



AVI

YEAR END RESULTS

for the year ended 30 June 2007





Revenue up

18%

to R6,3 billion
for continuing
operations

Operating
profit up

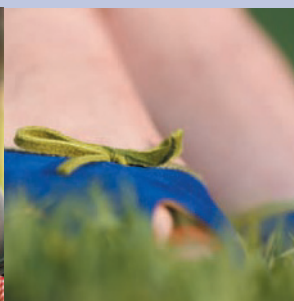
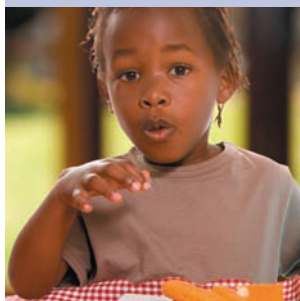
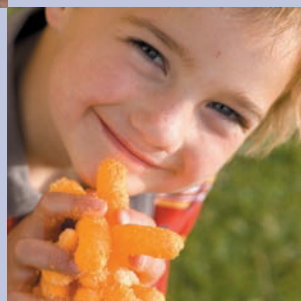
42%

to R735 million
for continuing
operations

Headline earnings
per share up

37%

to 147 cents
for continuing
operations



Operating cash
flow up

41%

to R932 million

Total dividend up

38%

to 73 cents
per share

Return of capital
to shareholders
approved by Board

R500 million



AVI Limited

Registration number: 1944/017201/06 Share code: AVI ISIN: ZAE000049433
("AVI" or "the Group")

Group overview

Consumer demand for the Company's products remained positive throughout the year despite the combination of multiple interest rate increases and in the last quarter, the implementation of the National Credit Act which had some impact on Spitz. Growth in volumes across most business units met or exceeded expectations and consequently in some categories, most notably biscuits, a shortage of production capacity constrained our ability to meet demand during seasonal peaks.

Importantly, the growth in volumes was well leveraged with most categories benefiting from operating profit improvements exceeding turnover growth. Material to the overall performance was the recovery in operating income at I&J which benefited from a combination of higher prices and improved fishing performance.

Overall financial performance was strong with Group turnover from continuing operations up 17,8% to R6,3 billion and operating profit improving by 42,2% to R735,4 million. Headline earnings from continuing operations rose by 37,5% to R460,6 million while headline earnings per share increased by 36,9% to 146,8 cents. A final dividend of 43 cents per share has been declared, bringing the full year dividend to 73 cents per share (2006: 53 cents per share).

A significant focus during the year was the implementation of the Group's shared and support structures in information technology, financial services, logistics and distribution. Progress was sound, with opportunities identified for cost reduction and increased efficiency across the Group without compromising AVI's decentralised management ethos.

AVI remained acquisitive during the year with several prospects in key categories investigated. Competition from aggressive financial buyers and general market ebullience were impediments to the conclusion of any material transaction. The fashion brand business unit secured South African licence agreements from several prestige brand owners in both footwear – GEOX, TOD'S, JIMMY CHOO and apparel – GANT. These agreements strengthen our ability to offer consumers prestige international brands and underpin our commitment to strengthening the fashion brand portfolio.

During the second quarter of the financial year cost increases for food commodities, packaging and energy were higher than expected. Price levels remained high, and in some cases, continued to rise through the financial year. To protect margins, the Food and Beverage business units used a combination of hedging strategies and price increases which, together with the strength of AVI's brands, and volume driven operating leverage, contributed to an improvement in the operating profit margin.

GROUP FINANCIAL RESULTS

Revenue from continuing operations rose by 17,8% from R5 375,6 million in 2006 to R6 332,4 million as a result of sales volume growth in all business units and higher selling prices in the food and beverage business units. Operating profit rose by 42,2%, from R517,3 million to R735,4 million.

Net financing costs decreased slightly from R33,2 million in 2006 to R32,6 million as a result of lower average borrowings offset by higher interest rates.

AVI's share of the equity accounted earnings of joint ventures realised a net loss of R21,4 million. This is principally due to the poor performance of I&J's Australian fish processing joint venture with Simplot (Australia) Pty Ltd ("Simplot") where a large scale automation project commissioned

Group overview continued

in the second half of the previous financial year has failed to reach the targets committed to by Simplot.

The improved operating profit, offset by the net loss from joint ventures, led to a 37,5% increase in headline earnings to R460,6 million.

