

michael hill

INTERNATIONAL

25TH ANNUAL MEETING OF SHAREHOLDERS





Full Year Results 30 June 2012

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INTERNATIONAL LTD



The Year in Review

The Year in Review

- ◆ Revenue exceeds \$500m for the first time
- ◆ EBIT of \$45.892m a record result for the group
- ◆ Canada returns to profit during the year
- ◆ US continues to improve with a 17.2% same stores revenue lift



The Year in Review

- ◆ 15 new stores opened across the group
- ◆ Dividend up 22.2% to 5.5 cents per share
- ◆ Balance sheet in good shape with a 60.1% equity ratio



Financial Highlights



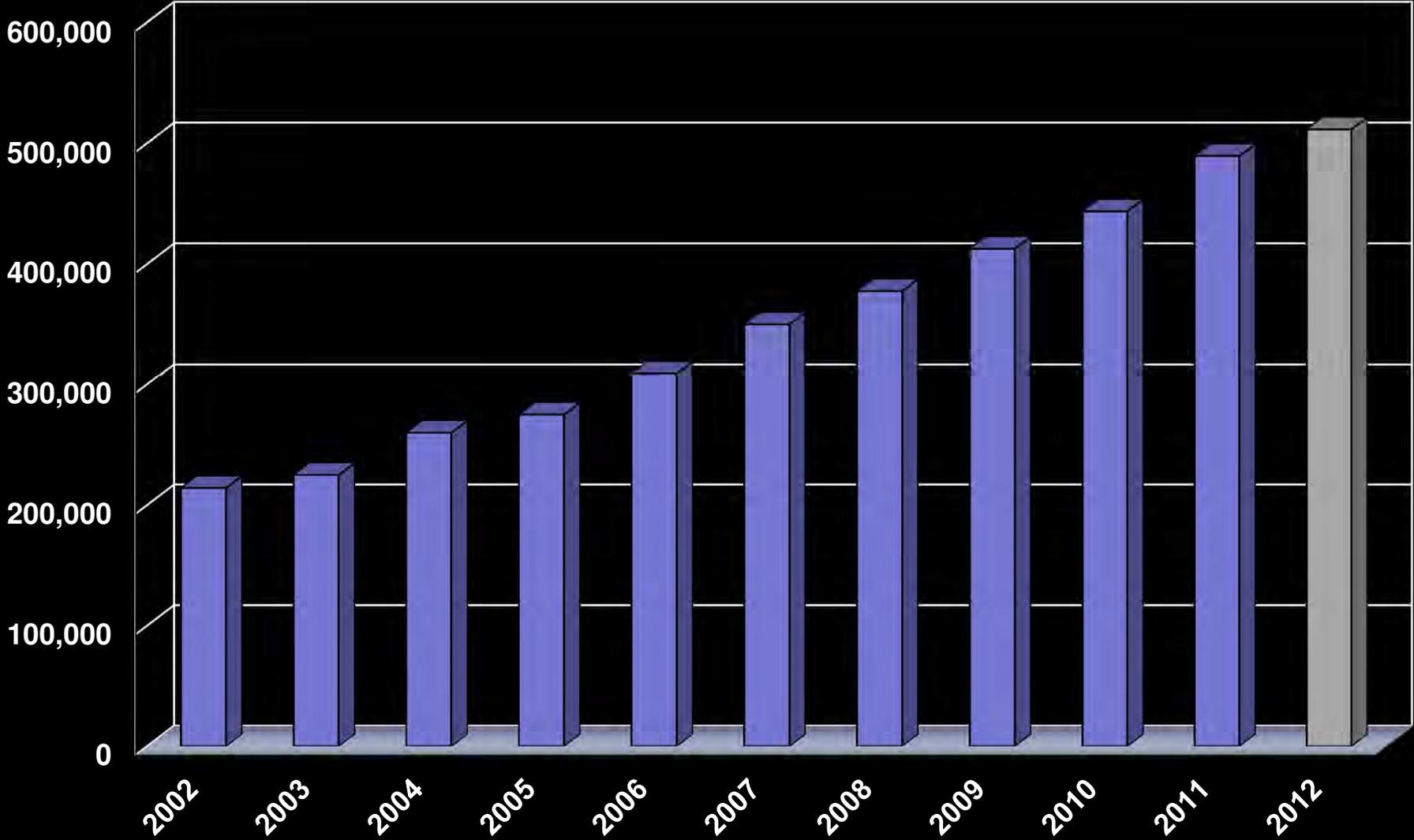


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	\$000's	\$000's	
<u>12 months ended</u>	<u>30/6/12</u>	<u>30/6/11</u>	<u>%</u>
Group Revenue	511,497	489,330	4.5%
EBITDA	58,220	57,091	2.0%
EBIT	45,892	45,638	0.6%
NPBT	42,036	39,985	5.1%
NPAT	36,511	34,499	5.8%

