# AVI



SENS document for the year ended 30 June 2008







#### **KEY FEATURES**

## **REVENUE**

from continuing operations up 14% to **R6,7 billion** 

# **OPERATING PROFIT**

from continuing operations up 14% to **R799 million** 

# **HEADLINE EARNINGS**

per share from continuing operations up 15% to **159 cents\*** 

### **TOTAL DIVIDEND**

up 10% to **80 cents** per share

## **R550 MILLION**

returned to shareholders



\*prior year headline earnings per share = 138 cents after restatement to exclude Alpesca now disclosed as a discontinued operation



#### **AVI LIMITED**

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

www.avi.co.za





## **Group overview**

Demand for the Company's brands over the year has been pleasing, with robust growth in the first half supported by satisfactory demand over the remainder of the year, notwithstanding reducing consumer disposable income. Selling prices increased in all categories in response to steep and sustained increases in the cost of soft commodities and energy as well as the impact of a weaker rand on imports. AVI's policy of hedging a portion of future raw material and foreign exchange requirements ameliorated the extent of price increases required to support the responsible management of margins. However, margins started to come under pressure in the second half which was partially offset by volume driven operating leverage in the tea, biscuits, creamer and personal care categories.

As announced in the trading update issued on 26 June 2008, AVI's Board has resolved to disinvest from the Argentinean hake and shrimp operations conducted by Alpesca s.a. ("Alpesca"), a wholly owned subsidiary of Irvin and Johnson Holding Company (Proprietary) Limited ("I&J"). Notwithstanding the value inherent in Alpesca's long term hake and shrimp fishing rights and strong processing capabilities, this asset has proven difficult for I&J to achieve consistent economic returns and it has detracted significantly from the focus on optimising I&J's South African operations. In accordance with accounting standards Alpesca has been classified as a discontinued operation.

Overall financial performance from continuing operations was pleasing with revenue and operating profit up 13,8% and 13,7% respectively. Headline earnings per share from continuing operations rose by 14,9% to 159,0 cents. A final dividend of 47 cents per share has been declared (2007: 43 cents per share) bringing the total dividend for the year to 80 cents per share (2007: 73 cents per share).

A total of R549,7 million was returned to shareholders through a payment out of share premium of 75 cents per share which amounted to R230,6 million and through share buy backs in the open market amounting to R319,1 million.

#### **CONTINUING OPERATIONS**

Revenue rose by 13,8% from R5,9 billion to R6,7 billion as a result of volume growth, particularly in the tea, biscuits creamer and personal care categories, and higher selling prices in all categories. The consolidated gross profit margin declined from 42,7% of revenue to 41,3% as a result of cost pressures which were largely offset by selling price increases and volume leverage. Operating profit rose by 13,7%, from R702,3 million to R798,7 million and the operating profit margin was maintained at 12,0%.

Net financing costs increased from R23,2 million in 2007 to R64,0 million as a result of higher interest rates and an increase in the Group's gearing to fund working capital and capital expenditure requirements.

AVI's share of the equity accounted earnings of joint ventures was a net profit of R17,2 million compared to a loss of R21,4 million in the prior period. The improvement is due to a better performance from I&I's joint venture with Simplot (Australia) Pty Ltd ("Simplot"), which achieved better processing efficiencies, market share gains and higher than usual seafood trading profits in 2008.

The effective tax rate of 34,7% is slightly higher than last year with an earnings shift towards higher tax jurisdictions and lower capital profits, which are taxed at lower rates, offset by the reduction in the South African corporate tax rate from 29% to 28%.

Headline earnings increased by 12,0% from R434,3 million to R486,7 million while the weighted average number of shares in issue decreased by 2,5% as a result of the share buy-back. Consequently headline earnings per share increased by 14,9% to 159,0 cents per share.

The capital items of R13,7 million before tax largely comprise profits on the sale of trawlers as I&J matches its fleet size to lower quota levels.

Cash generated by operations before working capital changes increased by 18,3% to R1,02 billion. Working capital has increased by R354,7 million reflecting both higher input costs and quantities of stock on hand at year end as well as high sales in June at Entyce, Snackworx and I&J, resulting in a temporary increase in the trade debtors balance. Net working capital at the end of June increased from 17,3% of sales in 2007 to 19,7% of sales. Other material cash out-flows during the year were the return of capital to shareholders totalling R549,7 million, normal dividends of R233,4 million, capital expenditure of R271,6 million and taxation of R247,4 million. Net debt at the end of June 2008 was R724,4 million compared to R83,5 million at the end of June 2007.

