

PROUDLY



BIDVest

Audited Results

For the year ended June 30 2007

infinite possibilities...



- ▶ Introduction and Overview
- ▶ Financial Results
- ▶ Outlook
- ▶ Appendices:
 - Appendix 1: Divisional Review
 - Appendix 2: Historic performance

PROUDLY



BIDVest

Introduction and Overview

Brian Joffe

infinite possibilities...



Revenue ↑ 24% to R95,7bn

Trading Profit* ↑ 24% to R4,5bn

Headline earnings ↑ 21% to R2,9bn

HEPS ↑ 21% to 970,0cps

Diluted HEPS ↑ 23% to 947,2cps

DPS ↑ 21% to 446,4cps

ROFE ↓ from 54% in F2006 to 50% in F2007

* Before capital items and impairments



Operational Performance

Pleasing overall performance in a more challenging economy

Significant market share gains as prior year's capex starts to bear fruit

Dinatla refinancing & alignment with BBBEE codes

Acquisition of Angliss Foodservices (\$80m, an 8x EBITDA multiple). Walked away from US Foodservices as it would have been value detracting at a 14x EBITDA multiple.

Re-organisation of Bidfood management

Creation of Bidvest Namibia

Commencement of development of Bidvest brand name

Successful R1,5bn Bond issue post year-end



Human Capital

+/- 10 000 more jobs created: 104 184 people employed vs 93 325 in F2006

Bidvest academy – tool for development of managerial talent

Transformation

Succession generation; quality of up and coming management



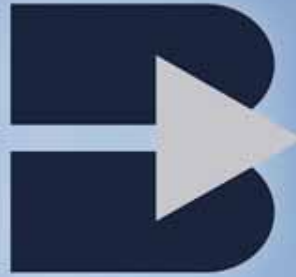
Segment	Revenue (Rm)			Trading Profit (Rm)		
	F2006	% ch	F2007	F2006	% ch	F2007
Bidserv – Driven organically	4 639,4	+16	5 393,1	562,4	+19	669,4
Bidvest Asia Pacific – 3 rd successive year of very high growth; 2-month contribution by Angliss (R371m)	6 505,8	+36	8 863,7	219,4	+58	346,6
Bid Industrial and Commercial Products – Healthy infrastructure spend and corporate demand	6 895,8	+24	8 565,1	498,9	+49	742,7

Segments holding their own



Segment	Revenue (Rm)			Trading Profit (Rm)		
	F2006	% ch	F2007	F2006	% ch	F2007
Bidfreight – Disappointing volumes plus margin pressure	15 601,9	+22	18 994,9	536,9	+11	596,4
Bidvest Europe – Pleasing progress from Deli XL. Tactical re-positioning in UK and bad debts leads to temporary shortfall against budget	22 132,0	+35	29 962,5	651,2	+16	757,6
Bidfood – Impressive 22% growth from Caterplus, but Bidfood Ingredients down 15% in a challenging market	3 344,2	+15	3845,8	263,8	+6	279,8
Bidpaper Plus – Continuing demand for traditional offering successfully complemented by electronic innovation	1 844,8	-1	1 823,8	214,7	+6	226,9
Bid Auto – Like-for-like profit growth of 20%; motor retail now <50% due to diversification; R40m write-off on Gaz	16 197,1	+15	18 689,3	621,3	+17	724,3

PROUDLY



BIDVest

Financial Results

David Cleasby

infinite possibilities...

Consolidated Income Statement



Year ended June 30 2007	Avg R/£13.95		Avg R/£ 11.44		F2007 in constant currency R/£ 11.44	
Rm's	F2007	% ch	F2006	F2007	% ch	
Revenue	95 655,5	<i>+23.8</i>	77 276,5	88 489,0	<i>+14.5</i>	



- ▶ Organic growth of 21.1%; 14.5% excluding exchange translation
- ▶ Inflationary price increases coming through, particularly in wholesale business
- ▶ First full year contribution of R8,5bn from Deli XL vs R5,6bn for 9 months in previous year; R371m contribution from Angliss for 2 months

Consolidated Income Statement



Year ended June 30 2007	Avg R/£13.95		Avg R/£ 11.44	F2007 in constant currency R/£ 11.44	
Rm's	F2007	% ch	F2006	F2007	% ch
Revenue	95 655,5	<i>+23.8</i>	77 276,5	88 489,0	<i>+14.5</i>
Trading profit	4 546,8	<i>+23.6</i>	3 677,3	4 350,9	<i>+18.3</i>

Organic growth of 23%

Trading Margins	F2007	F2006	
Local	6.0%	5.8%	Safcor and Bidfood Ingredients lower; substantially offset by Bid Industrial and Commercial Products
Offshore	3.1%	3.3%	Deli XL's contribution at lower innate margins; price pressure and loss of MOD contract in UK; Australasia higher
Group	4.7%	4.8%	