Group Revenue to 30 June

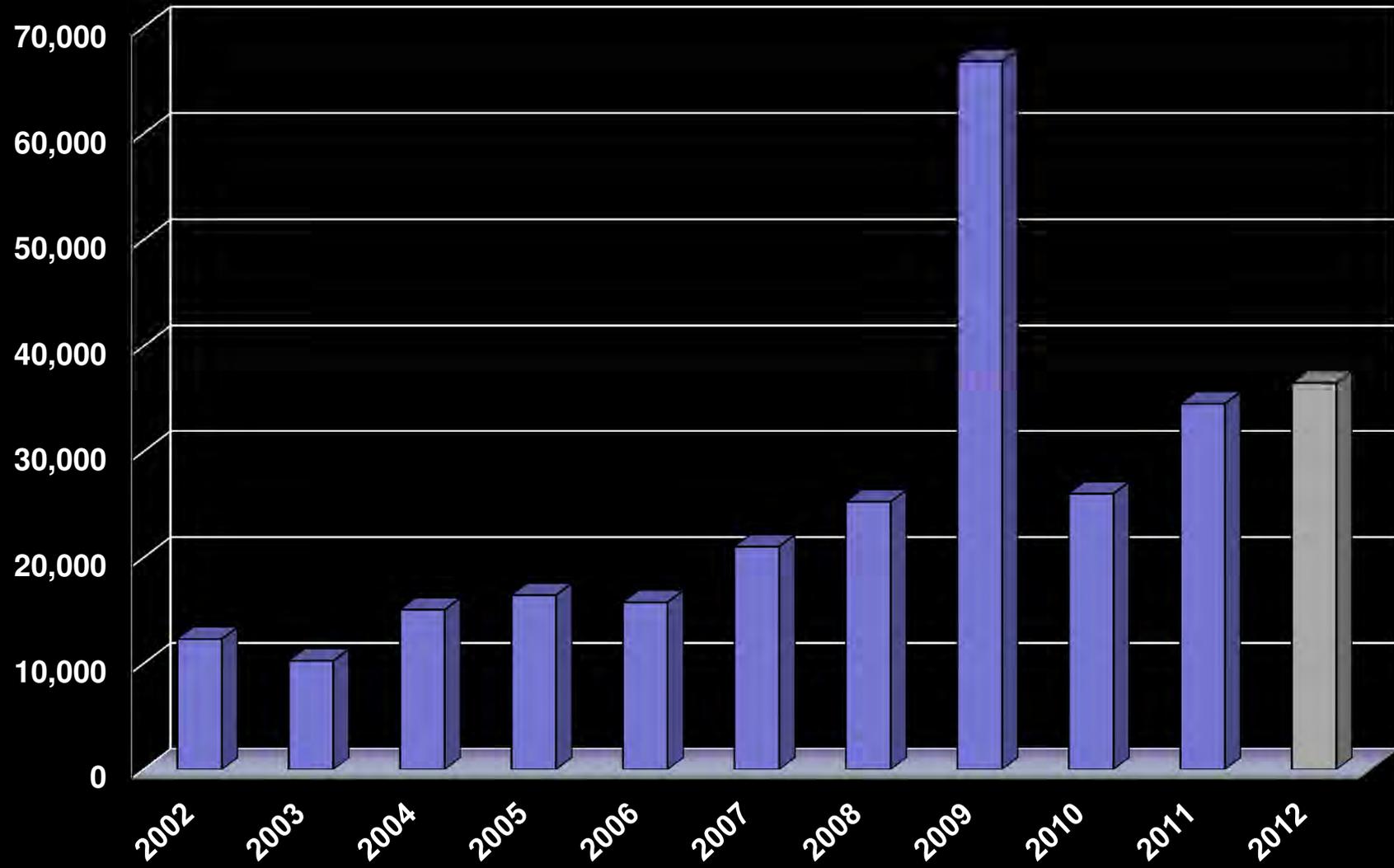
NZ\$000's



NZ GAAP prior to 2004-2005

Net Profit After Tax to 30 June

NZ\$000's



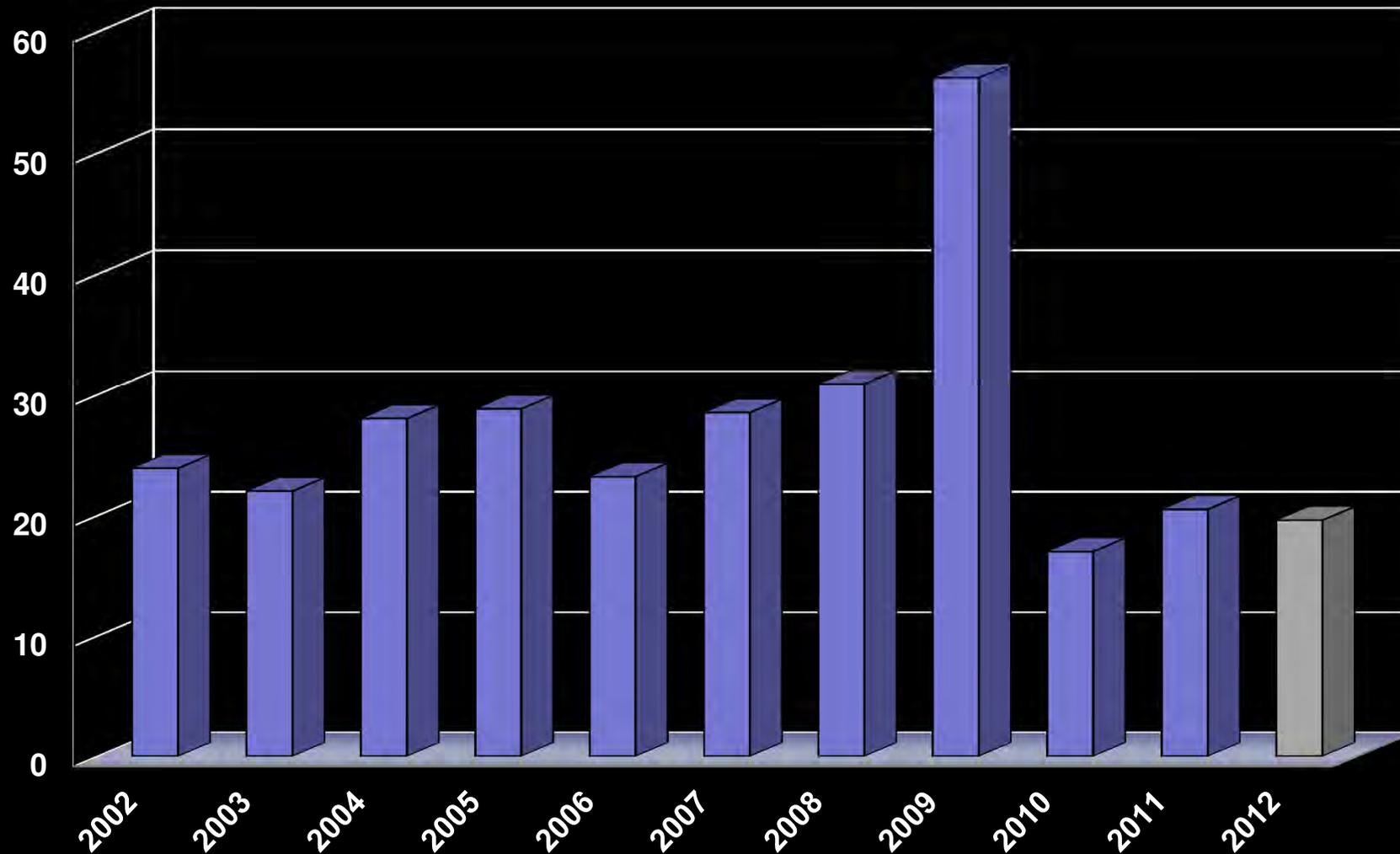
NZ GAAP prior to 2004/05

Deferred tax credit of \$50.1m booked in 08/09

More Highlights

<u>12 months ended</u>	<u>30/6/12</u>	<u>30/6/11</u>	<u>%</u>
Net Operating Cash Flows	52,131	43,319	20.3%
Net Investing Cash Flows	(17,897)	(13,853)	
Net Financing Cash Flows	(30,587)	(27,150)	
Net Debt \$000's	20,994	36,873 - 43.1%	
Equity Ratio	60.1%	60.9%	
Return on Shareholders Funds	19.6%	20.5%	
Earnings per share	9.54c	9.02c	5.8%
Total dividend per share	5.5c	4.5c	22.2%