Capital expenditure of R271,6 million included mainly replacement expenditure as well as the new biscuit line at Isando and new stores for Spitz.

#### **SEGMENTAL REVIEW – CONTINUING OPERATIONS**

Year ended 30 June

	Segmental revenue		Segmental operating profit			
	2008 Rm	2007 Rm	Change %	2008 Rm	2007 Rm	Change %
Food & Beverage Brands	5 392,8	4 769,0	13,1	612,5	510,0	20,1
Entyce	1 547,5	1 339,1	15,6	189,1	160,6	17,7
Snackworx	1 677,2	1 394,2	20,3	185,8	156,8	18,5
Chilled & Frozen Convenience Brands	1 775,4	1 690,8	5,0	194,9	139,1	40,1
Out of Home	392,7	344,9	13,9	42,7	53,5	(20,1)
Fashion brands	1 253,3	1 058,1	18,4	206,3	208,4	(1,0)
Personal care	623,5	555,9	12,2	73,4	63,3	16,0
Footwear & apparel	629,8	502,2	25,4	132,9	145,1	(8,4)
Corporate	14,5	24,8		(20,1)	(16,1)	
Group	6 660,6	5 851,9	13,8	798,7	702,3	13,7

# **Group overview** continued

#### Entyce

Revenue growth of 15,6% was achieved with good volume growth in the tea category supported by input cost driven price increases across all categories. Market shares of key brands were maintained or increased with strong promotional support and launches of revised packaging and new variants. The impact of higher black tea prices arising from constrained Kenyan supply was mitigated by increasing stock levels ahead of the anticipated spike in prices, but will have a more material impact in the 2009 financial year. Operating profit increased 17,7% from R160,6 million to R189,1 million with the operating profit margin at 12,2% compared to 12,0% in the prior period.

#### Snackworx

Biscuit demand remained sound in the second half of the year following strong growth in the first half. Realised selling prices were on average 15% higher than in 2007 in response to steep and sustained increases in the cost of Snackworx's basket of commodities. Revenue increased by 20,3% as a consequence of the higher volumes and increased prices. Despite price increases and forward securing of raw materials, margins came under pressure from input costs towards the end of the year which was largely offset by volume driven operating leverage realised over the year. Operating profit increased by 18,5% from R156,8 million to R185,8 million with operating profit margin of 11,1% compared to 11,2% in 2007.

The new high capacity line at Isando has been commissioned and has allowed Snackworx to significantly improve service levels on key lines during the second half.

#### Chilled and Frozen Convenience Brands (I&J\* and Denny) \*excluding Alpesca

I&J's South African operations realised higher prices as a result of a weaker rand and increases in both overseas and local prices for seafood products. Hake volumes were lower because of the reduced quota allocations. Denny achieved slightly higher sales volumes and also increased prices in response to increases in the cost of imported materials and higher packaging and transport costs. Revenue increased by 5,0%. Operating profit increased by 40,1% from R139,1 million to R194,9 million largely because of a healthy improvement at I&J's South African operations driven by the weaker rand and a more efficient base in both trawling and processing activities. Denny benefited from firm demand and increased production and contributed R8,3 million of the increase in operating profit. Operating profit margin improved from 8,2% to 11,0%.

#### Out of Home (Ciro Beverage Solutions and Sir Juice)

Revenue increased by 13,9% due to significant growth in juice volumes and selling price increases in response to higher raw material costs. Core coffee volumes were maintained. The higher proportion of relatively low margin juice combined with input cost pressures resulted in a lower operating margin of 10,9% and operating profit decreased by R10,8 million to R42,7 million.

#### Fashion Brands (personal care, footwear and apparel)

Strong volume growth was largely responsible for the increase in revenue of 18,4%. Selling prices were increased in the second half of the year mostly to deal with the higher cost of imported items

caused by the weaker rand. Operating margin decreased from 19,7% to 16,4%, reflecting the impact of investments made in the footwear and apparel businesses. Operating profit decreased from R208.4 million to R206.3 million.

Indigo made strong gains in toiletry brands supported by a robust performance from the fragrance and make-up product categories. Successful new product development and launches underpinned the sustained growth of this business. Revenue grew by 12,2% with operating profit growth of 16,0% to R73,4 million.

