

## Financial Tear Sheet

### Corporate Profile

#### The Story Behind the Shine

Michael Hill exists to craft distinct and appealing jewellery, and it's been that way since our founding in 1979, when Michael and Christine Hill opened their first store in the New Zealand town of Whangarei.

We think about customers and the reasons behind their purchase – designing timeless pieces that bring out their best.

That's why we remain one of the few jewellery retailers that have an in-house team of master craftsmen – dedicated to creating future heirlooms and keepsakes while continuously perfecting their craft.

For over 30 years we've shared our vision locally and globally with customers in New Zealand, Australia, Canada and the United States, and we've earned the reputation for quality jewellery along the way. Today, Michael Hill International operates an international retail jewellery chain of 313 stores in:

- New Zealand – 52 stores, plus 1 dedicated Emma & Roe charm boutique
- Australia – 168 stores, plus 15 dedicated Emma & Roe charm boutiques
- Canada – 67 stores
- United States – 10 stores

We thoughtfully source our materials from leading designers and diamond suppliers. Our strong relationships with them ensure only top-quality pieces make it through our doors. A continuing dedication to superb design and in-house craftsmanship allows Michael Hill to produce beautiful, yet accessible collections utilising only the very finest materials.

View Michael Hill store locations: [Australia](#) | [New Zealand](#) | [Canada](#) | [USA](#)

#### The Michael Hill journey

##### 1979

Michael Hill opened its doors for trading for the first time in Whangarei, New Zealand. Sir Michael's aim was to make jewellery buying less intimidating and more accessible to buyers. This was achieved by designing stores with larger, more inviting entrances and a modern feel of the Hong Kong gold markets.

##### 1987

The company listed on the New Zealand Stock exchange as well as expanding into Australia, opening 4 stores in Brisbane, Queensland. These days there are over 150 Michael Hill stores throughout Australia, with six new stores opened in the 2010-2011 financial year.

##### 2002

In 2002, Michael Hill expanded into Canada, opening its first stores in Vancouver. There are now 37 stores throughout British Columbia, Alberta, Manitoba, Saskatchewan and Ontario. Michael Hill's Canadian stores continue to perform strongly with an increase in total sales of over 20% in the 2010-11 financial year.

##### 2004

In October 2004, Michael Hill celebrated a major milestone – the opening of its 100th store located in Mirrabooka, Western Australia.

##### 2005

The Group moved its support centre to Brisbane, Australia, where all manufacturing and administration continues to be performed.

##### 2006

Michael Hill expanded its traditional range of jewellery to include men's and women's watches.

### IR Contact

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**2007**

The Pen Centre, Ontario store opens in September 2007, becoming the 200th Michael Hill Jeweller store.

**2008**

In 2008 the Company's success was recognised, with Sir Michael Hill winning Ernst & Young Entrepreneur of the Year. In September 2008, the Company also entered the United States market, opening up its first store in Chicago, where it now has 9 stores.

**2012**

The Company further expanded and launched a new collection called "Infinitas".

**2013**

Michael Hill continued to expand its differentiated proprietary collections to span watches, diamond jewellery, charms, and engagement rings. Also this year, the Company invested in a new e-commerce platform as a focal point for digital marketing efforts in all four markets moving forward.

**2014**

The Company launched a new brand – Emma & Roe – with the rebrand of our 6 Captured Moments charm stores. The next generation in charm jewellery designed to start a conversation, we are excited by the growth opportunities offered by this new venture. The name "Emma & Roe" takes its inspiration from the Hill family, "Emma" being Sir Michael's daughter, and "Roe" being Lady Christine Hill's maiden name.

**2016**

The Company moved its primary listing to the Australian Securities Exchange (ASX) with a secondary listing on the New Zealand Stock Exchange (ASX/NXZ Code: MHJ).

**Now and beyond**

Today the Michael Hill Group has 313 stores, and employs over 2,400 permanent employees who are involved in retail sales, manufacturing and administration. It has approximately 4,000 shareholders, and has provided superior return to shareholders for over 25 years.

