

Full Year Results to 30 June 2007



Michael Hill
International

Financial Highlights

	\$000's	\$000's	
<u>12 months ended</u>	<u>30/6/07</u>	<u>30/6/06</u>	<u>%</u>
Sales Revenue	348,757	306,374	13.8%
EBIT	35,087	24,345	44.1%
Profit after tax \$000's	21,017	15,774	33.2%



More Highlights

<u>12 months ended</u>	<u>30/6/07</u>	<u>30/6/06</u>	<u>%</u>
Return on Shareholders Fund	28.5%	23.2%	
Operating Cash Flow \$000's	41,114	(2,360)	
Net Debt \$000's	41,089	58,046	-29.2%
Earnings per share	53.9 c	40.8 c	32.1%

More Highlights

12 months ended 30/6/07 30/6/06

New Stores Opened

Australia	12	16
New Zealand	2	2
Canada	4	5
Total Opened	18	23

Stores closed during year

3 2

Total Stores Operating

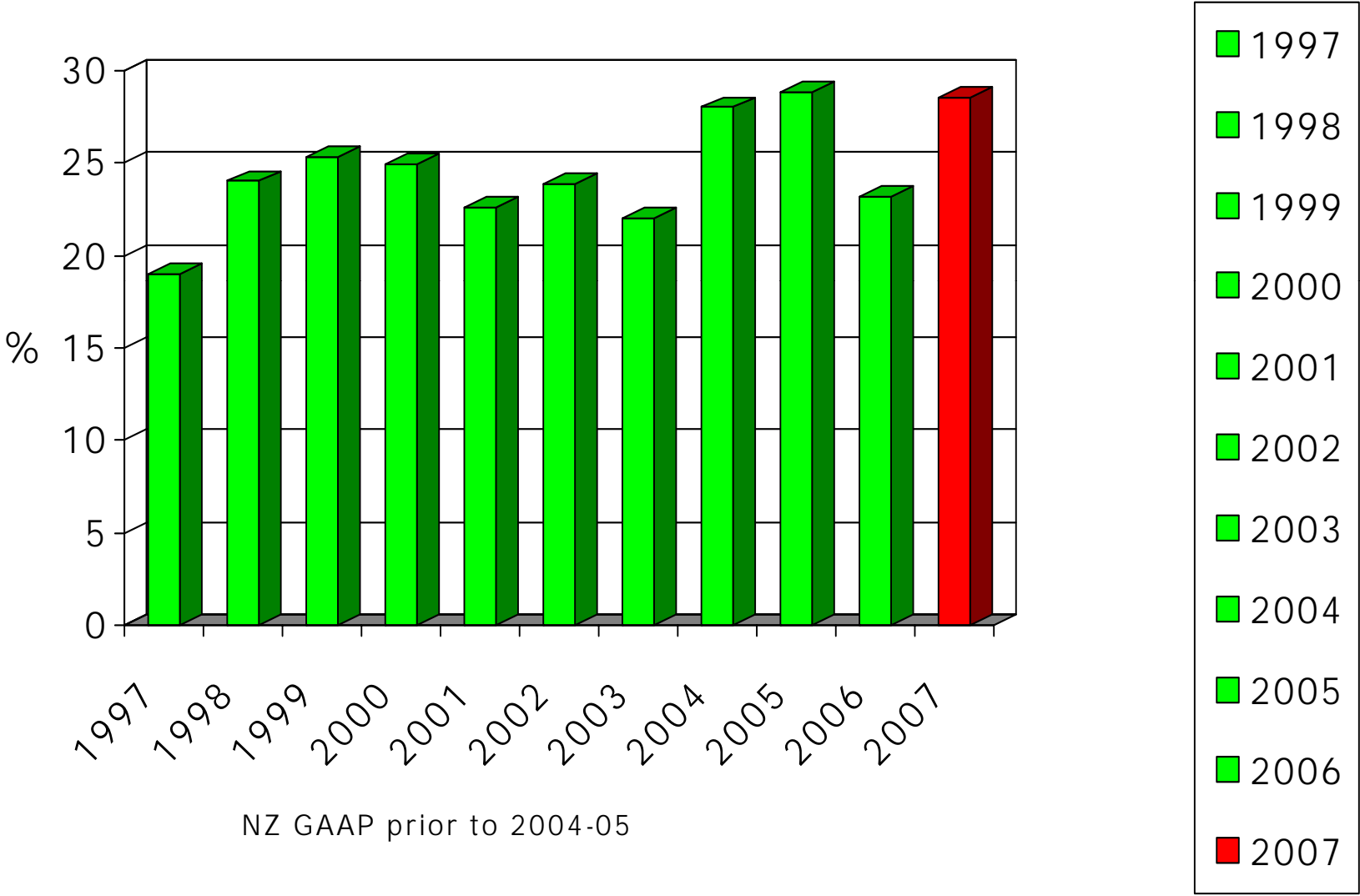
Australia	126	116
New Zealand	50	49
Canada	16	12
Total	192	177

