



# The directors are pleased to present the annual report of **Michael Hill International Limited** for the year 30 June 2010.

Company profile: Michael Hill International owns the brand "Michael Hill" and operates a retail jewellery chain of 232 stores in Australia, New Zealand, Canada and the United States as at 30 June 2010. The Company had its origins in 1979 when Michael and Christine Hill opened their first store in the New Zealand town of Whangarei, some 160 kilometres north of Auckland.

A unique retail jewellery formula that included dramatically different store designs, a product range devoted exclusively to jewellery and almost saturation levels of high impact advertising, elevated the company to national prominence.

The company grew steadily, expanding to 10 stores by 1987, the same year it listed on the New Zealand Stock Exchange. 1987 also saw expansion of Michael Hill into Australia with the opening of four stores in four weeks. In 2002, the Company expanded into Canada, opening its first stores in Vancouver. We now have a presence right across Canada in British Columbia, Alberta, Manitoba and Ontario.

In September 2008, the Company entered the United States market by acquiring 17 stores in Illinois and Missouri from Whitehall Jewelers . In June 2010, the Company made the decision to consolidate to a smaller platform of 9 stores, all of which are in the Chicago area. This group of stores which have all been refurbished to bring them up to the company's latest global concept will give the company the best possible platform and opportunity to position the brand in the US.

Today the group employs over 2,000 permanent employees who are involved in retail sales, manufacturing and administration. It has approximately 3,800 shareholders and is proud of its consistently high returns to shareholders.

Our overall strategic goal is to grow shareholder wealth over time through our philosophy of controlled profitable growth.

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- Operating revenue of \$443.331m up 7.6% on same period last year
- Same store sales 5.2% up on same period last year
- EBIT of \$36.240m up 38.4% on same period last year
- EBIT of \$38.579m (excluding US lease surrender costs of \$2.339m written off during period)
- US lease surrender costs of \$2.339m written off during period
- Net profit before tax of \$30.914m up 53.4% on last year
- Net profit after tax of \$26.509m. Last year's net profit of \$66.788m included a deferred tax credit of \$50.197m.
- Net debt of \$45.437m at 30 June 2010
- Operating cash flow of \$12.751m for period
- 5 new stores opened during the twelve months and 12 closed including 8 in the US
- Total of 232 stores open at 30 June 2010
- Final dividend of 2.5 cents per share up 66.7%
- Total dividend for the year of 4.0 cents up 60% from 2.5 cents in 2009
- Equity ratio of 61.8% at 30 June 2010

# **Key facts**

YEAR ENDED 30 JUNE			
NZ\$000's UNLESS STATED	2010	2009	% change
TRADING RESULTS			
Group revenue	443,331	411,999	7.6%
Earnings before interest and tax	36,240	26,193	38.4%
Group surplus after tax	26,509	66,788	-60.3%
- First half	22,299	62,869	-64.5%
- Second half	4,210	3,919	7.4%
Net cash from operating activities	12,751	47,643	-73.2%
FINANCIAL POSITION AT YEAR EL Contributed equity	ND		
382,468,900 ordinary shares	3,850	3,850	0%
Total equity	159,923	146,739	9.0%
Total assets	258,843	245,801	5.3%
Net debt	45,437	36,958	22.9%
Capital expenditure - cash	10,331	10,545	-2.0%
NUMBER OF STORES 30 JUNE			
New Zealand	53	53	
Australia	141	143	
Canada	29	26	
United States	9	17	
Total	232	239	
<b>DISTRIBUTION TO SHAREHOLDER</b> Dividends - including final dividend	RS		
- Per ordinary share	4.0¢	2.5¢	
- Times covered by surplus after tax		6.98	
- rimes covered by surplus after tax	1./2	0.70	

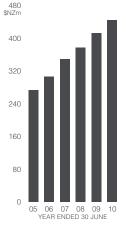
YEAR ENDED 30 JUNE NZ\$000's UNLESS STATED	2010	2009
SHARE PRICE		
30 June	\$0.69	\$0.60
KEY DATA PER SHARE		
Basic earnings per share	6.93¢	17.46¢
Diluted earnings per share	6.92¢	17.44¢
KEY MEASURES Same store sales up (in local currency)		
- New Zealand	6.1%	-8.2%
- Australia	4.9%	0.3%
- Canada	-3.2%	-9.8%
Return on average shareholders' funds	17.3%	56.2%
Interest expense cover (times)	6.5	4.1
Equity ratio	61.8%	59.7%
Current ratio	3.6:1	4.1:1



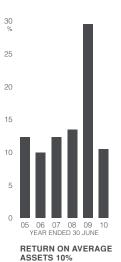
#### SHARE PRICE PERFORMANCE - LAST 6 YEARS

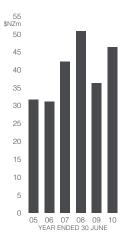
AS AT 30 JUNE

NOTE: 10 for 1 share split November 2007. Prior years adjusted for comparative purposes.