Return on Average Shareholders Funds %



2009 to 2011 returns impacted by deferred tax credit of \$50.1m booked in 08/09



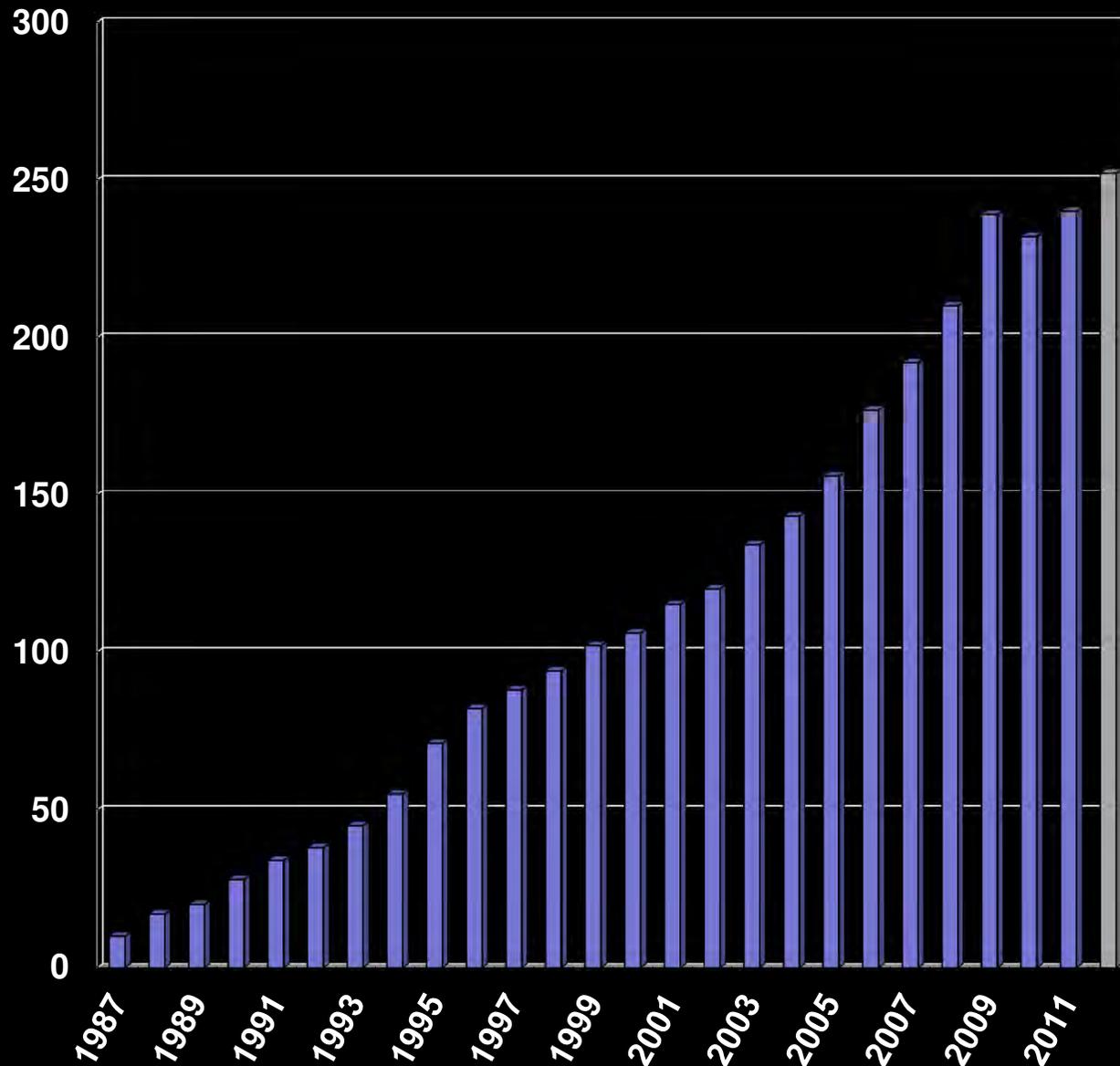
Store Expansion

Growth Philosophy

Controlled Profitable Growth
with an emphasis on
improving existing
operations



Total Jewellery Stores



Stores Numbers

- 1997 - 88 +6
- 1998 - 94 +6
- 1999 - 102 +8
- 2000 - 106 +4
- 2001 - 115 +9
- 2002 - 120 +5
- 2003 - 134 +14
- 2004 - 143 +9
- 2005 - 156 +13
- 2006 - 177 + 21
- 2007 - 192 +15
- 2008 - 210 +18
- 2009 - 239 +29
- 2010 - 232 -7
- 2011 - 240 +8
- 2012 - 252 +12

12 months ended **30/6/12** **30/6/11**

New Stores Opened

Australia **10** **6**

New Zealand **1** **1**

Canada **4** **4**

USA **0** **0**

Total Opened **15** **11**

Stores closed **3** **3**

12 months ended

30/6/12

30/6/11

Total Stores Operating

Australia

153

146

New Zealand

53

52

Canada

37

33

USA

9

9

Total

252

240



Australasian Expansion

NZ Expansion



Stores Operating	30/6/12	53
Planned for 12/13	1 store	54
Planned for 13/14	1 store	55
Planned for 14/15	1 store	56

Australian Expansion



Stores operating	30/6/12	153
Planned for 12/13	10 stores	163
Planned for 13/14	10 stores	173
Planned for 14/15	7 stores	180

180 store locations have been identified as suitable locations



North American Expansion

Canadian Expansion



• Stores Operating	30/6/12	37
• Planned for 12/13	10 stores	47
• Planned for 13/14	10 stores	57
• Planned for 14/15	10 stores	67