Same Store Sales Increases

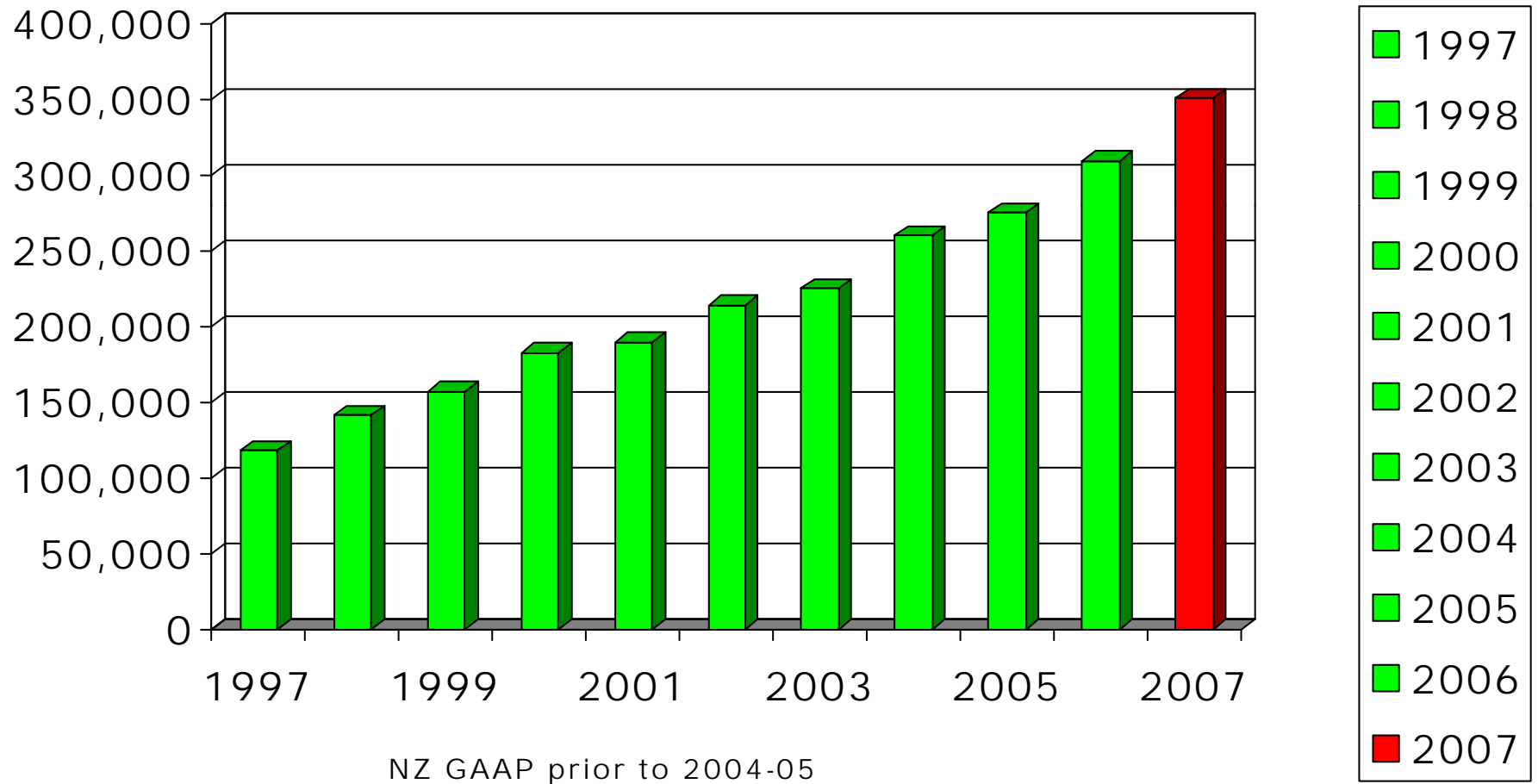
<u>12 Months ended</u>	<u>30/6/07</u>	<u>30/6/06</u>
Australia (A\$)	3.4%	(1.3)%
New Zealand	4.6%	2.4%
Canada (C\$)	2.9%	6.9%