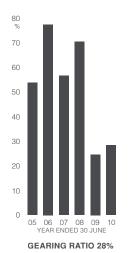


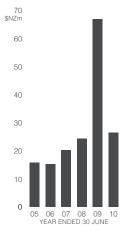
**GROUP REVENUE UP 8%** 



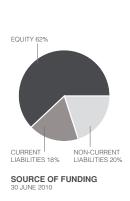


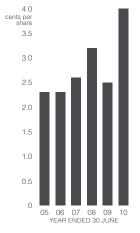
PROFIT BEFORE DEPRECIATION, AMORTISATION AND INTEREST (EBITDA) UP 28%



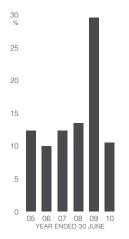


NET PROFIT AFTER TAX DOWN 60% 2009 includes deferred tax credit of \$52.942m

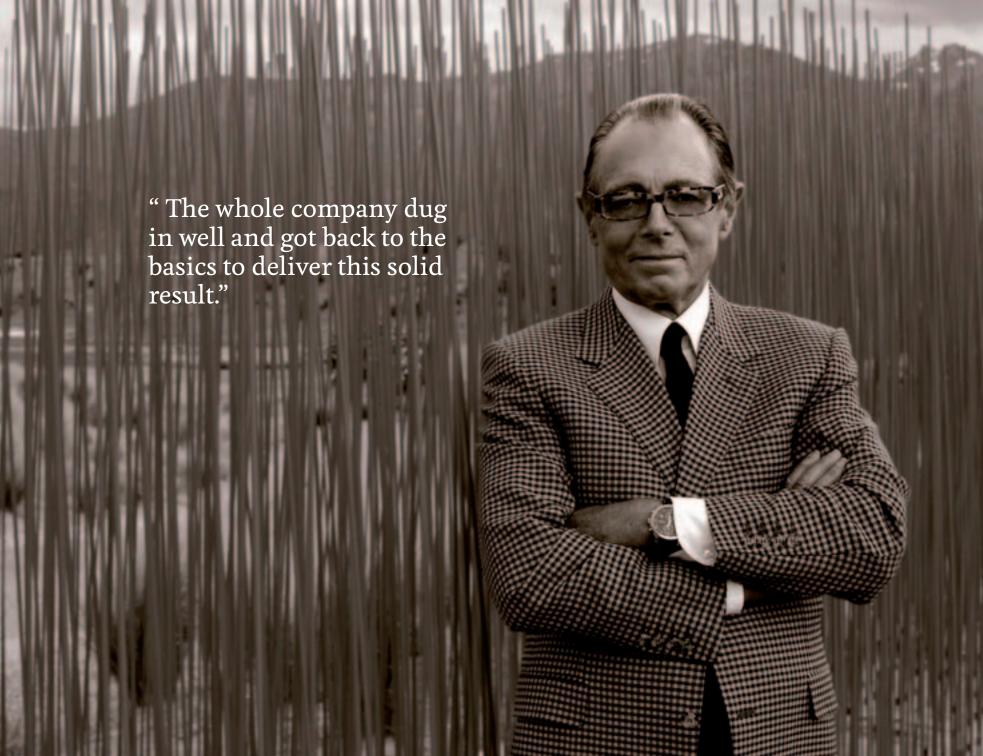




ORDINARY DIVIDEND UP 60% 10 for 1 share split Nov 2007 - prior years adjusted for comparative purposes



RETURN ON AVERAGE ASSETS 10%



### Chairman's review

### Dear Shareholders,

Our Group has reported a net profit after tax of \$26.509m for the 2009/10 financial year and earnings before interest and tax of \$36.240m, up 38.4% on the previous year. The Group's operating revenues of \$443.331m were up 7.6% on the previous year. The net profit after tax represents a 17.3% return on average shareholders' funds for the year, with our average return over the past 5 years being 31.2%.