The capital items for continuing operations of R30,7 million after tax largely comprise a R40,8 million profit on the sale of I&J's former head office in Cape Town, offset by the impairment of an aquaculture project in South America.

Net working capital increased from 14,7% of revenue in 2006 to 16,0% of revenue in 2007. This is partly due to a two day delay in certain debtors receipts because the year end fell on a Saturday, and increased inventory value. There was a general increase in physical stock quantities in line with higher sales volumes as well as a material increase at Spitz to support the expanded product range, new stores and earlier introduction of summer ranges.

The Group remains strongly cash generative with continuing operations generating cash of R932,7 million, 41% higher than in 2006. Of this, R182,3 million was retained in working capital. Other material cash out-flows during the year were the final payment for the Spitz acquisition of R340,0 million, capital expenditure of R251,5 million, taxation of R255,2 million and dividends of R199,5 million. These were partially offset by proceeds from asset disposals of R82,4 million that arose largely from the disposal of I&J's former head office building in Cape Town. Net debt decreased by R70,9 million over the period.

Capital expenditure of R251,5 million comprised mainly replacement expenditure but also included the completion of the new biscuit line at Westmead, the commencement of a new biscuit line at Isando, the expansion of Denny's brown mushroom growing capabilities and new and refurbished stores at Spitz.

SEGMENTAL REVIEW (continuing operations)

	Segmental revenue			Segmental operating profit		
	2007 Rm	2006 Rm	% change	2007 Rm	2006 Rm	% change
Food & beverage brands	5 249,5	4 474,7	17,3	543,1	344,0	57,9
Retail beverage brands	1 339,1	1 228,2	9,0	160,6	147,2	9,1
Retail snacking brands	1 394,2	1 279,7	8,9	156,8	127,0	23,5
Chilled & frozen convenience brands	2 171,3	1 678,7	29,3	172,2	27,3	530,8
Out of home	344,9	288,1	19,7	53,5	42,5	25,9
Fashion brands	1 058,1	868,6	21,8	208,4	165,6	25,8
Corporate	24,8	32,3		(16,1)	7,7	
Group	6 332,4	5 375,6	17,8	735,4	517,3	42,2

Retail Beverage Brands

Revenue growth of 9,0% was achieved with increases in all categories on the back of higher volumes and price increases implemented to offset rising input costs. The key brands in this

business unit, Five Roses, Freshpak, Frisco, Ellis Brown and Real Juice, all held or increased market share during the year. Operating profit rose from R147,2 million to R160,6 million largely as a result of a 13% increase in creamer volumes. Operating margin for the year was healthy at 12,0%.

Retail Snacking Brands

Good volume growth in both Biscuit and Snacking brands contributed to revenue growth of 8,9%. Operating profit increased 23,5% to R156,8 million primarily as a result of the impact of higher volumes achieved from the fixed cost structure. On a like-for-like basis, adjusting for the revenue and profit from the Stimorol gum agency business terminated at the end of 2006, revenue rose by 16% and operating profit rose by 29%.

The strong and sustained growth in demand for biscuits has resulted in capacity constraints during peak demand times and a concomitant pressure on service levels. This is being addressed through the installation of a new high capacity line that will be commissioned in January 2008. In the meantime production scheduling has been prioritized to ensure the best possible supply of key products to consumers.

Chilled and Frozen Convenience Brands

Revenue grew by 29,3% to R2,2 billion while operating profit increased from R27,3 million to R172,2 million. These significant increases are largely attributable to I&J, which benefited from higher prices realised, improved fishing in South Africa and a good shrimp fishing performance in Argentina in the first half of the year. Progress made in restructuring the South African trawling operations contributed to improved daily catch rates.

Production volumes at Denny improved through the second semester and strong demand supported firmer prices. Together with the successful extension of the value-added range of Denny soups and sauces this resulted in a 21,9% increase in operating profit to R26,2 million.

Out of Home

Revenue increased by 19,7% driven by volume growth in Ciro's core coffee solutions business and increased out of home juice volumes. Sales and rentals of dispensing and vending machines rose significantly, underpinning growth in sales of coffee and other beverages. Operating profit increased by 25,9% due to operating leverage realised in coffee solutions.

