve the environment and limit our impact
 - SASSI
 - Packaging findings to be implemented in 2008
- Development of natural farming methods
- Eco Friendly stores and DCs
- Minimise waste
 - E-waste initiative
 - Waste initiative piloting in 9 stores
- Reduce carbon emissions – Power Pledge
- Animal Welfare
 - Predator protection programme - Landmark Foundation in EC

Any questions ?

Pick n Play

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