The footwear and apparel category grew revenue by 25,4% through additional trading space, like-for-like volume growth of 4% and price increases in the second half of the year. Spitz continued with its programme of investment in new stores, refurbishing existing stores and upgrading systems and people. The rate of expansion has been reviewed in light of slowing sales growth, with five new doors opened in the second half compared to thirteen in the first half. Like-for-like revenue growth has trended lower through the second half as consumers' ability to spend becomes more constrained. The de-leveraging that was expected to result from the planned investment in new stores, people and systems has been amplified by the slowing revenue growth. The operating profit margin decreased from 28,9% to 21,1% and operating profit declined from R145,1 million to R132,9 million.

#### **DISCONTINUED OPERATION**

Alpesca's results declined significantly in 2008 as a result of reduced quota, lower catch rates, wage inflation and lower shrimp prices. This operation made an operating loss of R10,2 million in 2008 compared to a profit of R33,1 million in 2007. The prior year's results have been re-presented to reflect Alpesca's contribution to Group results as results from discontinued operations.

1&J is in negotiations with prospective buyers for Alpesca. Management is of the view that no impairment of I&J's investment in Alpesca is required.

#### **DIVIDENDS AND RETURN OF CAPITAL TO SHAREHOLDERS**

A final dividend of 47 cents per share has been declared, bringing the total normal dividend for the year to 80 cents in line with AVI's policy of a 2,0 dividend cover on diluted headline earnings per share from continuing operations.

In addition to normal dividends paid during the year of R233,4 million a further R549,7 million was returned to shareholders. The special payment of 75 cents per share out of share premium, approved by shareholders in October 2007 and paid in November 2007 amounted to R230,6 million and a total of R319,1 million was used to buy shares in the open market. A total of 17,3 million shares were repurchased during the period.

# **Group overview** continued

#### **OUTLOOK**

The established defensive characteristics of AVI's food, beverage and personal care brands when consumer spending is constrained have served the Company well through the second half. However, it is clear that volume growth is slowing down and the Group will need to work hard to maintain sales volumes, especially as further selling price increases have already been implemented post 30 June 2008 as a consequence of wage increases and sustained high raw material, packaging, transport and energy costs.

With respect to input costs, AVI is in a period where commodity prices and foreign exchange rates, net of hedges taken on a rolling basis, continue to put pressure on margins despite an extended period of price increases. It is increasingly difficult to predict consumer demand but clearly slowing volume growth will have an adverse effect on margins and heighten the focus on seeking internal efficiencies. AVI's strong portfolio of brands, with their associated supply chains, still contain material opportunity for improvement in terms of capacity, technology and overall cost efficiency which management is addressing in a progressive and structured way.

A depreciating rand in 2009, which seems increasingly to be the prevailing view, will benefit the Group with its strong export revenue stream in I&J South Africa, although the other operations will have to deal with the higher cost of imports. In addition there are indications that some commodity prices have started reducing from their highs, which may ease the pressure on margins in the latter part of the year.

In summary, while there is no doubt that trading conditions will be tougher in 2009 we remain confident that AVI's strong defensive brand portfolio, combined with planned efficiency and product initiatives will underpin the Group's ability to sustain earnings growth over the medium term.

**Angus Band** 

Chairman

4 September 2008

**Simon Crutchley** CFO

# **Abridged group balance sheets**

	Audited	Audited
	at 30 June 2008	at 30 June 2007
	2008 Rm	2007 Rm
	Kili	IXIII
ASSETS		
Non-current assets	4.44.0	4.044.7
Property, plant and equipment	1 164,8	1 241,7
Intangible assets and goodwill	986,2	1 052,1
Investments Deferred tax asset	312,8	245,9
Deferred (ax asset	89,1	121,6
	2 552,9	2 661,3
Current assets		
Inventories and biological assets	873,0	760,8
Trade and other receivables including derivatives	1 178,7	1 058,6
Cash and cash equivalents	174,9	317,1
Assets classified as held for sale*	493,0	30,5
	2 719,6	2 167,0
Total assets	5 272,5	4 828,3
EQUITY AND LIABILITIES		
Capital and reserves		
Attributable to equity holders of AVI	2 518,8	2 680,4
Minority interests	(17,5)	(18,4)
Total equity	2 501,3	2 662,0
Non-current liabilities		
Financial liabilities, borrowings and operating lease		
straight-line liabilities	409,7	196,6
Employee benefits	293,5	286,2
Deferred taxation	154,0	144,6
	857,2	627,4
Current liabilities		
Current borrowings including derivatives	536,3	344,1
Trade and other payables	1 048,1	1 117,5
Corporate taxation	73,4	66,9
Liabilities classified as held for sale*	256,2	10,4
	1 914,0	1 538,9
Total equity and liabilities	5 272,5	4 828,3