NOTE: Foreign businesses = 29% (R1,3bn) contribution to Trading Income vs 28% (R1,0bn) in F2006

Consolidated Income Statement



Year ended June 30 2007	Avg R/£13.95		Avg R/£ 11.44	F2007 in constant currency R/£ 11.44	
Rm's	F2007	% ch	F2006	F2007	% ch
Revenue	95 655,5	<i>+23.8</i>	77 276,5	88 489,0	<i>+14.5</i>
Trading profit	4 546,8	<i>+23.6</i>	3 677,3	4 350,9	<i>+18.3</i>
Net finance expense	(566,2)	<i>+65.4</i>	(342,4)	(552,3)	<i>+61.3</i>

- ▶ Offshore interest of R149,2m vs local interest of R417,0m
- ▶ Net debt offshore of R451m (incl. R780m relating to Angliss) vs local net debt of R3,3bn
- ▶ Proportionately more debt in SA; strong offshore cashflows used to repay debt
- ▶ Prime rate increases: 200 b.p. in H1 and 50 b.p. in H2 (R40m effect)

Consolidated Income Statement



Year ended June 30 2007	Avg R/£13.95		Avg R/£ 11.44	F2007 in constant currency R/£ 11.44	
Rm's	F2007	% ch	F2006	F2007	% ch
Revenue	95 655,5	<i>+23.8</i>	77 276,5	88 489,0	<i>+14.5</i>
Trading profit	4 546,8	<i>+23.6</i>	3 677,3	4 350,9	<i>+18.3</i>
Net finance expense	(566,2)	<i>+65.4</i>	(342,4)	(552,3)	<i>+61.3</i>
Associate income	68,4	<i>+40.2</i>	48,8	68,4	<i>n/a</i>



Associates: Tiger - R10,1m; Enviroserv - R17,8m; Other - R40,5m

Notes:

- ▶ Net of dividends received and impairments
- ▶ R178m impairment of interest in Tiger Wheels

Consolidated Income Statement



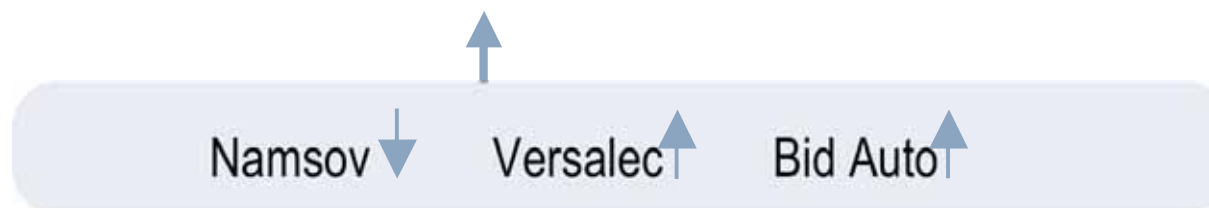
Year ended June 30 2007	Avg R/£13.95		Avg R/£ 11.44	F2007 in constant currency R/£ 11.44	
Rm's	F2007	% ch	F2006	F2007	% ch
Revenue	95 655,5	<i>+23.8</i>	77 276,5	88 489,0	<i>+14.5</i>
Trading profit	4 546,8	<i>+23.6</i>	3 677,3	4 350,9	<i>+18.3</i>
Net finance expense	(566,2)	<i>+65.4</i>	(342,4)	(552,3)	<i>+61.3</i>
Associate income	68,4	<i>+40.2</i>	48,8	68,4	<i>n/a</i>
Taxation	(1 033,2)	<i>+10.7</i>	(933,4)	(990,3)	<i>+6.1</i>

Effective tax rates	F2007	F2006	
Local	27.4%	26.3%	Excl. associates; benefits of tax losses utilised in F2006
Offshore	23.6%	30.3%	Tax loss utilisation in Bidcorp / Namibia
Group	27.1%	27.5%	

Consolidated Income Statement



Year ended June 30 2007	Avg R/£13.95		Avg R/£ 11.44	F2007 in constant currency R/£ 11.44	
Rm's	F2007	% ch	F2006	F2007	% ch
Revenue	95 655,5	<i>+23.8</i>	77 276,5	88 489,0	<i>+14.5</i>
Trading profit	4 546,8	<i>+23.6</i>	3 677,3	4 350,9	<i>+18.3</i>
Net finance expense	(566,2)	<i>+65.4</i>	(342,4)	(552,3)	<i>+61.3</i>
Associate income	68,4	<i>+40.2</i>	48,8	68,4	<i>n/a</i>
Taxation	(1 033,2)	<i>+10.7</i>	(933,4)	(990,3)	<i>+6.1</i>
Minority interests	87,1	<i>+14.9</i>	75,8	87,2	<i>+15.0</i>