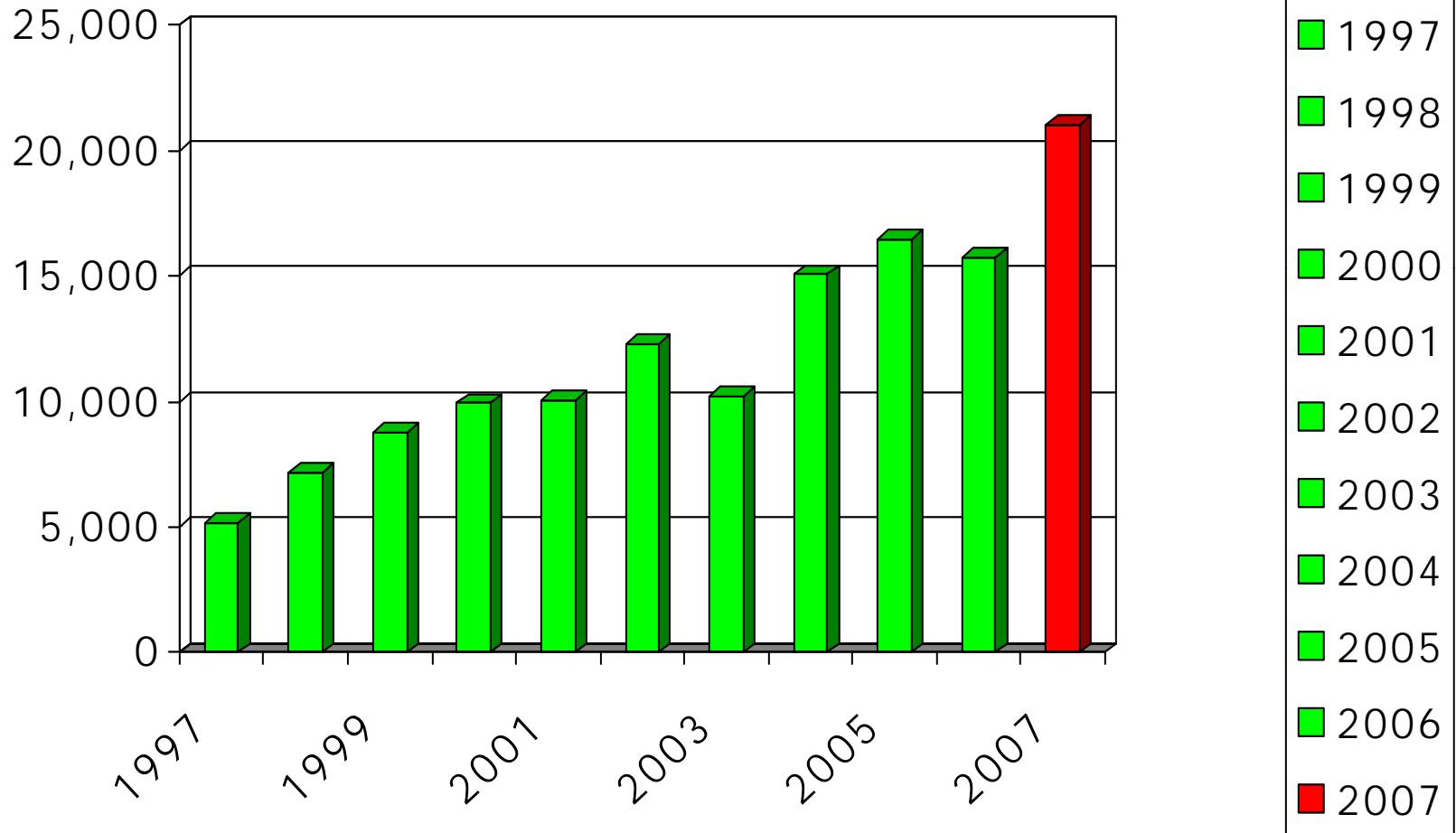
Return on Average Shareholders Funds



Group Revenue to 30 June NZ\$000's



Net Profit after tax to 30 June (before abnormal items) \$000's



NZ GAAP prior to 2004-05

Segment Results in NZ \$000's