<sup>\*</sup>Assets and liabilities held for sale comprise the Argentinian hake and shrimp operations conducted by Alpesca, a wholly owned subsidiary of I&J, and properties held for sale. (June 2007: remaining assets of ancillary offshore subsidiary, properties and retired fishing vessels)

# **Abridged group income statements**

	Audited Year ended 30 June 2008 Rm	Audited Year ended 30 June 2007 Rm	Change %
			,-
CONTINUING OPERATIONS	/ //0 /	F 0F1 0	1.1
Revenue Cost of sales	6 660,6 3 912,3	5 851,9 3 351,6	14 17
Gross profit	2 748.3	2 500.3	10
Selling and administrative expenses	1 949,6	1 798,0	8
Operating profit before capital items	798.7	702.3	14
Income from investments	22,5	25,3	(11)
Finance costs	(86,5)	(48,5)	78
Share of equity accounted earnings of joint ventures	17,2	(21,4)	180
Capital items	13,7	34,2	11
Profit before taxation Taxation	765,6 265,8	691,9 237,1	11 12
Profit from continuing operations	499,8	454,8	10
DISCONTINUED OPERATIONS*	477,0	454,0	10
Revenue	445.5	480.5	(7)
Cost of sales	351,9	353,2	0
Gross profit	93,6	127,3	(26)
Selling and administrative expenses	103,8	94.2	10
Operating (loss)/profit before capital items	(10,2)	33,1	(131)
Finance costs	(10,0)	(9,4)	6
Capital items	0,2	2,2	(91)
(Loss)/profit before taxation	(20,0)	25,9	(177)
Taxation	(9,9)	(2,5)	296
(Loss)/profit from discontinued operations	(10,1)	28,4	(136)
Profit for the year	489,7	483,2	1
Attributable to:			
Equity holders of AVI	488,3	491,3	(1)
Minority interests	1,4	(8,1)	(117)
	489,7	483,2	1
Basic earnings per share from continuing operations	4/2.0	117 5	10
(cents)# Diluted earnings per share from continuing	162,9	147,5	10
operations (cents)##	161.4	146.7	10
Depreciation and amortisation of property, plant and			
included in operating profit	equipinient, naming	rigilis ariu trauci	Harks
Continuing operations	166,7	150,0	11
	24.4	27.6	(12)
Discontinued operations		_,,0	(12)
Discontinued operations	24,4		
	27,7		
Headline earnings per share from continuing operations (cents)*	159,0	138,4	15
Headline earnings per share from continuing		138,4	15 15

<sup>\*</sup> Discontinued operations comprise the Argentinian hake and shrimp operations conducted by Alpesca, a wholly owned subsidiary of I&J. In June 2008 the AVI Board resolved to disinvest from this operation.

\* Earnings and headline earnings per share is calculated on a weighted average of 306 081 992 (30 June 2007: 313 775 479) ordinary shares in issue.

\*\*Diluted earnings and headline earnings per share is calculated on a weighted average of

<sup>308 840 457 (30</sup> June 2007: 315 614 574) ordinary shares in issue.