The Group continues to have a very sound balance sheet with an equity ratio of 61.8% at 30 June 2010 (59.7% in 2009), and a working capital ratio of 3.6:1 (4.1 in 2009). Net operating cash flows were \$12.751m compared to \$47.643m the previous year, a direct result of returning our inventory levels to normal levels after the reduction in 2008/09. Net debt at 30 June 2010 was \$45.437m compared to \$36.958m at 30 June 2009. The group remains in a strong position to take advantage of the improving economic conditions.

I would like to take this opportunity to thank the management team for this excellent result after a couple of tough years of unprecedented economic conditions. The whole company dug in well and got back to the basics to deliver this solid result.

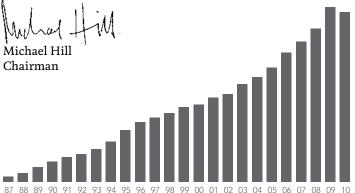
For shareholders, the dividend for the year was 4.0 cents per share, up 60% from 2.5cents in 2008-09, with the final dividend of 2.5 cents per share being paid on the 11th October, 2010. The final dividend will have no imputation credits attached for New Zealand shareholders but full franking credits for Australian shareholders. Due to the internal restructuring of the group in December 2008, the company is unlikely to be in a position to impute dividends for the foreseeable future.

New store openings are being evaluated in all 4 markets. However, in the current economic climate only the very best opportunities will be considered and the emphasis will remain on growing same store sales, managing margins and controlling costs.

In December 2008, the company reported the transfer of the intellectual property comprising the Michael Hill Jeweller System from Michael & Co Ltd in New Zealand to its Australian subsidiary, Michael Hill Franchise Pty Ltd, for \$294m. As a result of the transaction a deferred tax asset of \$52.942m was recognised in the company's 2008/09 financial results representing future Australian taxation deductions available for certain intellectual property rights acquired. We also reported further taxation benefits relating to the inter company funding arrangements implemented for the transfer of the intellectual property. Following a query from the Australian Taxation Office (ATO) in relation to the value at which the transfer of the Michael Hill System occurred, the company referred the issues raised by the ATO back to our UK based valuer's, BNP Paribas Business Assets Valuation Limited (BAV), for their comment and assessment. As a result of the query raised by the ATO, the company received a revised report from BAV, reducing the valuation by \$20 million from \$294 million to \$274 million.

This amendment has had the following accounting consequences:

- · Reduction of deferred tax asset recorded in 2008-09 of \$2.8m (from \$52.9m to \$50.1m)
- Increased tax expense in 2008-09 of \$2.8m resulting from the corresponding change in sale price
- Increased tax expense in 2009/10 of \$0.8m (18 months impact) I would like to thank our board for their wise advice and direction that gives us the confidence to pursue our goals and vision.



TOTAL JEWELLERY STORES YEAR ENDED 30 JUNE

### Chief Executive Officer's review of operations

A review of priorities from last year:

Priorities	Results
To drive increases in same store sales and EBIT performance $\rightarrow$	This was accomplished with EBIT before abnormal items, close to 2008 levels.
To deliver a return on average shareholders funds in excess of 26% →	A 17.3% return on average shareholder funds was achieved although excluding the US lease surrender costs it was 18.4%.
To complete the roll out of our global product range across all four markets →	Global product platform was rolled out in all markets and contributed to same store sales and margins growth.

#### OVERVIEW OF THE FINANCIAL YEAR'S RESULTS

Our Group has reported operating revenues of \$443.331m with a net profit after tax of \$26.509m for the 2009/10 financial year and earnings before interest and tax of \$36.240m, up 38.4% on the previous year.

We were able to achieve sales and margin growth through improved buying and sourcing of our products, and by continued improvement in our overall supply chain. Our diamond category continued to grow in importance for the group.

During the year the company commenced the roll out of our 5th generation store design. In the development of this design we carefully considered many elements including the evolution of our brand, the international retail environment in which we now operate, and the latest developments in technology along with customer feedback. Nearly forty stores have been opened in the new design and

we have seen strong sales improvements from existing stores which have been refitted into the new look. The store design also gives the Michael Hill brand a strong point of difference to our competitors in appearance and customer experience.

New Zealand and Australia performed admirably this year with both businesses growing revenues, margins and bottom lines, even though the retail environment in both countries remained patchy. This is testament to the strength of the Michael Hill brand in these markets, the maturity of our teams, and the strategies employed within the business over the past few years.

