

# ANNUAL FINANCIAL RESULTS

## FOR THE YEAR ENDED JUNE 30 2011

**Trading profit**  
NAD544,9 million +47,7%

**Headline earnings per share**  
120,0 cents +37,4%

**Dividends per share**  
54,0 cents +50,0%



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### Consolidated statement of comprehensive income

for the year ended June 30

NAD000's	2011 Audited	2010 Audited	% change
<b>Gross revenue</b>	<b>2 133 749</b>	1 949 205	9,5
Disbursements	(214 945)	(341 104)	
<b>Revenue</b>	<b>1 918 804</b>	1 608 101	19,3
Cost of sales	(1 207 227)	(1 101 686)	
Gross profit	<b>711 577</b>	506 415	40,5
Other income	<b>19 006</b>	21 272	(10,7)
Operating expenses	(185 661)	(158 818)	16,9
<b>Trading profit</b>	<b>544 922</b>	368 869	47,7
Net capital items	<b>17 467</b>	—	
BEE ownership transaction (IFRS2)	—	(16 988)	
<b>Operating profit</b>	<b>562 389</b>	351 881	59,8
Net finance income	<b>6 085</b>	1 254	
Finance income	<b>12 536</b>	10 992	
Finance charges	(6 451)	(9 738)	
Profit before taxation	<b>568 474</b>	353 135	61,0
Taxation	(184 395)	(115 982)	
<b>Profit for the year</b>	<b>384 079</b>	237 153	62,0
<b>Other comprehensive income</b>			
Movement on translation of foreign subsidiary	(466)	(7 473)	
<b>Total comprehensive income for the year</b>	<b>383 613</b>	229 680	67,0
Profit attributable to:			
Equity holders of the company	<b>258 418</b>	164 676	56,9
Non-controlling interest	<b>125 661</b>	72 476	
	<b>384 079</b>	237 152	62,0
Comprehensive income attributable to:			
Equity holders of the company	<b>259 911</b>	159 287	63,2
Non-controlling interest	<b>123 702</b>	70 393	
	<b>383 613</b>	229 680	67,0
Shares in issue			
Total ('000)	<b>206 953</b>	206 953	
Weighted ('000)	<b>206 953</b>	192 363	
Basic earnings per share (cents)	<b>124,9</b>	85,6	45,9
Headline earnings per share (cents)	<b>120,0</b>	87,4	37,4
Dividends per share (cents)	<b>54,0</b>	36,0	50,0
Interim	<b>18,0</b>	15,0	
Final	<b>36,0</b>	21,0	
<b>HEADLINE EARNINGS</b>			
The following adjustments to profit attributable to equity holders were taken into account in the calculation of headline earnings:			
Profit attributable to equity holders of the company	<b>258 418</b>	164 676	56,9
Impairment of property plant and equipment, goodwill and intangibles	—	4 396	
Property, plant and equipment	—	3 253	
Goodwill	—	238	
Intangible assets	—	3 047	
Tax relief	—	(2 142)	
Net profit on disposal of property, plant and equipment and intangibles deemed to be of a capital nature	<b>(10 033)</b>	(1 033)	
Property, plant and equipment	<b>555</b>	(1 456)	
Non-current assets held for sale	<b>(18 022)</b>	—	
Intangible assets	—	(109)	
Tax relief	<b>2 850</b>	532	
Non-controlling interest	<b>4 584</b>	—	
Headline earnings	<b>248 385</b>	168 039	47,8
BEE ownership transaction (IFRS2)	—	16 988	
Normalised headline earnings	<b>248 385</b>	185 027	34,2