Fashion Brands

Revenue grew by 21,8% primarily due to strong volume growth in both the beauty and footwear categories. Indigo showed growth in all of its key brands enhanced by successful product development and launches which lifted revenue by 16,6% to R556 million and operating profit by 25,3% to R63,3 million. Spitz had an exceptional Christmas but the second half performance was tempered by an extensive refurbishment program. Like-for-like growth in Spitz was 16% and seven new stores were opened during the year, bringing the total to 39 at year end. Fashion brands lifted operating profit by 25,8% to R208,4 million.

DIVIDENDS AND RETURN OF CAPITAL TO SHAREHOLDERS

A final dividend of 43 cents per share has been declared, bringing the total normal dividend for the year to 73 cents in line with a 2,0 dividend cover on diluted headline earnings per share from continuing operations.

Group overview continued

In view of AVI's low gearing and ongoing strong cash generation, the Board has approved a program to return approximately R500 million to shareholders in the short term. This will consist of a limited share buy-back targeting the purchase of up to 5% of issued shares in the open market and a specific payment to shareholders, out of share premium, if approved at a general meeting in October 2007.

BLACK ECONOMIC EMPOWERMENT

AVI continues to drive transformation and is making progress in all of the areas identified in the Broad Based Black Economic Empowerment codes gazetted in February 2007. An extensive review, measurement and planning process based on the new codes is in progress. This will culminate in a new set of clearly defined activities and goals that will be centrally driven.

The AVI Black Staff empowerment scheme was approved by shareholders in October 2006 and implemented in March 2007. This scheme places R411 million of share purchase rights, equivalent to 7,7% of the issued ordinary shares, in the hands of AVI's current and future black employees, enabling them to participate in the capital growth of the shares over a five year period. A feature of the scheme is its broad based approach which results in meaningful allocations to all levels of black staff and to date some 5 000 staff members are participants in the scheme which has been extremely well received.

OUTLOOK

The recent interest rate hikes and global uncertainty increase the difficulty in predicting consumer demand for the year ahead. It seems prudent to expect some moderation in consumer spending caused by the National Credit Act and higher interest rates, however economic circumstances in South Africa still support an expansion in consumption expenditure albeit at a more moderate growth rate. Many of the company's key brands are in product categories with strong defensive characteristics which tend to be less impacted when times are leaner for consumers.

On the cost side, higher raw and packing material costs appear inevitable. At current levels and exchange rates, the effective management of these cost pressures is however well within the strength of the company's brands. Whilst inherently volatile, white fish resources in South Africa and Argentina look set to perform soundly in the year ahead.

AVI remains committed to growth via acquisition in selected brand categories and is optimistic that activity in this area will bear more fruit in the year ahead. Hopefully recent changes to market sentiment impacting financial buyers will produce more realistic enterprise values that present fair opportunity for management to deliver value for shareholders.

In summary we are confident that the combination of our planned management initiatives in respect of cost, efficiency and effective innovation coupled to sound consumer demand will see AVI improve earnings in the year ahead.

Angus Band
Chairman

Simon Crutchley
Chief Executive

10 September 2007

Abridged Group balance sheets

at 30 June

	Audited 2007 Rm	Audited 2006 Rm
ASSETS		
Non-current assets		
Property, plant and equipment	1 241,7	1 182,4
Intangible assets and goodwill	1 052,1	1 041,7
Investments	245,9	263,0
Deferred tax asset	121,6	100,8
	2 661,3	2 587,9
Current assets		
Inventories	760,8	578,2
Trade and other receivables including derivatives	1 058,6	883,2
Cash and cash equivalents	317,1	335,8
Assets classified as held for sale*	30,5	26,3
	2 167,0	1 823,5
Total assets	4 828,3	4 411,4
EQUITY AND LIABILITIES		
Capital and reserves		
Attributable to equity holders of AVI	2 680,4	2 339,9
Minority interests	(18,4)	(8,5)
Total equity	2 662,0	2 331,4
Non-current liabilities		
Financial liabilities, borrowings and operating lease straight line liabilities	196,6	212,8
Employee benefits	286,2	269,2
Deferred taxation	144,6	130,1
	627,4	612,1
Current liabilities		
Current borrowings including derivatives	344,1	466,9
Trade and other payables	1 117,5	944,8
Corporate taxation	66,9	56,2
Liabilities classified as held for sale*	10,4	
	1 538,9	1 467,9
Total equity and liabilities	4 828,3	4 411,4

*Assets and liabilities held for sale primarily comprise an ancillary offshore subsidiary of I&J presented as a disposal group. Efforts to sell the subsidiary have commenced. An impairment loss of R16,3 million on the remeasurement of the disposal group to the lower of its carrying amount and fair value less costs to sell has been recognised in capital items. Other assets classified as held for sale include properties and retired fishing vessels (2006: property for disposal).