Consolidated Income Statement



Year ended June 30 2007	Avg		Avg		F2007 in constant currency	
	R/£13.95		R/£ 11.44		R/£ 11.44	
Rm's	F2007	% ch	F2006	F2007	% ch	
Revenue	95 655,5	<i>+23.8</i>	77 276,5	88 489,0	<i>+14.5</i>	
Trading profit	4 546,8	<i>+23.6</i>	3 677,3	4 350,9	<i>+18.3</i>	
Net finance expense	(566,2)	<i>+65.4</i>	(342,4)	(552,3)	<i>+61.3</i>	
Associate income	68,4	<i>+40.2</i>	48,8	68,4	<i>n/a</i>	
Taxation	(1 033,2)	<i>+10.7</i>	(933,4)	(990,3)	<i>+6.1</i>	
Minority interests	87,1	<i>+14.9</i>	75,8	87,2	<i>+15.0</i>	
Headline earnings	2 912,0	<i>+20.7</i>	2 413,6	2772,4	<i>+14.9</i>	

20% organic growth in headline earnings

Consolidated Income Statement



Year ended June 30 2007	Avg R/£13.95		Avg R/£ 11.44	F2007 in constant currency R/£ 11.44	
Rm's	F2007	% ch	F2006	F2007	% ch
Revenue	95 655,5	<i>+23.8</i>	77 276,5	88 489,0	<i>+14.5</i>
Trading profit	4 546,8	<i>+23.6</i>	3 677,3	4 350,9	<i>+18.3</i>
Net finance expense	(566,2)	<i>+65.4</i>	(342,4)	(552,3)	<i>+61.3</i>
Associate income	68,4	<i>+40.2</i>	48,8	68,4	<i>n/a</i>
Taxation	(1 033,2)	<i>+10.7</i>	(933,4)	(990,3)	<i>+6.1</i>
Minority interests	87,1	<i>+14.9</i>	75,8	87,2	<i>+15.0</i>
Headline earnings	2 912,0	<i>+20.7</i>	2 414,0	2772,4	<i>+14.9</i>
HEPS (cents)	970,0	<i>+20.6</i>	804,6	923,5	<i>+14.8</i>
Diluted HEPS (cents)	947,2	<i>+23.2</i>	769,1	901,9	<i>+17.3</i>

HEPS - Diluted weighted avg shares in issue of 307 421: Purchased 18m shares from Dinatla on 12/12/06 at avg price of R79,38 (vs R60,00 received on 18m options)