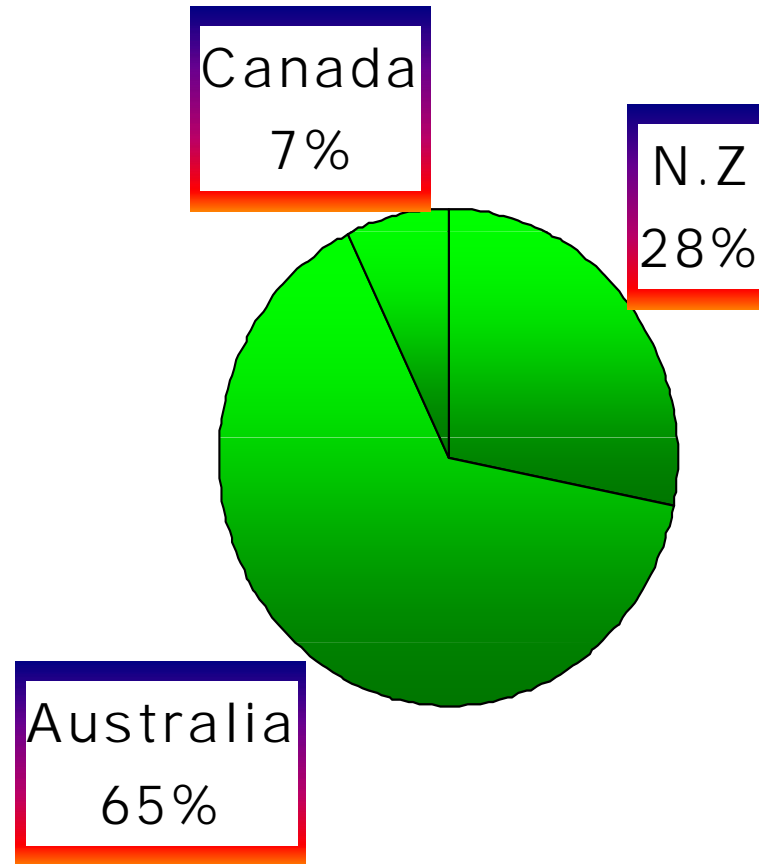
<u>Australia</u>	<u>2007</u>	<u>2006</u>	<u>%</u>
Revenue	225,815	199,412	13.2%
EBIT	20,723	15,677	32.2%
As a % of Revenue	9.2%	7.9%	
<u>New Zealand</u>			
Revenue	97,439	91,036	7.0%
EBIT	13,570	10,180	33.3%
As a % of Revenue	13.9%	11.2%	