### Segmental analysis

for the year ended June 30

NAD000's	2011 Audited	2010 Audited	% change
<b>REVENUE</b>			
Fishing	<b>1 245 260</b>	984 271	26,5
Freight	<b>188 563</b>	178 473	5,7
Foodservice	<b>127 946</b>	119 196	7,3
Services	<b>104 135</b>	67 271	54,8
Industrial and Commercial Products	<b>252 900</b>	258 890	(2,3)
	<b>1 918 804</b>	1 608 101	19,3
<b>TRADING PROFIT</b>			
Fishing	<b>473 494</b>	287 440	64,7
Freight	<b>35 133</b>	34 712	1,2
Foodservice	<b>6 666</b>	8 699	(23,4)
Services	<b>11 676</b>	15 078	(22,6)
Industrial and Commercial Products	<b>8 591</b>	17 077	(49,7)
Corporate Services	<b>9 362</b>	5 863	
	<b>544 922</b>	368 869	47,7

#### Note 1

##### Reporting entity

Bidvest Namibia Limited is a company incorporated in the Republic of Namibia. The condensed consolidated financial statements of the Company as at and for the year ended June 30 2011 comprise the Company and its subsidiaries (together referred to as "Bidvest Namibia").

#### Note 2

##### Basis of presentation of financial statements

The financial statements have been prepared on the historical cost basis, except for biological assets which are stated at fair value, in accordance with International Financial Reporting Standards (IFRS). The accounting policies are consistent with those used in the preparation of the June 30 2010 financial statements.

#### Note 3

##### Exchange rates

The following exchange rates were used in the conversion of foreign interests and foreign transactions during the periods:

	June 30		%
	2011	2010	change
NAD/USD			
Closing rate	<b>6,75</b>	7,62	
Average rate	<b>6,98</b>	7,61	(8,3)

### Consolidated statement of cashflow

for the year ended June 30

NAD000's	2011 Audited	2010 Audited	% change
<b>Cash flows from operating activities</b>	<b>288 809</b>	325 193	
Operating profit (including dividends received from investments)	<b>562 389</b>	351 881	
Depreciation, amortisation and impairment charges	<b>60 640</b>	59 514	
Other non-cash items	<b>(18 166)</b>	16 982	
Cash generated by operations before changes in working capital	<b>604 863</b>	428 377	
Changes in working capital	<b>(40 254)</b>	18 961	26,2
Cash generated by operations	<b>564 609</b>	447 338	
Net finance income received	<b>6 085</b>	1 254	
Taxation paid	<b>(143 915)</b>	(79 491)	
Dividends paid to equity holders of company	<b>(80 712)</b>	(31 043)	
Dividends paid to non-controlling interest	<b>(57 258)</b>	(12 865)	
<b>Cash effects of investment activities</b>	<b>(48 165)</b>	(327 443)	
Net additions to vehicle rental fleet	<b>(10 726)</b>	(9 923)	
Net additions to property, plant and equipment	<b>(36 745)</b>	(31 572)	
Net additions to intangible assets	<b>(694)</b>	(1 885)	
Net acquisition of subsidiaries, businesses, associates and investments	—	(4 063)	
<b>Cash effects of financing activities</b>	<b>(60 337)</b>	366 258	
Share capital and related share premium issued	—	300 773	
Loans raised from related parties	<b>2 108</b>	3 040	
Net borrowings (repaid) raised	<b>(62 445)</b>	62 445	
Net increase in cash and cash equivalents	<b>180 307</b>	364 008	
Net cash and cash equivalents at the beginning of the year	<b>591 019</b>	228 105	
Exchange rate adjustment	<b>8 953</b>	(1 094)	
Net cash and cash equivalents at the end of the year	<b>780 279</b>	591 019	
Net cash equivalents are made up as follows:			
Cash on hand and in the bank	<b>780 279</b>	591 019	

