The company wishes to provide the market with trading update for the 6 months ending 31 December 2008.
The following sales figures are in local currency
Australia same stores
NZ same stores
Canada same stores
Australia all stores
NZ all stores
Canada all stores
USA all stores

|  | Last Year | This Year | $\%$ Var |
| :--- | ---: | ---: | ---: |
| AUD | $112,277,051$ | $113,664,855$ | $1.2 \%$ |
| NZD | $52,958,054$ | $48,034,623$ | $-9.3 \%$ |
| CAD | $11,308,932$ | $10,130,035$ | $-10.4 \%$ |
|  |  |  |  |
| AUD | $119,438,826$ | $125,381,526$ | $5.0 \%$ |
| NZD | $53,672,219$ | $49,577,486$ | $-7.6 \%$ |
| CAD | $13,495,242$ | $14,024,683$ | $3.9 \%$ |
| ESD | 0 | $4,102,627$ |  |



Exchange rates used for the $\mathbf{6}$ months:

| Australian | 0.87 | 0.83 |
| :--- | :---: | :---: |
| Canada | 0.76 | 0.71 |
| USA | NA | 0.58 |

December sales targets were difficult to achieve in the tough retail conditions we were facing, especially in New Zealand and Canada. Margins for the group will be significantly lower for the half due to exchange rate deterioration on inventory purchases and also due to the difficult conditions that necessitated us going on "Sale" in all markets earlier than normal. A conscious decision was made to target sales at the expense of margins due to the uncertainties of the current economic climate. Managing inventories and cash flow was seen as a priority.

With lower margins and several one-off costs associated with the US acquisition and internal restructuring, the first half "trading" result (excluding restructure tax benefits) will be materially below last year's record interim result of $\$ 19.450$ million. The interim result will be released on 20 February.
Marharlitin.
R.M. Hill

09/01/09
Chairman
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