Consolidated Income Statement



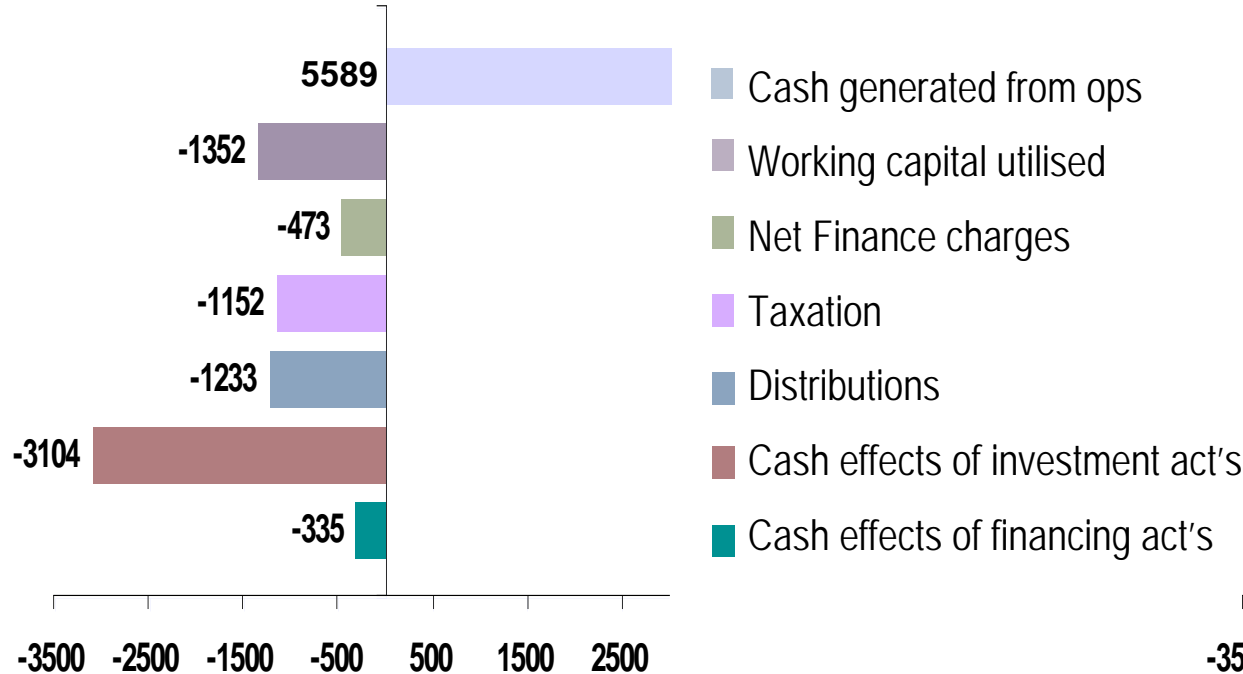
Year ended June 30 2007	Avg R/£13.95		Avg R/£ 11.44	F2007 in constant currency R/£ 11.44	
Rm's	F2007	% ch	F2006	F2007	% ch
Revenue	95 655,5	<i>+23.8</i>	77 276,5	88 489,0	<i>+14.5</i>
Trading profit	4 546,8	<i>+23.6</i>	3 677,3	4 350,9	<i>+18.3</i>
Net finance expense	(566,2)	<i>+65.4</i>	(342,4)	(552,3)	<i>+61.3</i>
Associate income	68,4	<i>+40.2</i>	48,8	68,4	<i>n/a</i>
Taxation	(1 033,2)	<i>+10.7</i>	(933,4)	(990,3)	<i>+6.1</i>
Minority interests	87,1	<i>+14.9</i>	75,8	87,2	<i>+15.0</i>
Headline earnings	2 912,0	<i>+20.7</i>	2 414,0	2772,4	<i>+14.9</i>
HEPS (cents)	970,0	<i>+20.6</i>	804,6	923,5	<i>+14.8</i>
Diluted HEPS (cents)	947,2	<i>+23.2</i>	769,1	901,9	<i>+17.3</i>
DPS (cents)	446,4	<i>+21.0</i>	369,0		