Segment Results in NZ \$000's

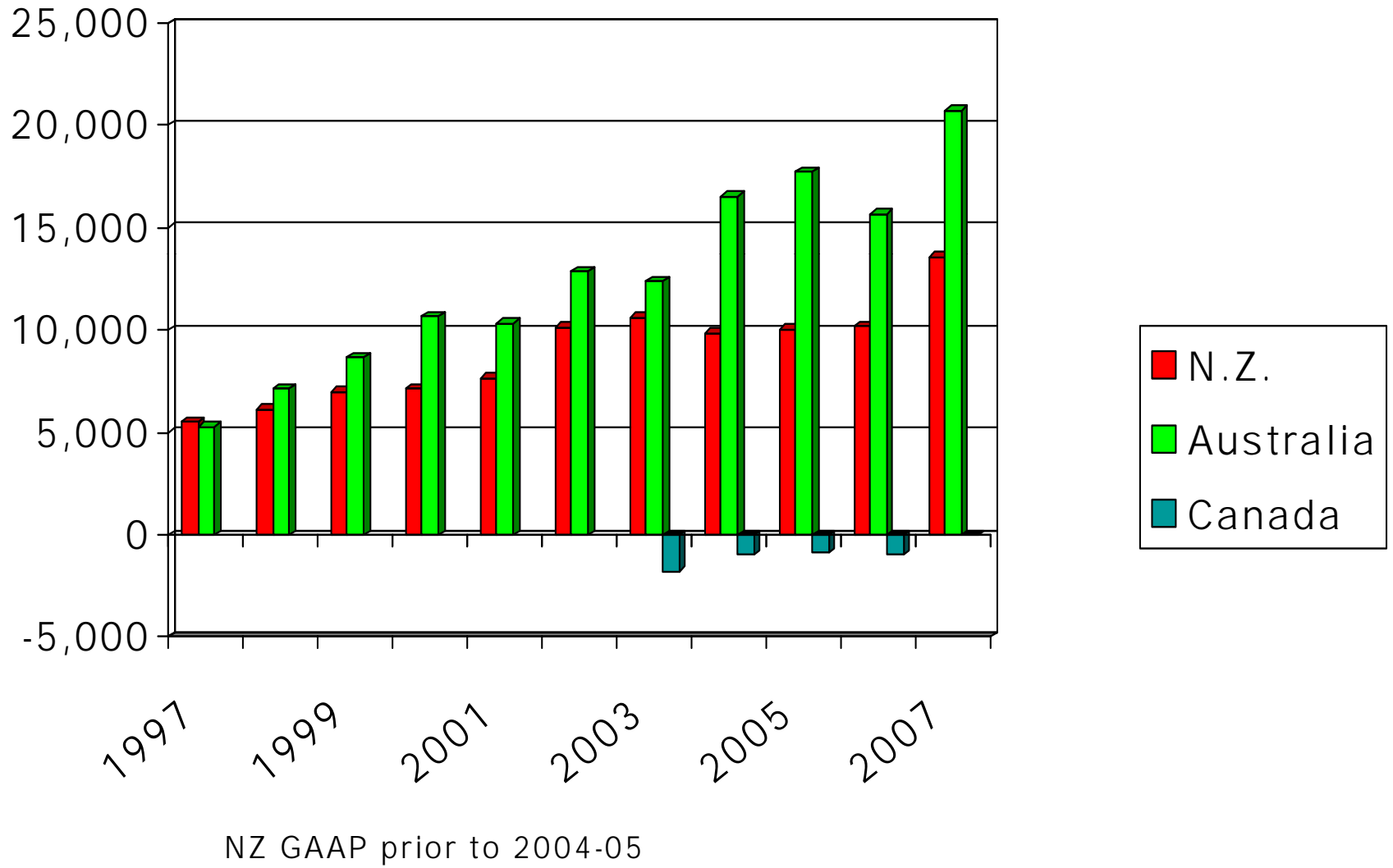
<u>Canada</u>	<u>2007</u>	<u>2006</u>	<u>%</u>
Revenue	24,994	15,671	59.5%
EBIT	-5	(957)	