100 store locations have been identified as suitable locations



Store Refurbishment Plans

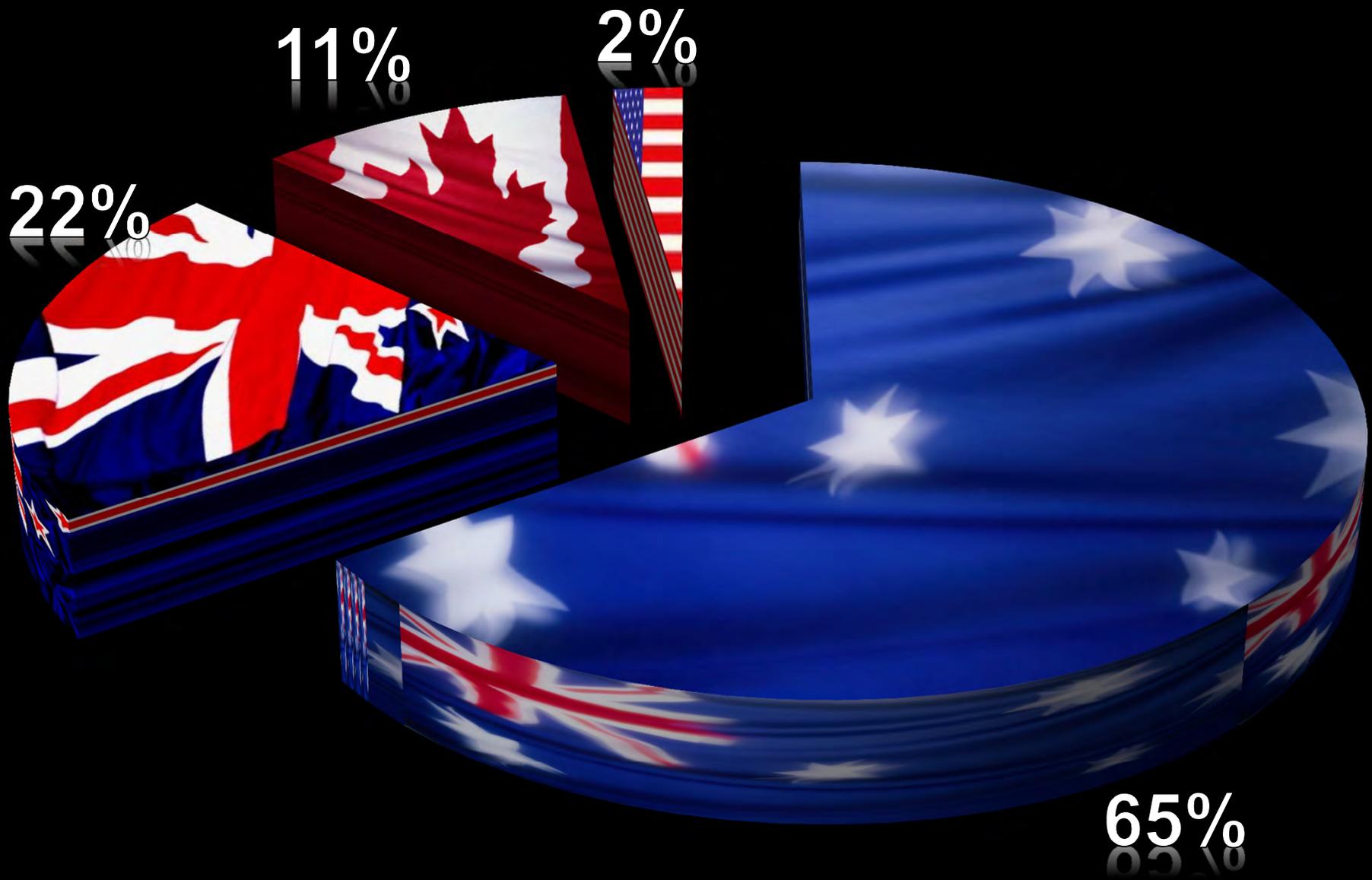
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Segment
Revenue
To 30 June 2012



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Captured moments





Australia



NZ

Segment Results

Australasia



NZ \$000's

2012

2011

%

Revenue	333,174	327,146	1.8%
EBIT	47,509	50,454	(5.8%)
As a % of Revenue	14.3%	15.4%	



NZ \$000's

2012

2011

%

Revenue	109,110	101,843	7.1%
EBIT	21,550	18,484	16.6%
As a % of Revenue	19.8%	18.1%	



USA



Canada

Segment Results

North America



NZ \$000's

2012

2011

%

Revenue

55,124

48,228

14.3%

EBIT

713

(299)

338.5%

As a % of Revenue

1.3%

(0.6%)



