

Michael Hill International Limited

9 months trading update to 31 March 2012

Note that these figures represent 8 months accounting adjusted sales results plus March preliminary sales figures prior to final accounting adjustments and are unaudited. Sales figures stated below include the current portion of Professional Care Plan (PCP) revenues.

Revenue from sale of goods for the half year to 31 March 2012:

The following figures are in NZ Dollars

	Last Year	This Year	% Var
Australia same stores	246,305,510	239,536,584	(2.7%)
New Zealand same stores	75,183,061	81,878,826	8.9%
Canada same stores	34,296,202	34,582,544	0.8%
United States same stores	8,071,297	8,893,244	10.2%
Total same stores	\$363,856,070	\$364,891,197	0.3%
Australia all stores	250,730,936	257,206,872	2.6%
New Zealand all stores	77,595,369	83,733,860	7.9%
Canada all stores	35,850,316	41,495,539	15.7%
United States all stores	8,017,905	8,913,259	11.2%
Total all stores	\$372,194,525	\$391,349,530	5.1%

Exchange rates used for the 9 months:

Australia	0.77	0.78
Canada	0.76	0.80
USA	0.75	0.80

The following figures are in local currency

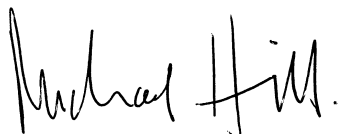
		Last Year	This Year	% Var
Australia same stores	AUD	190,410,267	185,854,739	(2.4%)
New Zealand same stores	NZD	75,183,061	81,878,826	8.9%
Canada same stores	CAD	26,142,612	27,824,642	6.4%
United States same stores	USD	6,063,169	7,124,054	17.5%
Australia all stores	AUD	193,787,039	199,554,098	3.0%
New Zealand all stores	NZD	77,595,369	83,733,860	7.9%
Canada all stores	CAD	27,323,263	33,388,461	22.2%
United States all stores	USD	6,023,682	7,139,860	18.5%

Third quarter sales were satisfactory in New Zealand, Canada and the US however the Australian market continued to be difficult for the Group due to the ongoing tight retail conditions. This sluggishness in the Australian market has resulted in our Group "same store" sales being flat for the 9 months, however the directors are pleased with the solid growth achieved in the other three markets. Cash flow continues to grow for the Group due primarily to the ongoing success of the Professional Care Plan (PCP) product launched in October of 2010. Details of our PCP sales and income for the period are noted below.

The revenue from the PCP product is carried on the balance sheet as deferred revenue and then brought to income over the life of the plans (3 Year and Life Time).

The following figures are in NZ Dollars

		Last Year	This Year	% Var
PCP Revenue collected for the 9 months	NZD	6,571,175	20,212,266	208%
PCP Revenue brought to income for the 9 months	NZD	0	2,750,843	



Sir Michael Hill 12 April 2012
Chairman

All enquiries should be made to Mike Parsell CEO phone +61 403 246655