Abridged Group income statements

year ended 30 June

	Audited 2007 Rm	Audited 2006 Rm	Change %
CONTINUING OPERATIONS			
Revenue*	6 332,4	5 375,6	18
Operating profit before capital items	735,4	517,3	42
Income from investments	25,3	16,5	53
Finance costs	(57,9)	(49,7)	(16)
Share of equity accounted earnings of joint ventures	(21,4)	(12,3)	(74)
Capital items	36,4	(10,9)	
Profit before taxation	717,8	460,9	56
Taxation	234,6	143,1	(64)
Profit from continuing operations	483,2	317,8	52
DISCONTINUED OPERATIONS**			
Revenue	–	13,9	
Operating profit/(loss) before capital items	–	(2,1)	
Capital items	–	6,8	
Profit before taxation	–	4,7	
Taxation	–	–	
Profit from discontinued operations	–	4,7	
Profit for the period	483,2	322,5	50
Attributable to:			
Equity holders of AVI	491,3	327,6	50
Minority interests	(8,1)	(5,1)	59
	483,2	322,5	50
Basic earnings per share from continuing operations (cents) [†]	156,6	103,4	51
Diluted earnings per share from continuing operations (cents) [†]	155,7	102,7	52
Depreciation and amortisation of property, plant and equipment, fishing rights and trademarks included in operating profit	177,0	168,2	(5)
*prior year restated to deduct warehouse allowances granted to customers in compliance with Circular 9/2006. See note 2.			
**discontinued operations in the prior year were the I&J Pelagic operations, which were halted during the six months ended December 2005.			
[†] earnings per share is calculated on a weighted average of 313 775 479 (2006: 312 373 484) ordinary shares in issue.			
[†] Diluted earnings per share is calculated on a weighted average of 315 614 574 (2006: 314 331 770) ordinary shares in issue.			

Abridged Group cash flow statements

year ended 30 June

	Audited 2007 Rm	Audited 2006 Rm	Change %
CONTINUING OPERATIONS			
Operating activities			
Cash generated by operations before working capital changes	932,7	660,2	41
Increase in working capital	(182,3)	(36,5)	400
Cash generated by operations	750,4	623,7	20
Interest paid	(57,0)	(29,7)	92
Taxation paid	(255,2)	(186,4)	37
Net cash available from operating activities	438,2	407,6	7
Investing activities			
Cash flow from investments	25,3	17,0	49
Property, plant and equipment acquired	(251,5)	(215,1)	17
Proceeds from disposals	82,4	4,9	1 582
Intangible assets purchased	–	(19,2)	0
Investments – net (acquisitions)/disposals – see note 4	(361,5)	(230,6)	57
Net cash used in investing activities	(505,3)	(443,0)	14
FINANCING ACTIVITIES			
Net increase in shareholder funding	7,1	10,1	(30)
Long-term borrowings – net (repaid)/raised	(4,5)	54,2	(108)
Increase/(decrease) in short-term funding	242,4	(7,1)	(3 514)
Dividends paid	(199,5)	(179,2)	11
	45,5	(122,0)	(137)
DISCONTINUED OPERATIONS**			
Cash flows from operating activities	–	4,2	
Cash flows from investing activities	–	33,1	
	–	37,3	
Decrease in cash and cash equivalents	(21,6)	(120,1)	(82)
Cash and cash equivalents at beginning of period	335,8	448,7	(25)
	314,2	328,6	
Translation of cash equivalents of foreign subsidiaries at beginning of year	2,9	7,2	(60)
Cash and cash equivalents at end of period	317,1	335,8	
**discontinued operations in the prior year were the I&J Pelagic operations, which were halted during the six months ended December 2005.			