Michael Hill continues its aim to be the most people focussed Jeweller in the world. Our priorities for the 2016-17 financial year to build shareholder wealth are:

- To drive same store sales and EBIT performance across the Group
- To make further progress across our 4 strategic themes. Delight the mid-market, Expand our footprint, Empower our people, Brighten our bridal experience.
- To improve return on shareholders' funds and return on assets
- To open up to 20 stores across the Group
- To increase sales from our e-commerce platforms across both brands while integrating the online and in store experiences
- To continue testing and refining our Michael Hill retail market in the US and our new Emma & Roe brand.
- To continue to fine tune our in-house credit model in North America towards "best practice" within our industry
- Improve branded assortments as a portion of sales, which will in turn drive sales and margins.

## Stock Performance

[ASX](#)
[NZX](#)


## Recent ASX Announcements

Date	Title
31 May 2017	<a href="#">Ceasing to be a substantial holder</a>
04 May 2017	<a href="#">Change in substantial holding</a>
03 May 2017	<a href="#">Becoming a substantial holder</a>
21 Apr 2017	<a href="#">Becoming a substantial holder</a>
10 Apr 2017	<a href="#">Trading Update to 31 March 2017</a>
21 Mar 2017	<a href="#">Appendix 3B</a>
14 Mar 2017	<a href="#">UPDATE - S&amp;P DJ Indices Announces March Quarterly Rebalance</a>
10 Mar 2017	<a href="#">S&amp;P DJ Indices Announces March Quarterly Rebalance</a>
06 Mar 2017	<a href="#">CEO Appointment</a>
17 Feb 2017	<a href="#">Dividend/Distribution - MHJ</a>
17 Feb 2017	<a href="#">Half Year Results Presentation</a>
17 Feb 2017	<a href="#">Half Yearly Report and Accounts</a>
14 Feb 2017	<a href="#">Half Year Results Webcast Details</a>
09 Jan 2017	<a href="#">6 months trading update to 31 December 2016</a>
19 Dec 2016	<a href="#">Dates for announcement of half year results</a>
24 Nov 2016	<a href="#">Appendix 3B</a>
08 Nov 2016	<a href="#">Appendix 3B</a>
01 Nov 2016	<a href="#">Appendix 4G</a>
31 Oct 2016	<a href="#">Results of Meeting</a>
31 Oct 2016	<a href="#">AGM Presentation</a>
31 Oct 2016	<a href="#">Chairman's Address to Shareholders</a>
17 Oct 2016	<a href="#">Change in substantial holding</a>
13 Oct 2016	<a href="#">Ceasing to be a substantial holder</a>
13 Oct 2016	<a href="#">Change in substantial holding</a>
13 Oct 2016	<a href="#">Change in substantial holding</a>

## Upcoming Events

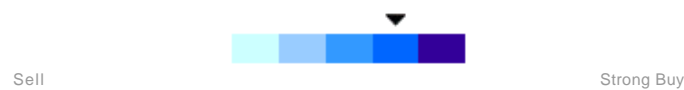
There are currently no events scheduled.

13 Oct 2016	<a href="#">Change in substantial holding</a>
13 Oct 2016	<a href="#">Change of Director's Interest Notice</a>
13 Oct 2016	<a href="#">Sale of Hill family shares</a>
13 Oct 2016	<a href="#">Change of Director's Interest Notice</a>
13 Oct 2016	<a href="#">Ceasing to be a substantial holder</a>
13 Oct 2016	<a href="#">Presentation to Morgans Queensland Conference 2016</a>
10 Oct 2016	<a href="#">3 Months Trading Update to 30 September 2016</a>
28 Sep 2016	<a href="#">Annual Report to shareholders</a>
28 Sep 2016	<a href="#">Notice of Extraordinary General Meeting/Proxy Form</a>
22 Sep 2016	<a href="#">Appendix 3B</a>
19 Sep 2016	<a href="#">Becoming a substantial holder</a>
12 Sep 2016	<a href="#">Change of Director's Interest Notice</a>
31 Aug 2016	<a href="#">Change in substantial holding</a>
31 Aug 2016	<a href="#">Change of Director's Interest Notice</a>
23 Aug 2016	<a href="#">Change of Director's Interest Notice</a>
19 Aug 2016	<a href="#">Dividend/Distribution - MHJ</a>
19 Aug 2016	<a href="#">Full Year Results Presentation</a>
19 Aug 2016	<a href="#">Preliminary Final Report</a>
17 Aug 2016	<a href="#">Settlement of New Zealand Inland Revenue Dispute</a>
09 Aug 2016	<a href="#">Full year results to be announced 19 August 2016</a>
08 Aug 2016	<a href="#">Change in Senior Management</a>
05 Aug 2016	<a href="#">Ceasing to be a substantial holder</a>
02 Aug 2016	<a href="#">Change in substantial holding</a>
22 Jul 2016	<a href="#">Change in substantial holding</a>
21 Jul 2016	<a href="#">Becoming a substantial holder</a>
11 Jul 2016	<a href="#">Becoming a substantial holder</a>
11 Jul 2016	<a href="#">Becoming a substantial holder</a>
11 Jul 2016	<a href="#">Becoming a substantial holder</a>
11 Jul 2016	<a href="#">Becoming a substantial holder</a>
11 Jul 2016	<a href="#">Becoming a substantial holder</a>
11 Jul 2016	<a href="#">Initial Director's Interest Notice</a>
11 Jul 2016	<a href="#">Initial Director's Interest Notice</a>
08 Jul 2016	<a href="#">Company Secretary Appointment/Resignation</a>
08 Jul 2016	<a href="#">Initial Director's Interest Notice</a>
08 Jul 2016	<a href="#">Initial Director's Interest Notice</a>
08 Jul 2016	<a href="#">Initial Director's Interest Notice</a>