# **Abridged group cash flow statements**

Audited Year ended 30 June 2007   Change Rm				
OPERATING ACTIVITIES           Cash generated by operations before working capital changes         1 022,8         864,6         18 Increase in working capital         (354,7)         (165,4)         114           Cash generated by operations Interest paid         668,1         699,2         (4) Interest paid         (91,0)         (47,7)         91           Taxation paid         (247,4)         (255,2)         (3)         (3)         (17)           INVESTING ACTIVITIES           Cash flow from investments         29,6         24,0         23           Property, plant and equipment acquired         (271,6)         (233,8)         16           Proceeds from disposals         47,4         76,4         (38)           Acquisition of businesses and other investments         (37,8)         (360,1)         (90)           FINANCING ACTIVITIES           Capital returned to shareholders         (549,7)         -           Net increase in shareholder funding         4,7         7,1         (34)           Long-term borrowings – net raised/(repaid)         308,8         (4,5)         (6,962)           Increase in short-term funding         206,2         257,3         (20)           Dividends paid         (23,4)         (199,5)		Year ended 30 June 2008	Year ended 30 June 2007	
Cash generated by operations before working capital changes         1 022,8         864,6         18           Increase in working capital         (354,7)         (165,4)         114           Cash generated by operations         668,1         699,2         (4)           Interest paid         (91,0)         (47,7)         91           Taxation paid         (247,4)         (255,2)         (3)           INVESTING ACTIVITIES           Cash flow from investments         29,6         24,0         23           Property, plant and equipment acquired         (271,6)         (233,8)         16           Proceeds from disposals         47,4         76,4         38           Acquisition of businesses and other investments         (37,8)         (360,1)         (90)           FINANCING ACTIVITIES           Capital returned to shareholders         (549,7)         -           Net increase in shareholder funding         4,7         7,1         (34)           Long-term borrowings – net raised/(repaid)         308,8         (4,5)         (6 962)           Increase in short-term funding         206,2         257,3         (20)           Dividends paid         (233,4)         (199,5)         17           Cash flow				
Interest paid   (91,0) (47,7)   91   Taxation paid   (247,4) (255,2)   (3)   (247,4) (255,2)   (3)   (247,4) (255,2)   (3)   (247,4) (255,2)   (3)   (247,4) (255,2)   (3)   (255,2)   (3)   (255,2)   (3)   (255,2)   (3)   (255,2)   (3)   (255,2)   (3)   (255,2)   (3)   (255,2)   (255,2)   (255,2)   (255,2)   (255,2)   (255,2)   (255,2)   (271,6) (233,8)   (233,8)   (271,6) (233,8)   (233,8)   (274,4)   (243,5)   (253,4)   (255,2)	Cash generated by operations before working capital changes	· ·	•	
Taxation paid         (247,4)         (255,2)         (3)           INVESTING ACTIVITIES           Cash flow from investments         29,6         24,0         23           Property, plant and equipment acquired         (271,6)         (233,8)         16           Proceeds from disposals         47,4         76,4         (38)           Acquisition of businesses and other investments         (37,8)         (360,1)         (90)           EINANCING ACTIVITIES           Capital returned to shareholders         (549,7)         -           Net increase in shareholder funding         4,7         7,1         (34)           Long-term borrowings – net raised/(repaid)         308,8         (4,5)         (6 962)           Increase in short-term funding         206,2         257,3         (20)           Dividends paid         (233,4)         (199,5)         17           Cash flows from operating activities         31,7         41,8         (24)           Cash flows from operating activities         31,7         41,8         (24)           Cash flows from investing activities         (11,0)         (11,6)         (5)           Cash flows from discontinued operations         22,8         15,2         50      <				
329,7   396,3   (17)				
Cash flow from investments         29,6         24,0         23           Property, plant and equipment acquired         (271,6)         (233,8)         16           Proceeds from disposals         47,4         76,4         (38)           Acquisition of businesses and other investments         (37,8)         (360,1)         (90)           FINANCING ACTIVITIES           Capital returned to shareholders         (549,7)         –           Net increase in shareholder funding         4,7         7,1         (34)           Long-term borrowings – net raised/(repaid)         308,8         (4,5)         (6,962)           Increase in short-term funding         206,2         257,3         (20)           Dividends paid         (233,4)         (199,5)         17           Processe in short-term funding         206,2         257,3         (20)           Dividends paid         (233,4)         (199,5)         17           Cash flows from operatings activities         31,7         41,8         (24)           Cash flows from operating activities         (11,0)         (11,6)         (5)           Cash flows from discontinued operations         22,8         15,2         50           Decrease in cash and cash equiva			, , ,	
Property, plant and equipment acquired         (271,6)         (233,8)         16           Proceeds from disposals         47,4         76,4         (38)           Acquisition of businesses and other investments         (37,8)         (360,1)         (90)           FINANCING ACTIVITIES           Capital returned to shareholders         (549,7)         –           Net increase in shareholder funding         4,7         7,1         (34)           Long-term borrowings – net raised/(repaid)         308,8         (4,5)         (6 962)           Increase in short-term funding         206,2         257,3         (20)           Dividends paid         (233,4)         (199,5)         17           Cash flows from encount funding         206,2         257,3         (20)           Dividends paid         (263,4)         60,4         (536)           Dividends paid         (233,4)         (199,5)         17           Cash flows from operating activities         31,7         41,8         (24)           Cash flows from investing activities         (11,0)         (11,6)         (5)           Cash flows from discontinued operations         22,8         15,2         50           Decrease in cash and cash	INVESTING ACTIVITIES			
Proceeds from disposals         47,4 (38)         76,4 (38)         (380,1) (90)           Acquisition of businesses and other investments         (232,4) (493,5) (53)         (53)           FINANCING ACTIVITIES         Capital returned to shareholders         (549,7) -         -           Net increase in shareholder funding         4,7 7,1 (34)         (34)           Long-term borrowings – net raised/(repaid)         308,8 (4,5) (6 962)         (257,3 (20)           Increase in short-term funding         206,2 (257,3 (20)         (20)           Dividends paid         (233,4) (199,5) (179,5) (179,5) (179,5)         17           Cash flows from example of the paid of th				