### Consolidated statement of financial position

as at June 30

NAD000's	2011 Audited	2010 Audited
<b>ASSETS</b>		
Non-current assets	<b>673 446</b>	661 306
Property, plant and equipment	<b>569 339</b>	549 225
Intangible assets	<b>31 122</b>	38 743
Goodwill	<b>69 035</b>	69 035
Deferred tax asset	<b>3 950</b>	4 303
Current assets	<b>1 263 287</b>	1 040 286
Vehicle rental fleet	<b>26 660</b>	24 055
Inventories	<b>230 090</b>	216 969
Biological assets	<b>448</b>	63
Trade and other receivables	<b>225 810</b>	208 180
Cash and cash equivalents	<b>780 279</b>	591 019
Non-current assets held for sale	<b>3 620</b>	23 144
<b>Total assets</b>	<b>1 940 353</b>	1 724 736
<b>EQUITY AND LIABILITIES</b>		
Capital and reserves	<b>1 401 728</b>	1 156 006
Attributable to equity holders of the company	<b>1 135 118</b>	955 841
Non-controlling interest in equity	<b>266 610</b>	200 165
Non-current liabilities	<b>149 046</b>	151 281
Deferred tax liability	<b>133 851</b>	87 412
Post-employment obligations	<b>9 448</b>	8 362
Long-term portion of borrowings	—	50 161
Long-term portion of trade and other payables	<b>5 747</b>	5 346
Current liabilities	<b>389 579</b>	417 449
Trade and other payables	<b>387 283</b>	396 557
Taxation	<b>2 296</b>	8 608
Short-term portion of borrowings	—	12 284
<b>Total equity and liabilities</b>	<b>1 940 353</b>	1 724 736
Number of shares in issue ('000)	<b>206 953</b>	206 953
Net tangible asset value per share (cents)	<b>500</b>	410
Net asset value per share (cents)	<b>548</b>	462

### Consolidated statement of changes in equity

for the year ended June 30

NAD000's	2011 Audited	2010 Audited
Equity holders' interest	<b>2 070</b>	2 070
Share capital	<b>2 070</b>	1 633
Balance at beginning of the year	—	437
Shares issued during the year	<b>617 907</b>	617 907
Share premium	<b>617 907</b>	317 571
Balance at beginning of the year	—	313 619
Shares issued during the year	—	(13 283)
Share issue costs	—	(2 789)
Foreign currency translation reserve	<b>(1 296)</b>	(2 789)
Balance at beginning of the year	(2 789)	2 601
Transfer to retained earnings	—	(1)
Arising during the current year	<b>1 493</b>	(5 389)
BEE share-based payment reserve	<b>16 988</b>	16 988
Balance at beginning of the year	<b>16 988</b>	—
Arising during the current year	—	16 988
Share-based payment reserve	<b>356</b>	278
Balance at beginning of the year	<b>278</b>	264
Arising during the current year	<b>78</b>	14
Retained earnings	<b>499 093</b>	321 387
Balance at the beginning of the year	<b>321 387</b>	187 753
Attributable profit	<b>258 418</b>	164 676
Transfer from foreign currency translation reserve	—	1
Dividends declared and paid	<b>(80 712)</b>	(31 043)
Capital and reserves attributable to equity holders of the company	<b>1 135 118</b>	955 841
Non-controlling interest in equity	<b>200 165</b>	145 973
Balance at beginning of the year	<b>125 661</b>	72 476
Attributable profit	<b>(57 258)</b>	(12 865)
Dividends declared and paid	<b>(1 958)</b>	(2 084)
Movement in foreign currency translation reserve	—	(3 335)
Changes in shareholding	—	(3 335)
<b>Total equity</b>	<b>1 401 728</b>	1 156 006

### Commentary

#### Financial performance

Bidvest Namibia put in a strong performance, driven by exceptional results at our fishing business.

Revenue rose 19,3% to NAD1,92 billion (2010: NAD1,62 billion) while trading profit moved 47,7% higher to NAD544,9 million (2010: NAD368,9 million). Proceeds from the sale of the fishing vessel 'Mars' amounted to NAD18,0 million. Headline earnings per share increased by 37,4% to 120,0 cents per share (2010: 87,4 cents per share) and cash generated by operations grew by 26,2% to NAD564,6 million (2010: NAD447,3 million).