07 Jul 2016	<a href="#">Trading Update</a>
07 Jul 2016	<a href="#">Independent Adviser's Report</a>
06 Jul 2016	<a href="#">Status of dispute with New Zealand Inland Revenue</a>
06 Jul 2016	<a href="#">Information Memorandum</a>
06 Jul 2016	<a href="#">Securities Trading Policy</a>
06 Jul 2016	<a href="#">Half Year Report for the period ending 31 December 2015</a>
06 Jul 2016	<a href="#">Annual Report 2015</a>
06 Jul 2016	<a href="#">Annual Report 2014</a>
06 Jul 2016	<a href="#">Annual Report 2013</a>
06 Jul 2016	<a href="#">Director's statement in accordance with listing rule 1.2.5A</a>
06 Jul 2016	<a href="#">Constitution</a>
06 Jul 2016	<a href="#">Top 20 Shareholders</a>
06 Jul 2016	<a href="#">Distribution Schedule</a>
06 Jul 2016	<a href="#">Scheme Booklet</a>
06 Jul 2016	<a href="#">Correction - ASX Market Release - Admission to Official List</a>
06 Jul 2016	<a href="#">Appendix 1A</a>
06 Jul 2016	<a href="#">Information Form and Checklist</a>
06 Jul 2016	<a href="#">ASX Market Release - Admission to Official List</a>
06 Jul 2016	<a href="#">ASX Notice - Admission and Quotation</a>

## Analyst Estimates / Ratings

Mean Recommendation: 2.0



		EPS Trend		
		Current	30 Days Ago	90 Days Ago
QTR				
QTR				
QTR				
QTR				
FY	Jun 17	0.09	0.10	0.10
FY	Jun 18	0.10	0.11	0.11

## Ownership Summary

### Shareholders

	Holders	Value (\$MM)	% O/S	Shares
Institution	11	179.57	0.0	269,869,151
Mutual Fund	0	.00	0.0	0
Insider *	0	.00	0.0	0

\*Insider values reflect direct beneficial ownership.

### Top Holders

	Shares Held	% O/S	Share Change	Filing Date
Durante Holdings Pty. Ltd.	202,644,452	0.0	0	31 Jul 2015
Accident Compensation Corporation	28,479,192	0.0	1,715,066	25 Aug 2015
Peters MacGregor Capital Management Pty. Ltd.	18,995,753	0.0	-825,247	20 Apr 2016
Parsell (Michael Robin)	6,669,114	0.0	210,000	31 Jul 2015
Parsell (Rosanne Laurel)	3,350,250	0.0	-210,000	31 Jul 2015
Double Dragon Superannuation Pty. Ltd.	2,370,000	0.0	0	31 Jul 2015
Taylor (Phillip Roy)	2,000,000	0.0	0	31 Jul 2015
Gwynne (Gary John)	1,972,000	0.0	0	31 Jul 2015
Butler (W K)	1,823,640	0.0	0	31 Jul 2015
Heffalump Holdings Ltd.	1,524,750	0.0	0	31 Jul 2015