(232,4) (493,5) (53)			( / - /	
FINANCING ACTIVITIES           Capital returned to shareholders         (549,7)         —           Net increase in shareholder funding         4,7         7,1         (34)           Long-term borrowings – net raised/(repaid)         308,8         (4,5)         (6 962)           Increase in short-term funding         206,2         257,3         (20)           Dividends paid         (233,4)         (199,5)         17           Dividends paid         (263,4)         60,4         (536)           DISCONTINUED OPERATIONS*         Cash flows from operating activities         31,7         41,8         (24)           Cash flows from operating activities         (11,0)         (11,6)         (5)           Cash flows from investing activities         2,1         (15,0)         114           Cash flows from discontinued operations         22,8         15,2         50           Decrease in cash and cash equivalents         (143,3)         (21,6)         563           Cash and cash equivalents at beginning of period         317,1         335,8         (6)           Translation of cash equivalents at end of period         204,8         317,1           Attributable to         Continuing operations         174,9	Acquisition of businesses and other investments			· · · ·
Capital returned to shareholders  Net increase in shareholder funding Long-term borrowings – net raised/(repaid) Increase in short-term funding Dividends paid  DISCONTINUED OPERATIONS* Cash flows from operating activities Cash flows from investing activities Cash flows from financing activities Cash flows from discontinued operations  Decrease in cash and cash equivalents at beginning of period Cash and cash equivalents at end of period  Attributable to Continuing operations  (549,7) 7,1 (34) 4,7 7,1 (34) 6,9 6,9 6 9 6 9 6 9 6 9 6 9 6 9 6 9 6 9		(232,4)	(493,5)	(53)
Net increase in shareholder funding Long-term borrowings – net raised/(repaid)       4,7       7,1       (34)         Long-term borrowings – net raised/(repaid)       308,8       (4,5)       (6 962)         Increase in short-term funding Dividends paid       206,2       257,3       (20)         (233,4)       (199,5)       17         (263,4)       60,4       (536)         DISCONTINUED OPERATIONS*         Cash flows from operating activities       31,7       41,8       (24)         Cash flows from investing activities       (11,0)       (11,6)       (5)         Cash flows from financing activities       2,1       (15,0)       114         Cash flows from discontinued operations       22,8       15,2       50         Decrease in cash and cash equivalents       (143,3)       (21,6)       563         Cash and cash equivalents at beginning of period       317,1       335,8       (6)         Translation of cash equivalents of foreign subsidiaries at beginning of year       31,0       2,9       969         Cash and cash equivalents at end of period       204,8       317,1         Attributable to       Continuing operations       174,9		(F40.7)		
Increase in short-term funding   206,2   257,3   (20)			7,1	(34)
Dividends paid         (233,4)         (199,5)         17           Class of flows from operating activities         31,7         41,8         (24)           Cash flows from operating activities         (11,0)         (11,6)         (5)           Cash flows from investing activities         2,1         (15,0)         114           Cash flows from discontinued operations         22,8         15,2         50           Decrease in cash and cash equivalents         (143,3)         (21,6)         563           Cash and cash equivalents at beginning of period         317,1         335,8         (6)           Translation of cash equivalents of foreign subsidiaries at beginning of year         31,0         2,9         969           Cash and cash equivalents at end of period         204,8         317,1           Attributable to         Attributable to           Continuing operations         174,9				
Cash flows from operating activities Cash flows from investing activities Cash flows from investing activities Cash flows from investing activities Cash flows from financing activities Cash flows from discontinued operations Cash flows from discontinued operations Cash and cash equivalents Cash and cash equivalents Cash and cash equivalents of foreign subsidiaries at beginning of year  Cash and cash equivalents at end of period				, ,
Cash flows from operating activities Cash flows from investing activities Cash flows from investing activities Cash flows from financing activities Cash flows from discontinued operations Cash and cash equivalents Cash and cash equivalents Cash and cash equivalents at beginning of period Cash and cash equivalents of foreign subsidiaries at beginning of year Cash and cash equivalents at end of period		(263,4)	60,4	(536)
Cash flows from investing activities (11,0) (11,6) (5) Cash flows from financing activities 2,1 (15,0) 114  Cash flows from discontinued operations 22,8 15,2 50  Decrease in cash and cash equivalents (143,3) (21,6) 563  Cash and cash equivalents at beginning of period 317,1 335,8 (6)  Translation of cash equivalents of foreign subsidiaries at beginning of year 31,0 2,9 969  Cash and cash equivalents at end of period 204,8 317,1  Attributable to Continuing operations 174,9	DISCONTINUED OPERATIONS*			
Cash flows from financing activities2,1(15,0)114Cash flows from discontinued operations22,815,250Decrease in cash and cash equivalents(143,3)(21,6)563Cash and cash equivalents at beginning of period317,1335,8(6)Translation of cash equivalents of foreign subsidiaries at beginning of year31,02,9969Cash and cash equivalents at end of period204,8317,1Attributable to Continuing operations174,9				` '
Cash flows from discontinued operations  Decrease in cash and cash equivalents Cash and cash equivalents at beginning of period Translation of cash equivalents of foreign subsidiaries at beginning of year  Cash and cash equivalents at end of period  Tash and cash equivalents at end of period  Cash and cash equivalents at end of period  Attributable to Continuing operations  22,8 15,2 50 21,6) 563 317,1 335,8 (6) 317,1 2,9 969				
Cash and cash equivalents at beginning of period317,1335,8(6)Translation of cash equivalents of foreign subsidiaries at beginning of year31,02,9969Cash and cash equivalents at end of period204,8317,1Attributable to Continuing operations174,9		·		
Translation of cash equivalents of foreign subsidiaries at beginning of year 31,0 2,9 969  Cash and cash equivalents at end of period 204,8 317,1  Attributable to Continuing operations 174,9				
subsidiaries at beginning of year 31,0 2,9 969  Cash and cash equivalents at end of period 204,8 317,1  Attributable to Continuing operations 174,9		317,1	335,8	(6)
Attributable to Continuing operations 174,9	subsidiaries at beginning of year	31,0	2,9	969
Continuing operations 174,9	Cash and cash equivalents at end of period	204,8	317,1	
		474.0		