DPS policy remains +/- 2x covered

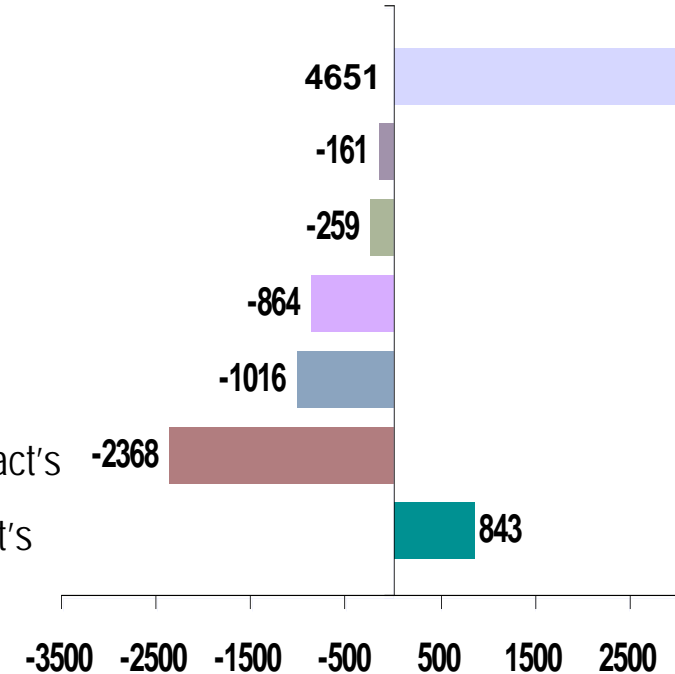
Consolidated Cash Flow Statement – Rm's



Year ended June 30 2007



Year ended June 30 2006



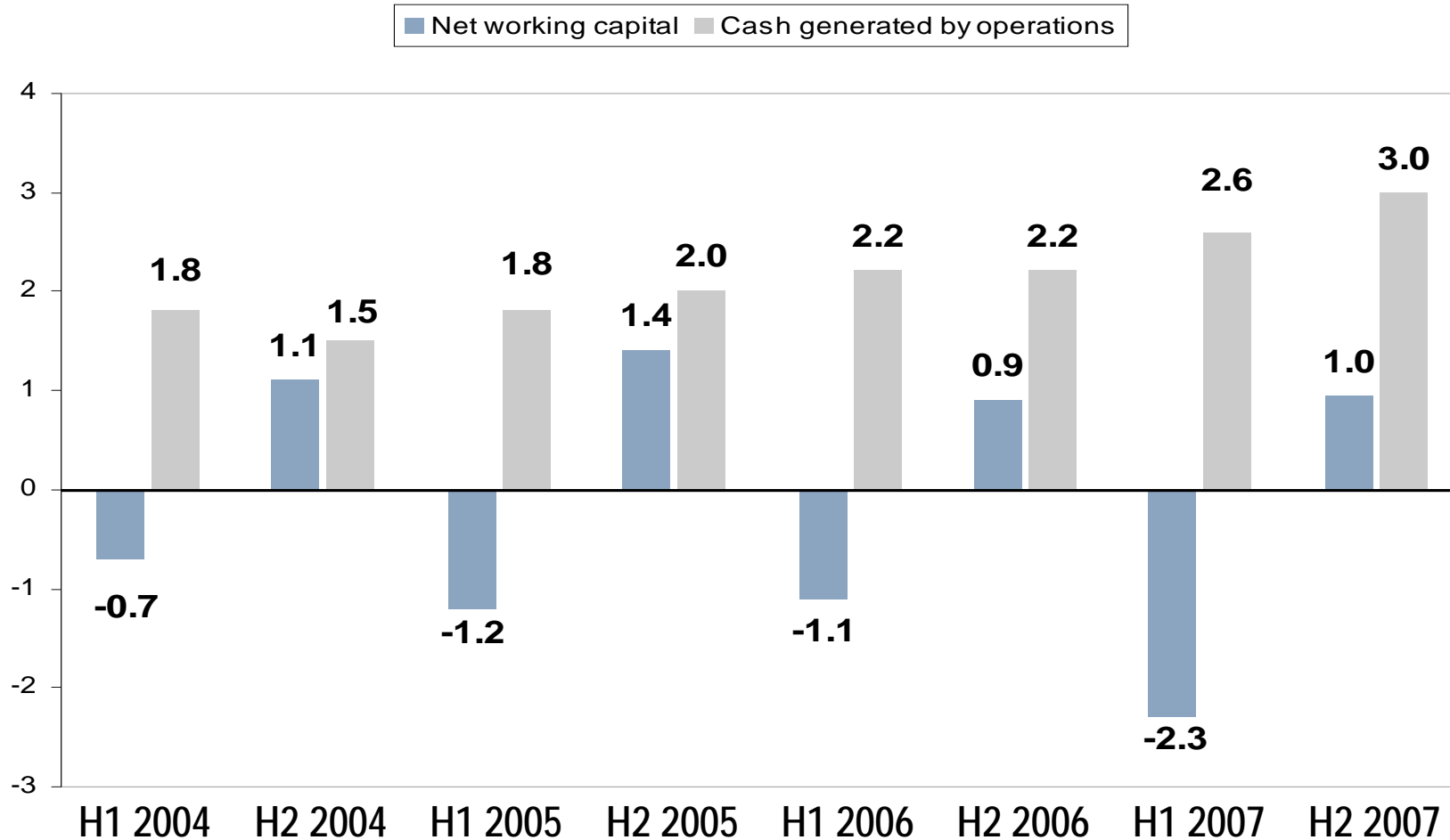
► Working capital:

- Asset management could have been better
- Working capital investment required to fund growth, mainly McCarthy(392m), Voltex (R258m) & Office (R248m)
- Additional working capital invested not generating additional returns yet