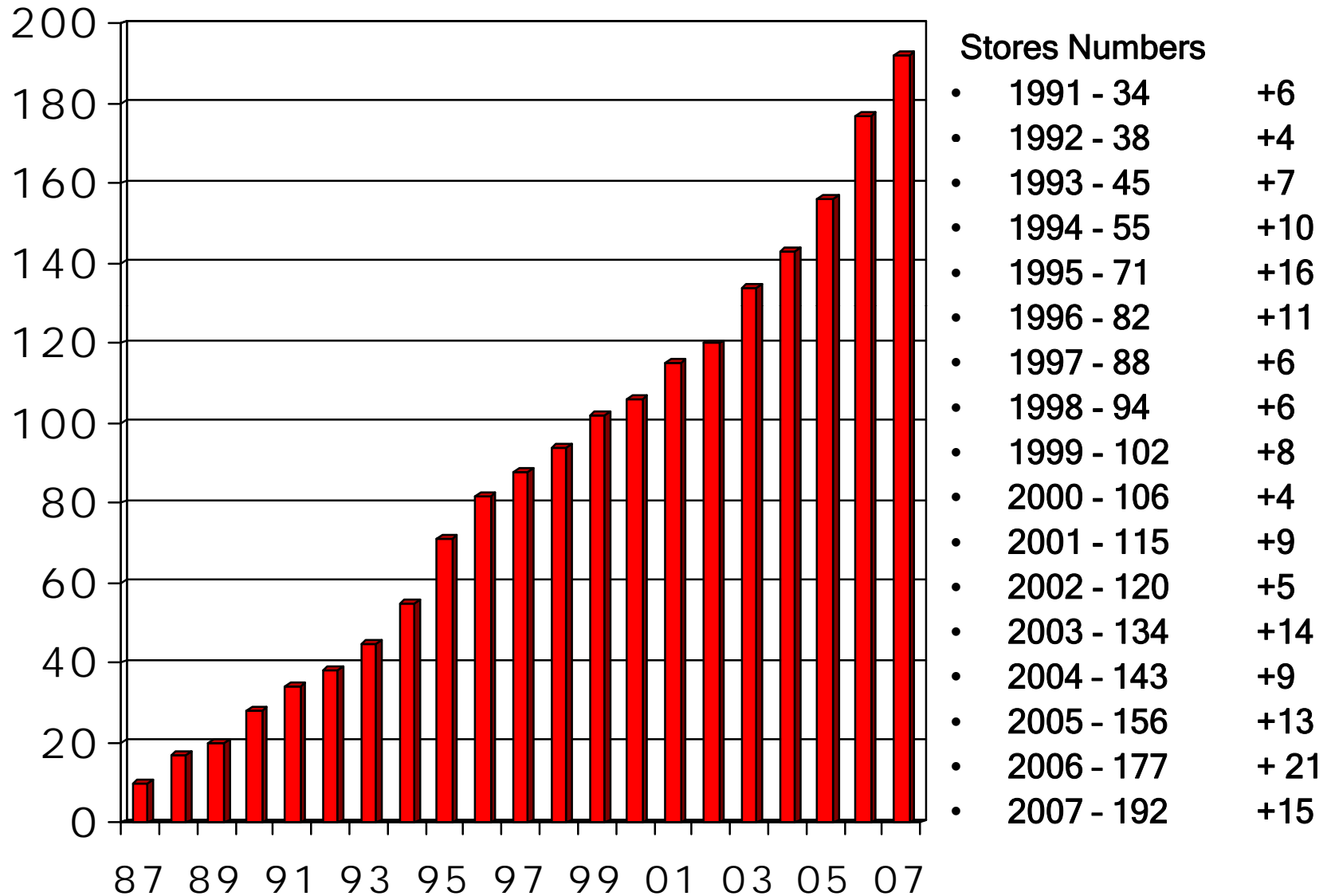
Divisional Revenue to 30 June 2007



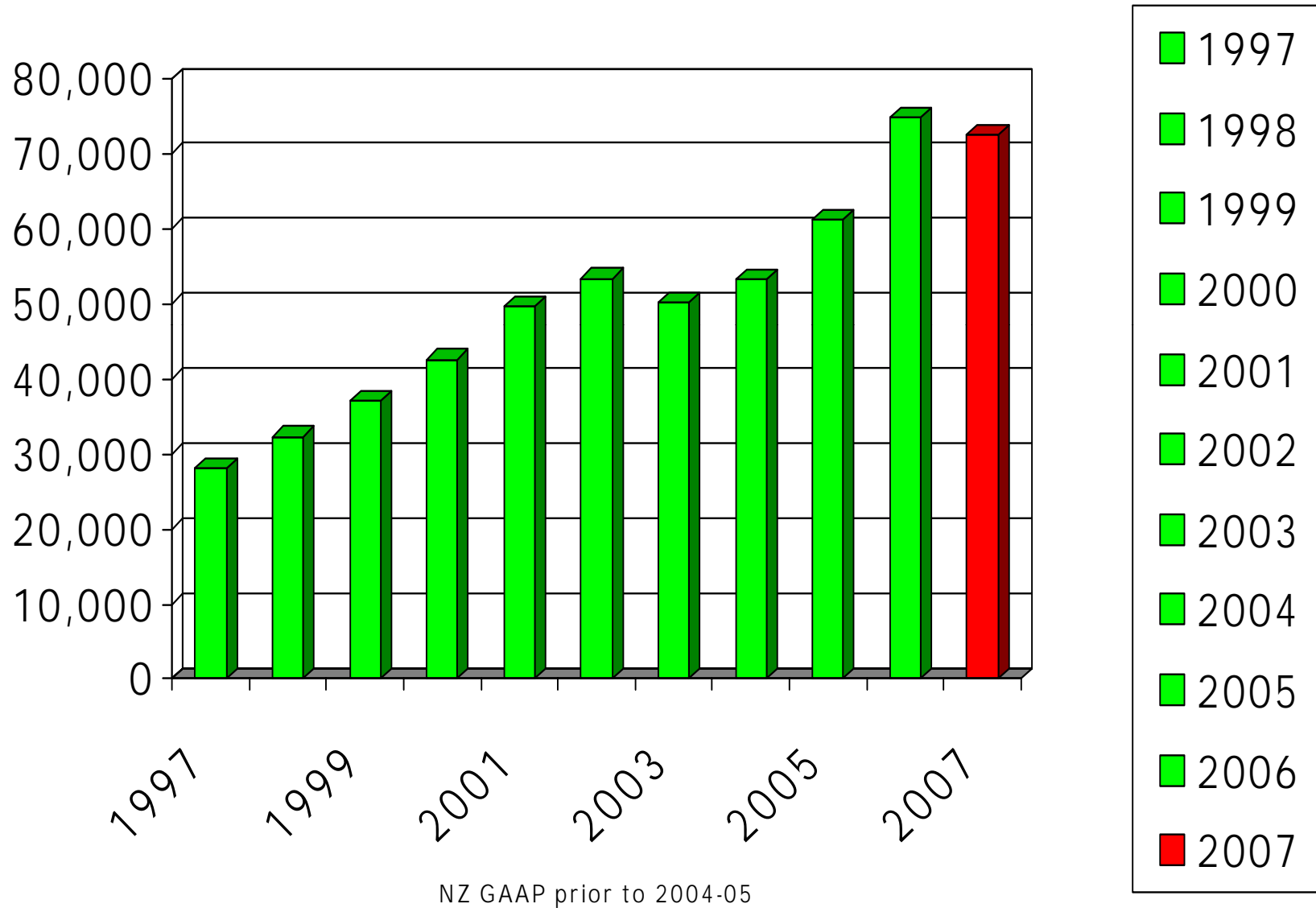
EBIT CONTRIBUTIONS NZ\$000's



Total Jewellery Stores



Shareholders' Funds NZ\$000's



Cash Flows

<u>Year Ending 30th June</u>	<u>2007</u>	<u>2006</u>
	\$000's	\$000's
Net Operating Cash Flows	41,114	(2,360)
Net Investing Cash Flows	(10,861)	(10,408)
Net Financing Cash Flows	(25,413)	9,092