<sup>\*</sup>Discontinued operations comprise the Argentinian hake and shrimp operations conducted by Alpesca, a wholly owned subsidiary of I&I.

# **Abridged group statements of changes in equity**

	Share capital and	Treasury		Retained	Premium on minority equity trans-	<b></b>	Minority	Total
	premium Rm	shares Rm	Reserves Rm	earnings Rm	actions Rm	Total Rm	interests Rm	equity Rm
Year ended 30 June 2008	1411	1411	1411	1411	1011		Tutt	
Balance at 1 July 2007	428,2	(435,7)	23,2	2 667,4	(2,7)	2 680,4	(18,4)	2 662,0
Recognised income and expense	,_	(,	,-		( <del>-</del> /- /	, -	(,,	, -
Profit for the period				488,3		488,3	1,4	489,7
Foreign currency translation differences			111,5			111,5		111,5
Cash flow hedging reserve			(0,4)			(0,4)		(0,4)
Transactions with shareholders								
Share-based payments			16,2			16,2		16,2
Dividends paid				(232,9)		(232,9)	(0,5)	(233,4)
Payment out of share premium	(257,0)	26,4				(230,6)		(230,6)
Own ordinary shares sold by AVI Share		0.7		(0.0)		-,		-,
Trusts (net)		8,6		(3,0)		5,6		5,6
Own ordinary shares purchased by a subsidiary		(319,1)				(319,1)		(319,1)
Redemption of convertible redeemable		(017,1)				(317,1)		(317,1)
preference shares	(0,2)					(0,2)		(0,2)
Balance at 30 June 2008	171,0	(719,8)	150,5	2 919,8	(2,7)	2 518,8	(17,5)	2 501,3
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
Recognised income and expense	20,0	(40,0)	(10,2)	2 0/0,1	(2,7)	2 337,7	(0,0)	2 33 1,4
Profit for the year				491,3		491,3	(8,1)	483,2
Foreign currency translation differences			17,3	171,0		17,3	(0,1)	17,3
Cash flow hedging reserve			10,5			10,5		10,5
Transactions with shareholders			.,.			.,.		
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 consolidated financial statements

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 joint ventures.

