

Pick n Pay Stores Limited
 Incorporated in the Republic of South Africa
 Registration number: 1968/008034/06
 Share Code: PIK ISIN code: ZAE000005443
 (“Pick n Pay” or “the Group”)

Trading statement

Shareholders are advised that Pick n Pay Stores Limited (“the Group”) is in the process of finalising its 2019 financial results for the 53 weeks* ended 3 March 2019, which are expected to be published on 26 April 2019.

The Group delivered turnover growth of 9.6% in the 53 weeks of the 2019 financial year. On a comparable 52-week basis, turnover increased by 7.1%, with like-for-like turnover growth of 4.8%. With selling price deflation of 0.3% over the year, the Group achieved like-for-like volume growth of 5.1%.

The Group’s core South Africa division delivered comparable turnover growth of 7.4%. Through a combination of its Pick n Pay and Boxer brands, the Group demonstrated consistent market share gains across the year. This achievement, in a very challenging trading environment, underlines the effective and consistent execution of the Group’s long-term plan. Over the past six years, a strong focus on improving cost and operational effectiveness has enabled the Group to invest in a winning customer offer through lower prices, more attractive promotions, better and more innovative products, compelling value-added services, and brighter and more modern stores.

This trading performance was delivered despite a difficult consumer environment in South Africa, and some challenges elsewhere, in particular a testing economy in Zambia, and currency uncertainty and disruption in Zimbabwe. Notwithstanding this challenging background, the Group expects to deliver on its goal of maintaining momentum on earnings growth alongside improved turnover growth. The Group expects the results for the 2019 financial year, expressed as growth on the prior period, to fall within the following ranges:

	53 weeks to 3 March 2019 Expected growth range on prior period	53 weeks to 3 March 2019 Expected range cents per share	Pro-forma* 52 weeks to 24 February 2019 Expected growth range on prior period	Pro-forma* 52 weeks to 24 February 2019 Expected range cents per share	52 weeks to 25 February 2018 Prior period cents per share
HEPS will increase between	20% - 30%	332.38 - 360.07	13% - 23%	312.99 - 340.69	276.98
Diluted HEPS will increase between	20% - 30%	325.93 - 353.09	13% - 23%	306.92 - 334.08	271.61
Basic EPS will increase between	20% - 30%	328.37 - 355.73	13% - 23%	309.21 - 336.58	273.64
Diluted basic EPS will increase between	20% - 30%	322.00 - 348.83	13% - 23%	303.21 - 330.05	268.33

The Group has begun the 2020 financial year with great energy, confidence in its long-term plan and its ability to compete effectively and deliver further improvements to win more customers in a tough market.

The financial information on which this trading statement is based has not been reviewed by or reported on by the Group's external auditors.

By order of the Board

Cape Town
8 April 2019

Sponsor: Investec Bank Limited

** The Group follows a 52-week retail financial calendar, which requires the inclusion of an additional week every six years. The 2019 financial year is a 53-week period, and as such, the results are not directly comparable with 2018. The Group provides additional pro-forma financial information on an equivalent 52-week basis, to assist stakeholders with their assessment of its comparable performance. The pro-forma financial information has been prepared in accordance with International Financial Reporting Standards, is the responsibility of the directors, has been provided for illustrative purposes only and, because of its nature, may not fairly represent the financial performance of the Group.*