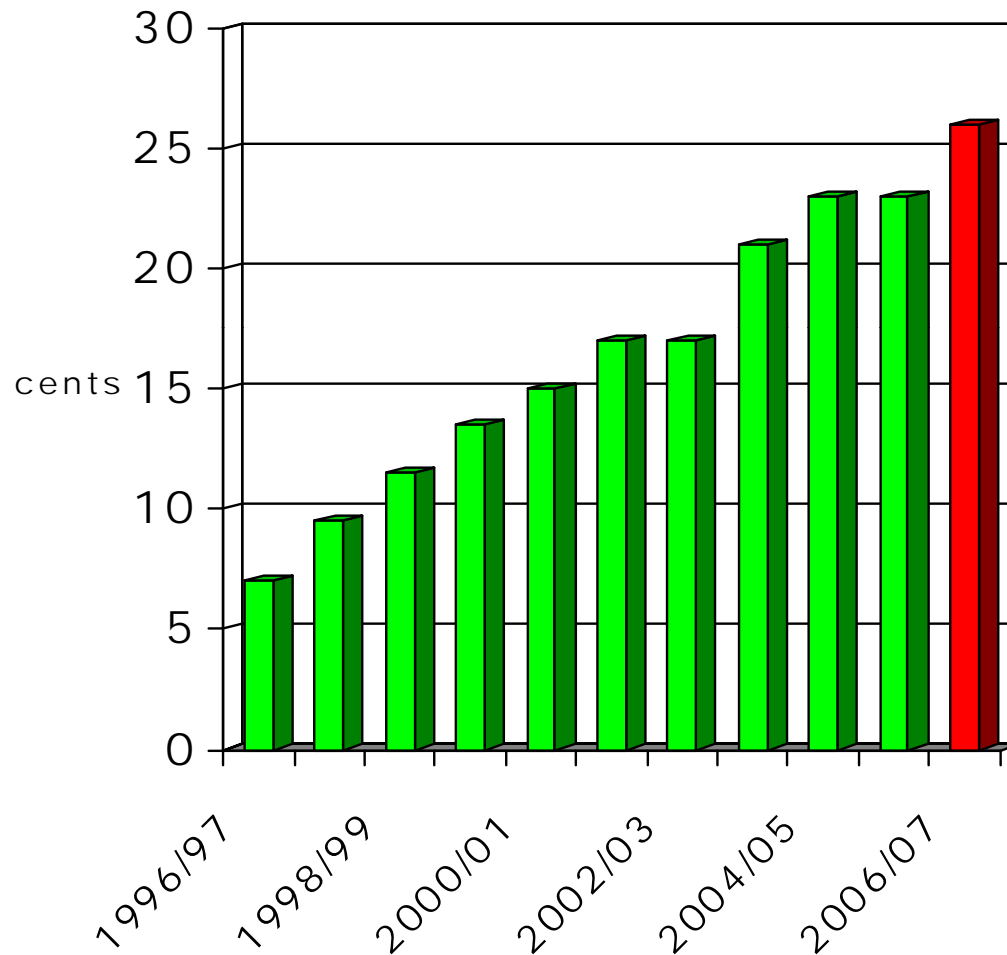
Final Dividend

- 1997/98 5.0 cents per share
- 1998/99 6.0 cents per share
- 1999/00 7.5 cents per share
- 2000/01 8.5 cents per share
- 2001/02 10.0 cents per share
- 2002/03 10.0 cents per share
- 2003/04 13.0 cents per share
- 2004/05 14.0 cents per share
- 2005/06 14.0 cents per share
- 2006/07 16.0 cents per share
- To be paid 15th October 2007
- Dividend fully imputed for NZ shareholders
- Franking credits for Australian shareholders

Full Year Dividend

- 1996/97 7.0 cents per share
- 1997/98 9.5 cents
- 1998/99 11.5 cents
- 1999/00 13.5 cents
- 2000/01 15.0 cents
- 2001/02 17.0 cents
- 2002/03 17.0 cents plus 20 cent special div Oct 02
- 2003/04 21.0 cents
- 2004/05 23.0 cents
- 2005/06 23.0 cents
- 2006/07 26.0 cents

Full Year Dividend Growth (Not including Special Dividend)



- **1996/97** 7.0c
- **1997/98** 9.5c
- **1998/99** 11.5c
- **1999/00** 13.5c
- **2000/01** 15.0c
- **2001/02** 17.0c
- **2002/03** 17.0c
- **2003/04** 21.0c
- **2004/05** 23.0c
- **2005/06** 23.0c
- **2006/07** 26.0c

NZ GAAP prior to 2004-05

Growth Philosophy



Controlled Profitable Growth

- Emphasis on improving existing stores

Australian 2006/07 Growth

12 stores opened in year to 30/6/07 and 2 closed giving
126 stores trading at year end

- Kotara, NSW
- Smithfield, QLD
- Noosa Civic, QLD
- Hollywood Plaza, Tas
- Rosny Park, Tas
- Brimbank Central, Vic
- Forster, NSW
- Tuggeranong, ACT
- Ipswich Riverbank, QLD
- Westlakes, SA
- Watergardens, Vic
- Midland Gate, WA

Australian Expansion

Stores operating	30/6/07	126
Planned	07/08	12
Planned	08/09	12
Planned	09/10	12

170 store locations have been identified as suitable locations

New Zealand 2006/07 Growth

2 stores opened and 1 closed in year to 30/6/07
50 stores trading at year end

- **Fashion Island**
(Papamoa)
- **Sylvia Park**
(Mt Wellington)



NZ Expansion

Stores Operating	30/6/07	50
Planned	07/08	2
Planned	08/09	2
Planned	09/10	2

Canadian 2006/07 Growth

4 stores opened during year giving 16 stores operating at 30/6/07

- Pine Centre, British Columbia**
- Marlborough Mall, Alberta**
- Parkland Mall, Alberta**
- Kingsway Gardens, Alberta**

Canadian Expansion

- **Stores Operating 30/6/07** **16**
- **Planned** **07/08** **12**
- **Planned** **08/09** **12**
- **Planned** **09/10** **12**



thank you . . .