NZ \$000's

2012

2011

%

Revenue

11,999

10,663

12.5%

EBIT

(3,296)

(4,500)

26.8%

As a % of Revenue

(27.5%)

(42.2%)



Sales 2011-2012

12 Months Sales to 30 June 2012

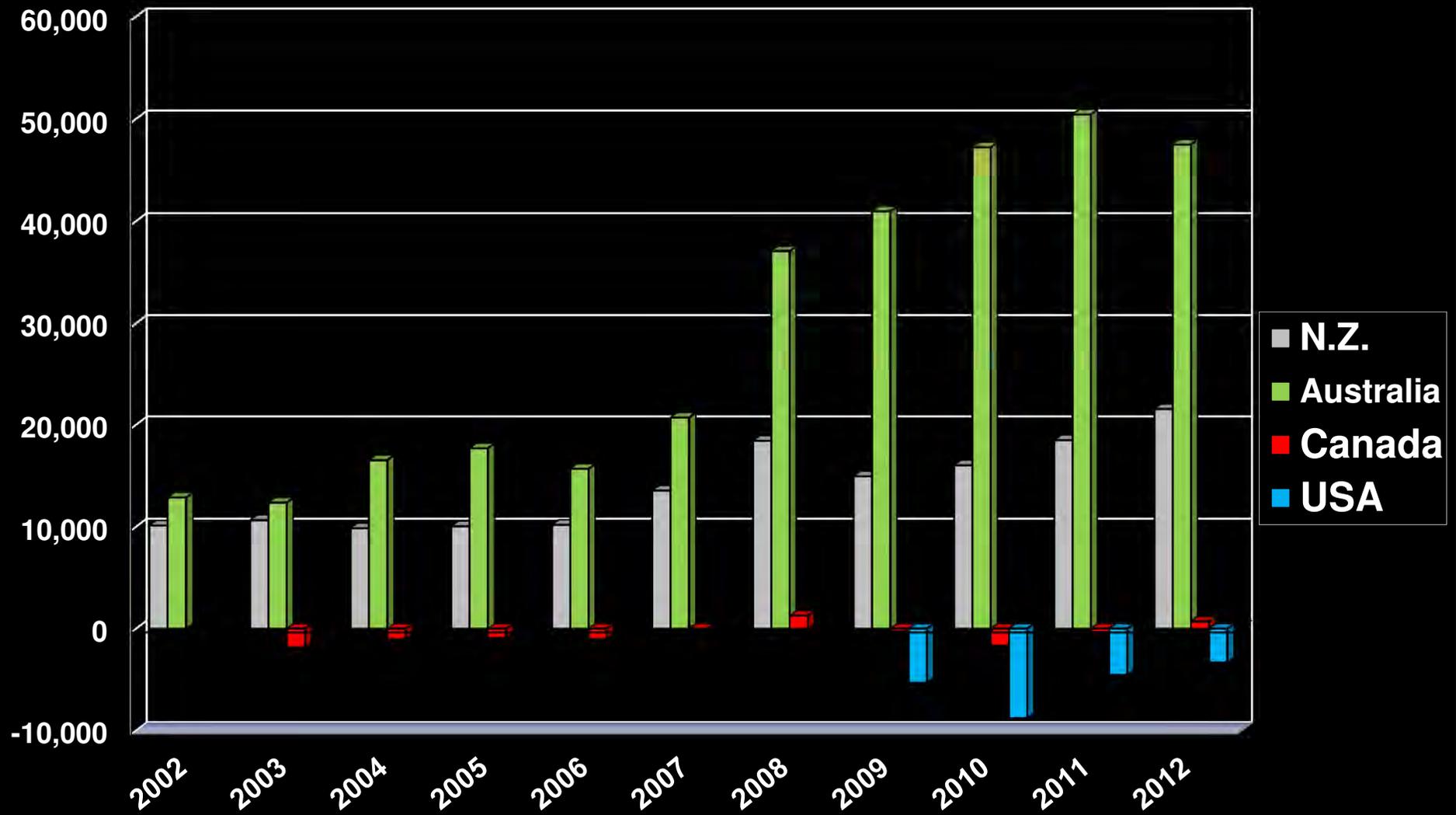
All figures in Local Currency

Country	2011	2012	+/-
AUS same Stores	\$245.9m	\$240.7m	(2.1%)
NZ same Stores	\$99.1m	\$106.4m	7.3%
CAN same stores	\$34.3m	\$36.3m	5.8%
US same stores	\$8.2m	\$9.6m	17.2%
AUS all stores	\$251.3m	\$259.5m	3.3%
NZ all stores	\$101.8m	\$109.2m	7.2%
CAN all stores	\$36.9m	\$44.3m	20.2%
US all stores	\$8.1m	\$9.6m	18.0%