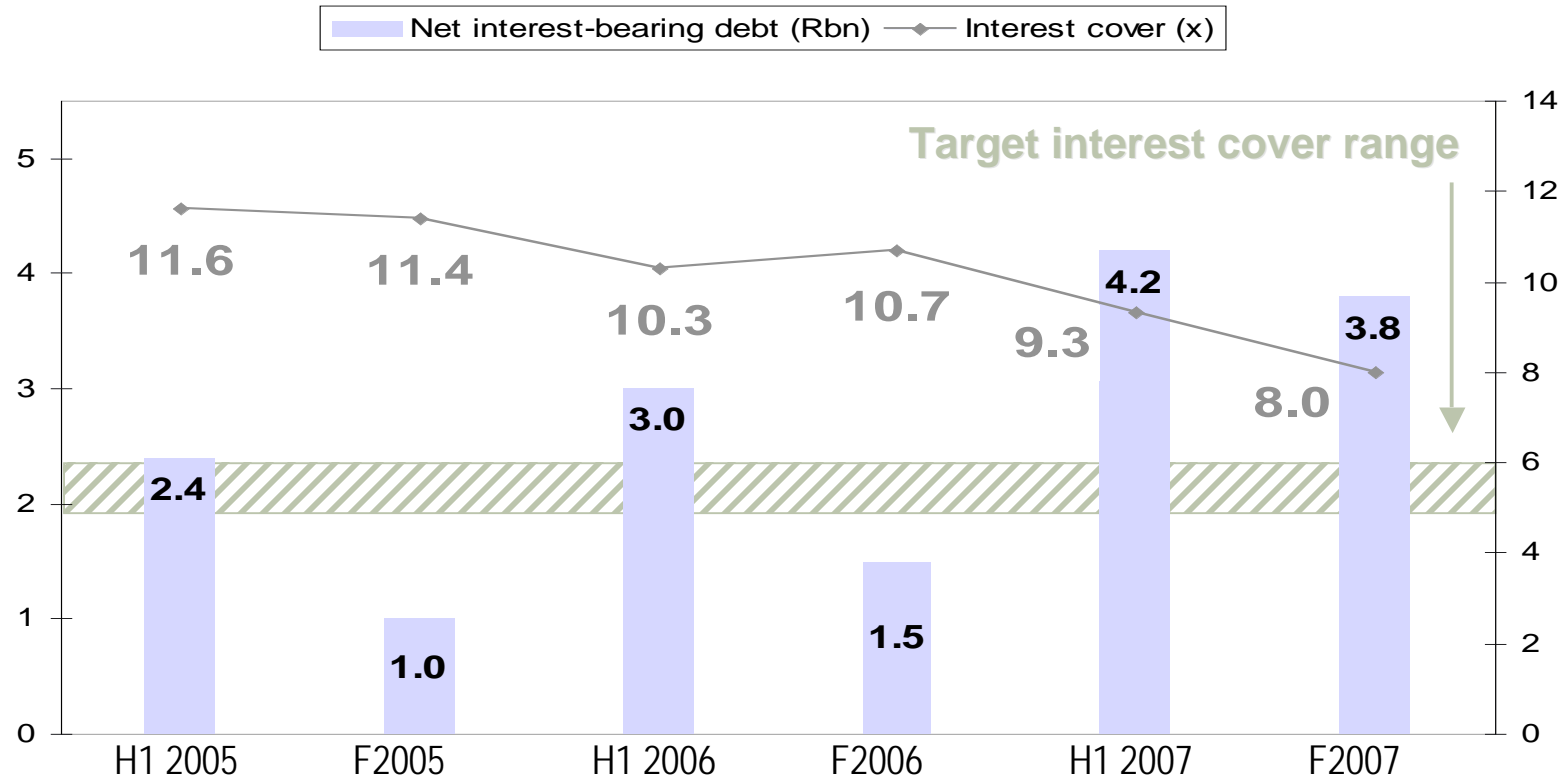
► Investment activities:

- R1,1bn in acquisitions and R2,0bn in capex (PPE, fleet and intangibles)

Net working capital flows vs cash generated - Rbn



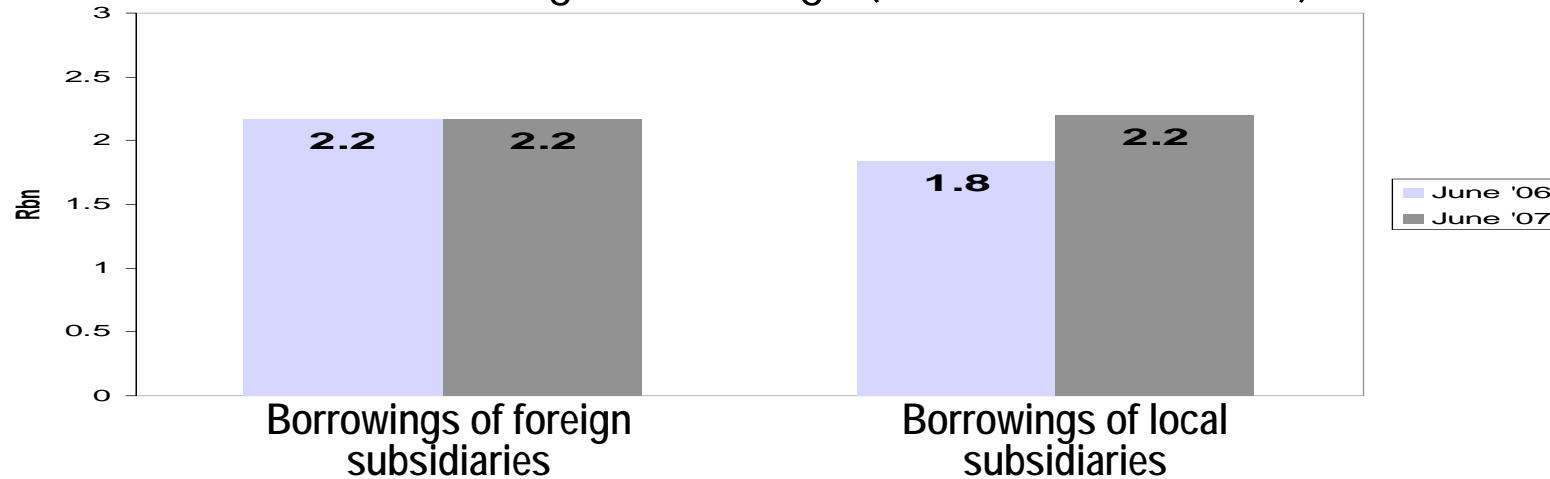
- ▶ Upward trend in cash generated
- ▶ Net working capital cycle peaks in first half (Dec) each year