Abridged Group statements of changes in equity

	Share capital and premium Rm	Treasury shares Rm	Reserves Rm	Retained earnings Rm	Premium on minority equity trans- actions Rm	Total Rm	Minority interests Rm	Total equity Rm
Year ended 30 June 2006								
Balance at 1 July 2005	15,9	(51,7)	(22,3)	2 227,2	(2,7)	2 166,4	(2,9)	2 163,5
Profit for the year	–	–	–	327,6	–	327,6	(5,1)	322,5
Foreign currency translation differences	–	–	32,6	–	–	32,6	–	32,6
Cash flow hedging reserve	–	–	(28,0)	–	–	(28,0)	–	(28,0)
Share based payments	–	–	4,5	–	–	4,5	–	4,5
Dividends paid	–	–	–	(178,7)	–	(178,7)	(0,5)	(179,2)
Issue of ordinary shares	4,7	(4,7)	–	–	–	–	–	–
Disposal of own ordinary shares by AVI Incentive Share Trusts (net)	–	15,6	–	–	–	15,6	–	15,6
Redemption of convertible redeemable preference shares	(0,1)	–	–	–	–	(0,1)	–	(0,1)
Balance at 30 June 2006	20,5	(40,8)	(13,2)	2 376,1	(2,7)	2 339,9	(8,5)	2 331,4
Year ended 30 June 2007								
Balance at 1 July 2006	20,5	(40,8)	(13,2)	2 376,1	(2,7)	2 339,9	(8,5)	2 331,4
Profit for the year	–	–	–	491,3	–	491,3	(8,1)	483,2
Foreign currency translation differences	–	–	17,3	–	–	17,3	–	17,3
Cash flow hedging reserve	–	–	10,5	–	–	10,5	–	10,5
Share based payments	–	–	8,6	–	–	8,6	–	8,6
Dividends paid	–	–	–	(197,7)	–	(197,7)	(1,8)	(199,5)
Issue of ordinary shares	407,7	–	–	–	–	407,7	–	407,7
Own ordinary shares sold / (purchased) by AVI Share Trusts (net)	–	(394,9)	–	(2,3)	–	(397,2)	–	(397,2)
Balance at 30 June 2007	428,2	(435,7)	23,2	2 667,4	(2,7)	2 680,4	(18,4)	2 662,0

Supplementary notes to the abridged financial statements for the year ended 30 June 2007

AVI Limited (the "Company") is a South African registered company. The abridged consolidated financial statements of the Company comprise the Company and its subsidiaries (together referred to as the "Group") and the Group's interest in associates and jointly controlled entities.

1. Statement of compliance

The abridged consolidated financial statements have been prepared in accordance with the recognition and measurement criteria of IFRS, its interpretations adopted by the International Accounting Standards Board (IASB), the presentation as well as the disclosure requirements of IAS34 – Interim Financial Reporting, the Listing Requirements of the JSE Ltd (the "JSE") and the requirements of the South African Companies Act.

2. Basis of preparation

The financial statements are prepared in millions of South African Rands ("Rm") on the historical cost basis, except for certain financial instruments and biological assets recognised at fair value.

The accounting policies are those presented in the annual financial statements for the year ended 30 June 2007 and have been applied consistently to the periods presented in these abridged consolidated financial statements and by all Group entities.

During the current year it was determined that warehouse allowances paid to retailers for using their distribution networks fall within the scope of SAICA Circular 9/2006 – Transactions giving rise to adjustments to revenue / purchases. Previously these costs were estimated at time of sale but presented as an operating expense. In accordance with Circular 9/2006 these have been reclassified as a reduction in revenue, and the comparative figures restated as follows:

	Year ended 30 June 2007 Rm	Year ended 30 June 2006 Rm
Decrease in revenue	43,3	31,0
Decrease in selling and administration expenses	43,3	31,0

Supplementary notes to the abridged financial statements

continued for the year ended 30 June 2007

3. Determination of headline earnings

	Audited Year ended 30 June 2007 Rm	Audited Year ended 30 June 2006 Rm	Change %
Profit for the period attributable to equity holders of AVI	491,3	327,6	50
Total capital items included in earnings	30,7	(5,3)	
Net surplus on disposal of investments, properties, vessels and plant and equipment	57,0	2,2	
Impairment of plant, equipment and vessels	(2,5)	(7,5)	
Impairment of fishing rights	–	(6,3)	
Impairment of trademarks	(1,8)	–	
Impairment of disposal groups held for sale	(16,3)	–	
Taxation attributable to capital items	(5,7)	6,3	
Headline earnings	460,6	332,9	38
Attributable to:			
Continuing operations	460,6	335,0	37
Discontinued operations	–	(2,1)	
	460,6	332,9	38
Headline earnings per ordinary share (cents)	146,8	106,5	38
Continuing operations (cents)	146,8	107,2	37
Discontinued operations (cents)	–	(0,7)	
Diluted headline earnings per ordinary share (cents)	145,9	105,9	38
Continuing operations (cents)	145,9	106,6	37
Discontinued operations (cents)	–	(0,7)	