EBIT Contributions

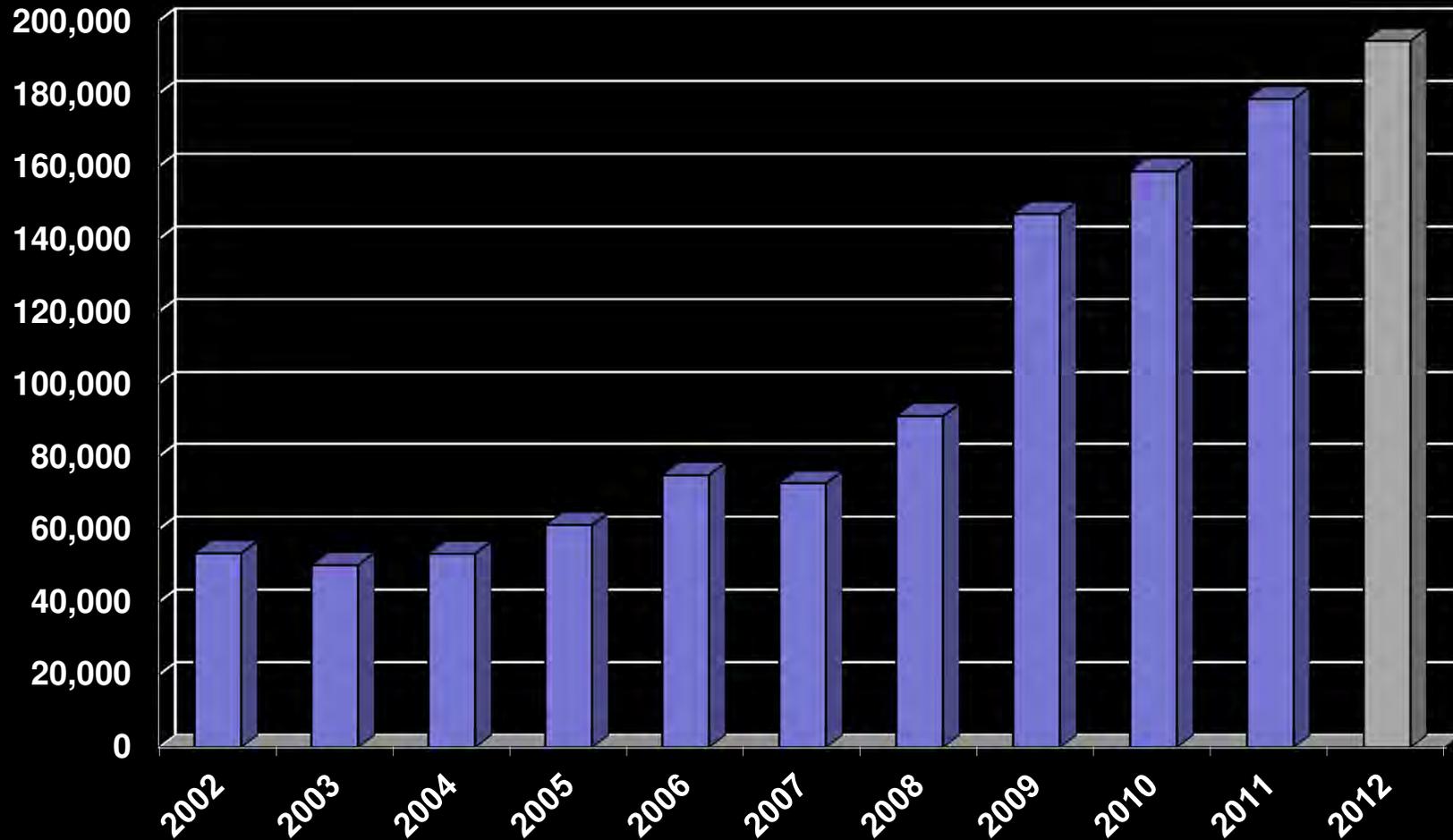
EBIT Contributions NZ\$000's





Shareholder Funds

Shareholders' Funds NZ\$000's



NZ GAAP prior to 2004-05



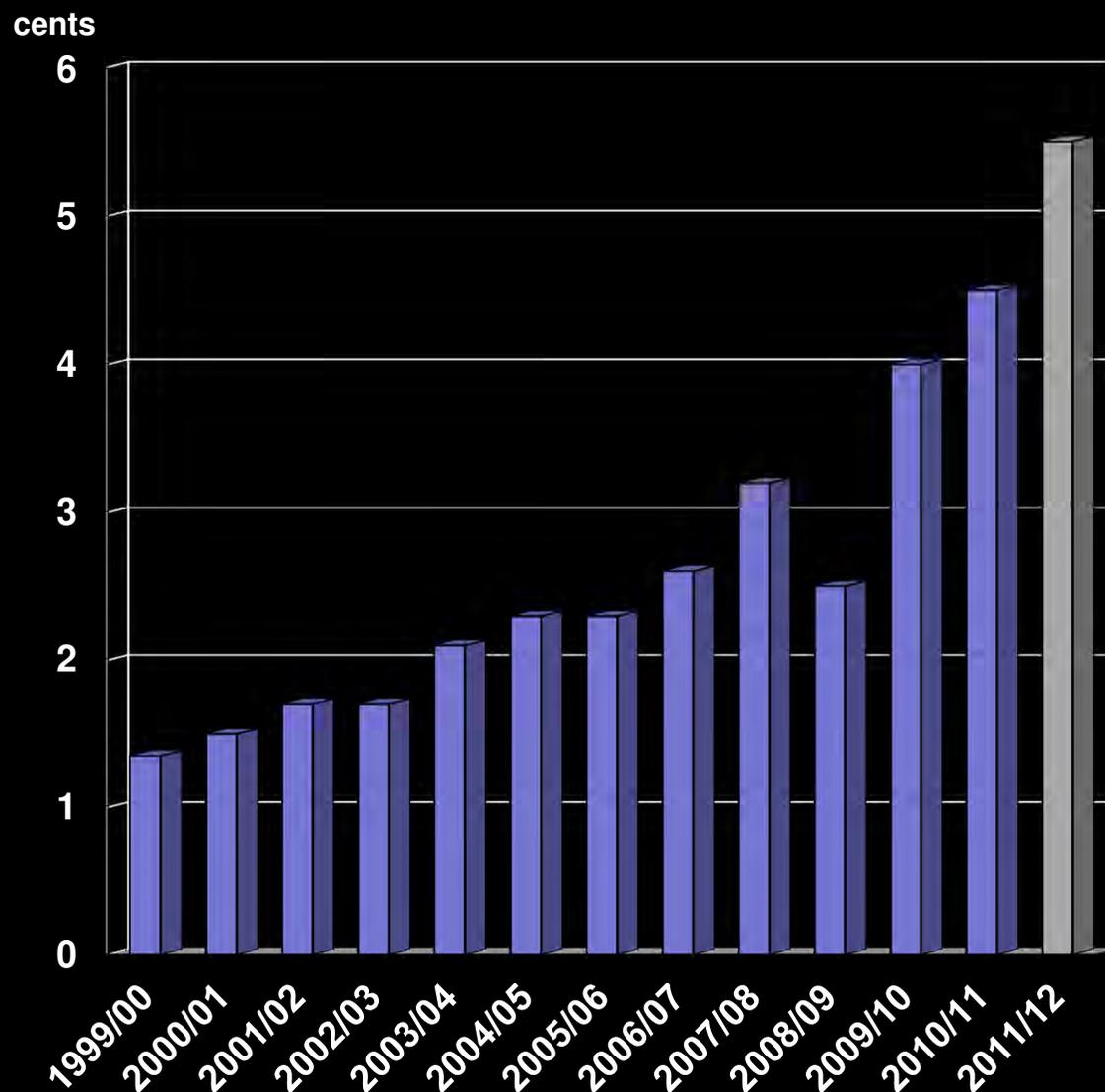
Dividends

Dividends



Full Year Dividend Trend

(Not including Special Dividend)



- 1998/99 1.15c
- 1999/00 1.35c
- 2000/01 1.5c
- 2001/02 1.7c
- 2002/03 1.7c
- 2003/04 2.1c
- 2004/05 2.3c
- 2005/06 2.3c
- 2006/07 2.6c
- 2007/08 3.2c
- 2008/09 2.5c
- 2009/10 4.0c
- 2010/11 4.5c
- 2011/12 5.5c

Note: due to the share split in 2007, prior years have been divided by 10 for comparative purposes

Priorities for 2012/13

- ◆ To open 20 new stores
- ◆ Focus on Australian segment and lifting performance
- ◆ Same store sales growth in all markets
- ◆ Margin improvement for the group
- ◆ New business opportunities to be evaluated



3 Months Sales to 30 September 2012

All figures in Local Currency

Country	2012	2011	+/-
AUS same Stores	\$56.8m	\$53.4m	+6.4%
NZ same Stores	\$22.4m	\$20.9m	+7.1%
CAN same stores	\$8.7m	\$7.8m	+11.8%
US same stores	\$2.1m	\$1.9m	+7.1%
AUS all stores	\$61.4m	\$54.7m	+12.3%
NZ all stores	\$22.7m	\$21.0m	+8.0%
CAN all stores	\$9.9m	\$7.7m	+27.9%
US all stores	\$2.1m	\$1.9m	+7.1%
Professional Care Plan Sales			
Revenue collected	NZ\$6.5m	NZ\$5.4m	+20.2%



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