Horse mackerel performance reflects high catch rates and firm prices. Results are underpinned by the success of our long-term strategy of differentiating our fish by consistently delivering high quality. Market prices were firm, though local currency strength against the US dollar negated some of the effects estimated at NAD56,8 million.

Our Angolan fishing investment did not perform to expectations. Our vessels had to be modified to meet new licensing specifications, which impacted asset utilisation.

Business conditions in our commercial businesses were challenging. Overall performance was disappointing, though some teams did well to achieve a measure of growth or find replacement business. A mediocre performance in some businesses exposed areas of management weakness.

All growth was organic, demonstrating the resourcefulness of our people as the year coincided with a slow recovery from recessionary conditions. There have been no acquisitions yet, although we have been under cautionary for some time.

#### Prospects

Bidvest Namibia expects to continue to achieve real growth in revenue, with the horse mackerel business expected to continue to provide the major contribution. The way has been cleared for a positive contribution by our Angolan investments. Vessels have been re-licensed and our new high-tech fishmeal facility is now operational.

Rewards from investments in training and efforts to upskill management capacity will take time, but improved performance is expected across the business over the medium term.

Since listing in October 2009 significant investment has been made both externally and internally to provide the capacity and capability to further generate organic growth over the medium term.

Our cash position remains strong, enabling the pursuit of strategic acquisition opportunities to further diversify and grow our current portfolio.

For and on behalf of the Board

**B Joffe**

Chairman

**S Kankondi**

Chief Executive

#### Dividend declaration

Notice is hereby given that a final cash dividend of 36,0 cents per share has been awarded to members recorded in the register of the Company at the close of business on Friday, September 9 2011. Shareholders are advised that the last day to trade "CUM" the distribution will be Friday, September 2 2011. The shares will trade "EX" the distribution as from Monday, September 5 2011 and the record date will be Friday, September 9 2011. Payment will be made on Friday, September 30 2011.

For and on behalf of the Board

**V Hocutt**

Company Secretary

Walvis Bay

August 19 2011

#### Further cautionary announcement

Further to the cautionary announcement dated July 7 2011, shareholders are advised that negotiations are in an advanced stage and if successfully concluded, may have a material effect on the price of the Company's shares. Shareholders can imminently expect an announcement in respect of this cautionary.

Accordingly, shareholders are advised to continue exercising caution when dealing in the Company's shares until a further announcement is made.

#### Independent auditor's report

The auditors PriceWaterhouseCoopers, have issued their opinion on Bidvest Namibia's financial statements for the year ended June 30 2011.

The auditors have issued an unmodified audit opinion on August 18 2011, a copy of which is available at the Company's registered office. These summarised financial statements have been derived from Bidvest Namibia's audited financial statements and are consistent in all material respects, with Bidvest Namibia's audited financial statements.

#### Analyst presentation

The presentation to investors will be available on the Bidvest Namibia website from 09:00 on August 22 2011.

#### Bidvest Namibia Limited

(Incorporated in the Republic of Namibia) (Registration Number 89/271)

Share code: BWN ISIN Code: NAO00A0Q5TNO

Company secretary and registered address

Veryan Hocutt, No 1 Fifth Street East, Walvis Bay, Namibia

Sponsor and corporate advisor

Investment House Namibia (Proprietary) Limited

Member of the Namibia Stock Exchange

Directors (all executive unless stated otherwise)

**Brian Joffe (Chairman)\*^**, **Sebulon Inotila Kankondi (CEO)**, **Jan Arnold**, **José Luis Bastos\*^**, **Myron Cyril Berzack\*^**, **David Edward Cleasby\*^**, **Melanie Ann Hodgson** (resigned: August 18 2011), **Martina Kebitsemang Mokgatle-Aukhumes\*^**, **Hans-Harald Müseler\*^**, **Martin Kalie Shipanga\*^**, **Pieter Christiaan Steyn^**, **Hans-Werner Timke**, **Theresa Weitz** (appointed: August 18 2011)

\*Non-executive ^Independent ^South African --British