#### 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 Listings Requirements of the JSE Limited (the "JSE") and in the manner required by the South African Companies Act.

#### 2. Basis of preparation

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

The accounting policies are those presented in the annual financial statements for the year ended 30 June 2008 and have been applied consistently to the periods presented in these abridged consolidated financial statements and by all Group entities.

#### 3. Determination of headline earnings

	Audited Year ended 30 June 2008 Rm	Audited Year ended 30 June 2007 Rm	Change %
Profit for the year attributable to equity holders of AVI Total capital items included in earnings	488,3 12,0	491,3 30,7	(0,6)
Net surplus on disposal of investments, properties, vessels and plant and equipment Impairment of plant, equipment and vessels Impairment of trademarks Impairment of disposal groups held for sale Taxation attributable to capital items	19,0 (5,1) - - (1,9)	57,0 (2,5) (1,8) (16,3) (5,7)	
Headline earnings	476,3	460,6	3,4
Attributable to Continuing operations Discontinued operations	486,7 (10,4)	434,4 26,2	12,0
	476,3	460,6	3,4
Headline earnings per ordinary share (cents)	155,6	146,8	6,0
Continuing operations (cents) Discontinued operations (cents)	159,0 (3,4)	138,4 8,4	14,9 (140,5)
Diluted headline earnings per ordinary share (cents)	154,2	145,9	5,7
Continuing operations (cents) Discontinued operations (cents)	157,6 (3,4)	137,6 8,3	14,5 (141,0)

# Supplementary notes to the abridged consolidated financial statements continued

#### 4. Investment activity

Effective 1 July 2007, Ciro Beverage Solutions (Pty) Limited, a subsidiary of National Brands Limited, acquired the assets of a roaster and distributor of coffee in the Out of Home sector for R15,2 million. A long-term supply agreement between Ciro and Famous Brands Limited was concluded as a condition of this transaction.

Effective 15 November 2007, the Company acquired a licensee and wholesaler of exclusive apparel brands, including Gant, for R20,7 million.

	2008 Rm
Net assets of subsidiaries (including businesses and operations) acquired	
Property, plant and equipment	2,2
Intangible assets	38,2
Cash and cash equivalents	1,3
Net current assets	4,9
Deferred taxation	(10,7)
Total consideration	35,9

Effective 4 October 2007, I&J disposed of part of the assets of an ancillary offshore subsidiary, which were shown as held for sale at 30 June 2007, for R15,1 million.

#### 5. Commitments

	Year ended 30 June 2008 Rm	Year ended 30 June 2007 Rm
Capital expenditure commitments for property, plant and equipment	127,7	130,0
Contracted for	79,3	89,5
Authorised but not contracted for	48,4	40,5

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 June 2008, is R271,0 million.

Were assessments to be issued for the 2004 to 2008 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 R43,3 million, excluding penalties, with interest thereon estimated at R10,1 million.

The foreign subsidiary is waiting to be allocated a court date. The issues in dispute are of a complex nature and it is anticipated that the matter will remain unresolved for an extended period.

#### 7. Post-balance sheet events

No significant events, outside the ordinary course of business, have occurred since the balance sheet date.

#### 8. Dividend declaration

Notice is hereby given that a final ordinary dividend No 68 of 47 cents per share for the year ended 30 June 2008 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 First trading day ex dividend on the JSE Record date Payment date Friday, 26 September 2008 Monday, 29 September 2008 Friday, 3 October 2008 Monday, 6 October 2008

In accordance with the requirements of Strate, no share certificates may be dematerialised or rematerialised between Monday, 29 September 2008 and Friday, 3 October 2008, 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, 6 October 2008.

#### 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 2008, dated 3 September 2008, are available for inspection at the registered office of the Company.

#### 10. Annual report

The annual report for the year ended 30 June 2008 will be posted to shareholders on or about Tuesday, 23 September 2008. The annual report will include the notice of the annual general meeting of shareholders to be convened on Wednesday, 15 October 2008.



Directors: Executive Simon Crutchley (Chief executive officer), Owen Cressey (Chief financial officer), Robert Katzen (Business development director) Non-executive: Angus Band (Chairman), Humphrey Buthelezi, Nomhle Canca, Pat Goss, James Hersov, Sean Jagoe, Nombulelo Moholi, Adriaan Nuhn\*, Gavin Tipper \*Dutch

Company secretary: Mande Ndema

Registered office: 2 Harries Road, Illovo, Johannesburg 2196, South Africa

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