4. Investment activity

During July 2006 the acquisition of the remaining 40% of the shares of A&D Spitz (Pty) Ltd by the Company was concluded, and the deferred purchase consideration of R340 million raised in the prior year was settled. The business was considered a wholly owned subsidiary from 2 July 2005 in terms of IFRS3 – Business Combinations and no minorities were recognised.

Effective 1 July 2006, The Real Beverage Company (Pty) Ltd, through a subsidiary, acquired the assets of a manufacturer and distributor of short-life juice in the Out of Home sector for R4,0 million.

Effective 1 March 2007, the Company, through a subsidiary, acquired the assets of Nina Roche, a retailer of exclusive footwear and accessory brands, for R14,1 million.

There were no other significant changes to investments in the year to date.

5. Commitments

	Year ended 30 June 2007 Rm	Year ended 30 June 2006 Rm
Capital expenditure commitments for property, plant and equipment	130,0	94,1
Contracted for	89,5	55,7
Authorised but not contracted for	40,5	38,4

It is anticipated that this expenditure will be financed by cash resources, cash generated from activities and existing borrowing facilities. Other contractual commitments have been entered into in the normal course of business.

6. Contingent liabilities

The South African Revenue Service ("SARS") has issued revised assessments on a foreign subsidiary for taxes plus penalties and interest in respect of the tax years previously assessed, 1998 through 2003. The additional taxes assessed by SARS amount to R49,4 million. The total amount in terms of the assessments, including penalties and interest up to July 2007, is R254,2 million.

Were assessments to be issued for the 2004 to 2007 tax years on the same basis applied in the assessments received, the total amount of additional tax payable in respect of these years would be R38,6 million, excluding penalties and interest.

The foreign subsidiary filed a notice of appeal against the 1998 to 2003 assessments on 11 April 2005, and SARS provided its statement of grounds of assessment on 10 August 2006. A statement of grounds of appeal is being prepared.

The issues in dispute are of a complex nature and it is anticipated that the matter will remain unresolved for an extended period.

Supplementary notes to the abridged financial statements **continued** for the year ended 30 June 2007

7. Post-balance sheet events

No significant events have occurred since the balance sheet date.

8. Dividend declaration

Notice is hereby given that a final ordinary dividend No 66 of 43 cents per share for the year ended 30 June 2007 has been declared payable to shareholders of ordinary shares. The salient dates relating to the payment of the dividend are as follows:

Last day to trade cum dividend on the JSE	Friday, 28 September 2007
First trading day ex dividend on the JSE	Monday, 1 October 2007
Record date	Friday, 5 October 2007
Payment date	Monday, 8 October 2007

In accordance with the requirements of STRATE, no share certificates may be dematerialised or rematerialised between Monday, 1 October 2007 and Friday, 5 October 2007, both days inclusive.

Dividends in respect of certificated shareholders will be transferred electronically to shareholders' bank accounts on payment date. In the absence of specific mandates, dividend cheques will be posted to shareholders. Shareholders who hold dematerialised shares will have their accounts at their Central Securities Depository Participant ("CSDP") or broker credited on Monday, 8 October 2007.

9. Reports of the independent auditors

The unmodified audit reports of KPMG Inc., the independent auditors, on the annual financial statements and the summarised financial statements contained herein for the year ended 30 June 2007, dated 6 September 2006, are available for inspection at the registered office of the company.

10. Annual report

The annual report for the year ended 30 June 2007 will be posted to shareholders on or about Tuesday, 25 September 2007. The financial statements will include the notice of the annual general meeting of shareholders to be convened on Wednesday, 24 October 2007.



AVI

CONTACT US:

Phone: +27 11 502 1300

Fax: +27 11 502 1301

Postal Address

P.O. Box 1897, Saxonwold, 2132, South Africa

Street Address

2 Harries Road, Illovo, Johannesburg

Visit our website on

www.avi.co.za