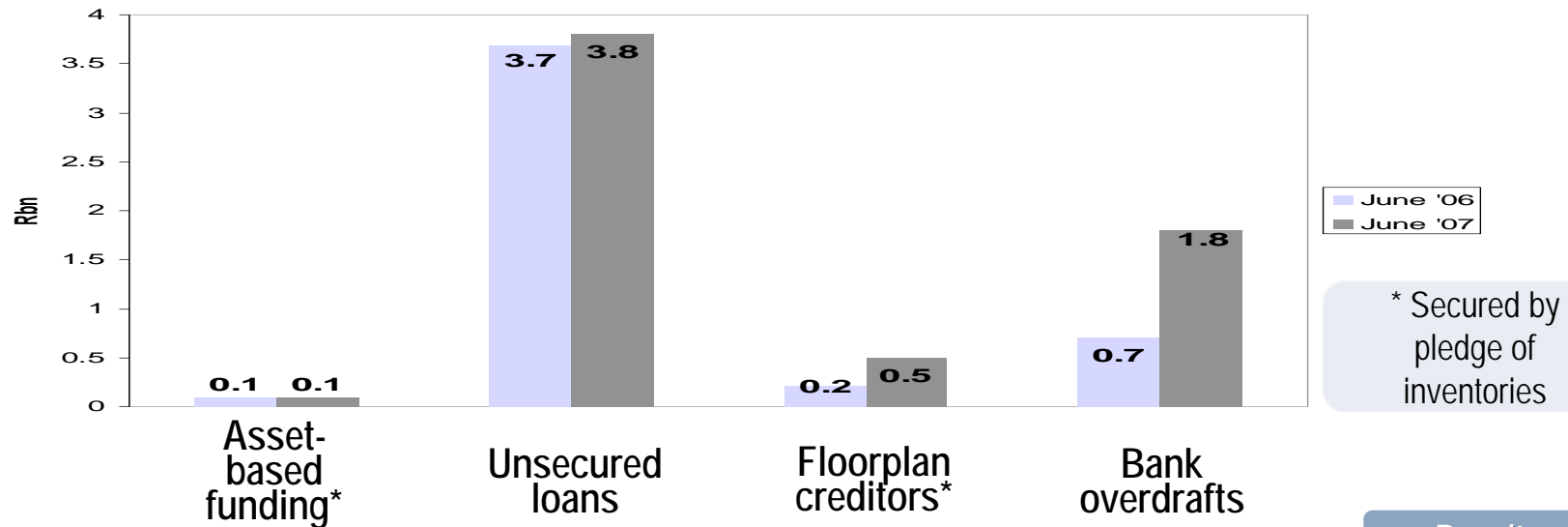
- ▶ Interest cover of 8; target of 5-6x
- ▶ R2,3bn increase in debt from F2006:
 - Increased working capital to fund growth, Dinatla transaction, Angliss acquisition & capex

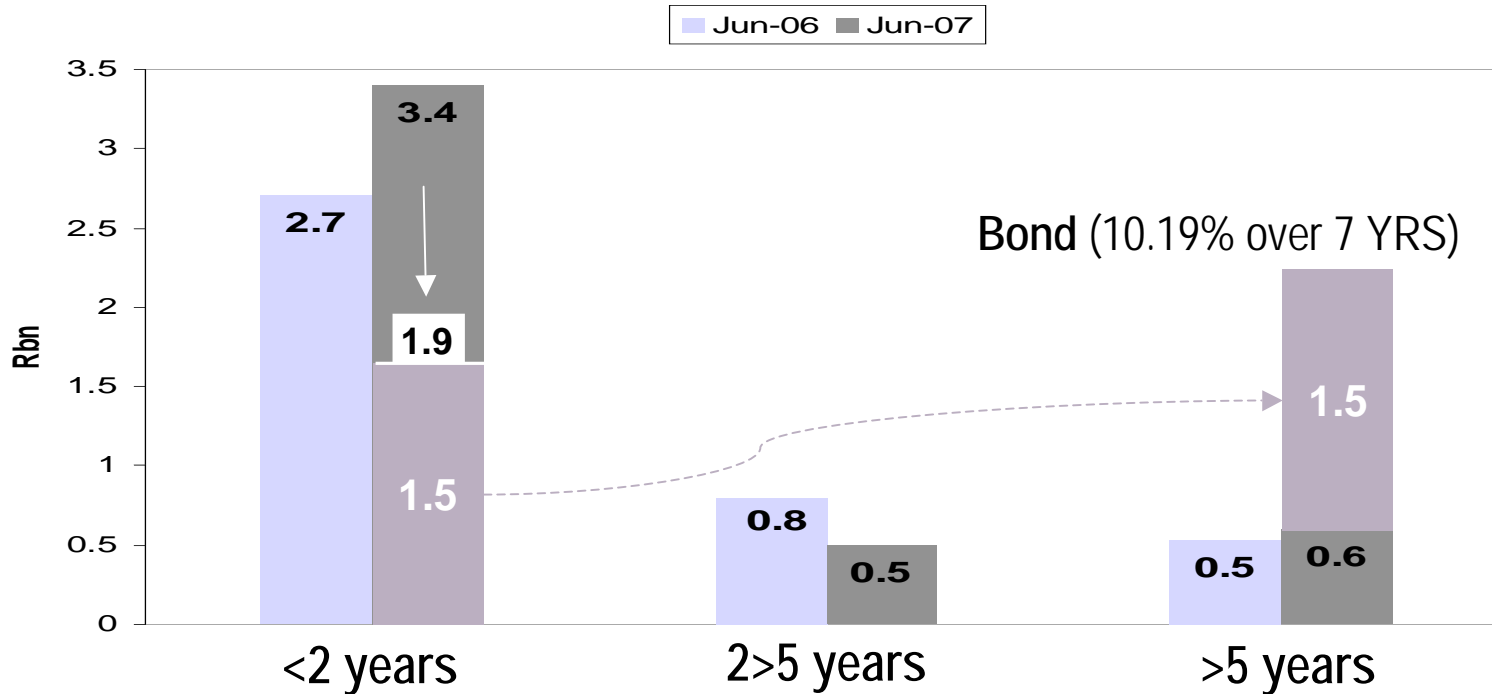


► Breakdown of local and foreign borrowings (excl. bank overdraft)



► Gross credit make up

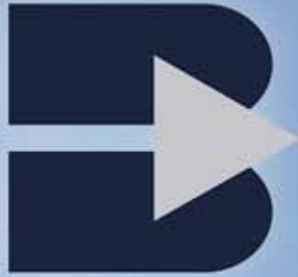




R1,5bn Bidvest bond issue to restructure debt to:

- ▶ Diversify sources of funding into the capital markets
- ▶ Build up a capital market credit curve over time
- ▶ Increase the group's term funding profile
- ▶ Fund further operating and expansion requirements

PROUDLY



BIDVest

Group Outlook

Brian Joffe

infinite possibilities...



- ▶ Bidfreight: Improved agricultural volumes; ongoing benefits of capex
- ▶ Bidserv:
 - Benefits from contracts won in F2007
 - Turnaround in Security
 - Bidvest Bank – primarily a forex bank with ongoing focus on niche corporate lending, asset finance and corporate cards
- ▶ Bidvest foodservice:
 - **Benefits from re-organisation in SA (particularly Bidfood Ingredients)**
 - Benefits from repositioning of UK sales force in F2008
 - Further strong momentum in Australia and New Zealand
 - First full year contribution from Angliss



- ▶ **Bid Industrial & Commercial Products:** Infrastructure spend and growth in corporate SA now coming through strongly
- ▶ **Bidpaper Plus:** Expect an **energised focus of capitalising on efficiency gains**, following a consolidation phase in F2007
 - Extension of traditional and new technology product range through market share gains and acquisition
- ▶ **Bid Auto:**
 - Estimated once-off >R50m negative impact of NCA and slowdown in auto sales in F2008
 - Reduced customer affordability
 - Positive effect of efficient funding of R974m Viamax acquisition at a R36m premium to NAV (effective 1/9/07) and first time earnings contribution



- ▶ **Headwinds:** Higher interest rates, slower consumer spending
- ▶ **Tailwinds:** Higher average inflation (ability to pass on price increases), a relatively settled trading outlook, infrastructure spend continues to gain momentum
- ▶ **Focus on working capital management and rigorous cost containment**
- ▶ **Opportunities**
 - Change in private equity environment – opportunities will arise out of the current international liquidity crunch
- ▶ **Benefits of group-wide capex yet to be fully realised**

Management is budgeting for real HEPS growth in F2008, but at *slightly* lower rates than F2007

PROUDLY



BIDVest

infinite possibilities...