Canada continued to be difficult. However, in the last quarter we experienced an upward trend in sales and this trend has continued into July 2010.

We made the decision in June 2010 to close eight of the seventeen stores in the US and focus on a smaller platform

of stores to prove up our model in the US. There were one-off closure costs of US\$1.7m in exiting the eight leases.

We opened 5 new stores during the year, 2 in Australia and 3 in Canada, and closed 8 stores in the US and 4 stores in Australia resulting in a total of 232 stores open across the group at 30 June 2010.

#### SEGMENT RESULTS

The segments reported on reflect the performance of the company's retail operations in each geographic segment and exclude non-core retail activities such as manufacturing, wholesale and distribution, as well as other general corporate expenses. Note that the definition of "segment" has been amended with effect from 2008 to include "distribution" margins that are generated in each segment and recognised when retail sales are made. Prior to 2007/08 it was not possible to accurately allocate this margin to each segment.

### AUSTRALIA'S GOOD PERFORMANCE CONTINUES

OPERATING RESULT	3				
AUSTRALIA (AU \$000)		2009 New segment	2008 New segment	2007 Old segment	2006 Old segment
	definition	definition	definition	definition	definition
Revenue	236,314	221,113	212,095	197,187	177,477
Operating surplus	38,454	33,831	31,934	18,190	13,952
As a % of revenue	16.3%	15.3%	15.1%	9.2%	7.9%
Average assets employed	d 80,230	82,426	75,515	86,646	80,569
Return on assets	47.9%	41.0%	42.3%	21.0%	17.3%
Number of stores	141	143	136	126	116
Exchange rate	0.81	0.82	0.85	0.87	0.89

In Australian dollars, total sales increased 6.9% to A\$236.314m and same store sales grew by 4.9%. The operating surplus (EBIT) increased 13.7% to A\$38.454m and this represented 16.3% of sales (2009 - 15.3%).

Two new stores were opened in Australia during the period, as follows:

- · Top Ryde, Sydney, NSW
- · Northlands, Melbourne, Victoria

Four underperforming stores were closed during the period giving a total of 141 stores operating in Australia at 30 June 2010.

During the year the company's main priority was focusing on improving existing stores' sales performance and earnings. Only strategically important sites were leased after a very selective process.

The Australian business still has significant expansion opportunities left and we are confident that at least thirty more stores can be opened, which still provides the group with excellent growth prospects into the future. These stores are being actively pursued in the current year and we expect to open up to 10 stores in Australia in 2010/11 depending on site availability and terms.

Combined with the planned expansion we will continue to focus on lifting same store sales. This is seen as an important earnings strategy as we believe we can extract further earnings growth from the existing store base in this market. We have many stores that continue to mature and there is further potential for growth from stores within the group that have yet to reach their full potential.

#### NEW ZEALAND RECOVERS QUICKLY

**OPERATING RESULTS** 

NEW ZEALAND (NZ \$0		2009 New segment definition	2008 New segment definition	2007 Old segment definition	2006 Old segment definition
Revenue	95,811	90,393	97,019	97,439	91,036
Operating surplus	16,204	14,954	18,435	13,570	10,180
As a % of revenue	16.9%	16.5%	19.0%	13.9%	11.1%
Average assets employe	d <b>39,599</b>	40,418	42,355	43,564	37,332
Return on assets	40.9%	37.0%	43.5%	31.1%	27.3%
Number of stores	53	53	52	50	49

### Chief Executive Officer's review of operations cont.

Total New Zealand sales increased 6.0% to \$95.811m and same store sales were up by 6.1%. The operating surplus (EBIT) improved by 8.4% to \$16.204m and represented 16.9% of sales (2009 - 16.5%).

New Zealand's earnings performance bounced back this year and while pleasing, has not yet recovered to 2008 levels. The down turn in New Zealand had a greater impact on sales than in Australia and our clear focus on improving our existing store base has paid dividends. We still see more potential and opportunities to improve our performance in this market and will continue to pursue these opportunities in the coming year. Extending our diamond categories into larger and more important diamonds along with other initiatives will help improve both the top line and earnings. There were 53 stores trading at 30 June 2010.

# CANADA FINDS GOING TOUGH IN DIFFICULT RETAIL CLIMATE OPERATING RESULTS

<b>CANADA</b> (CA \$000)	2010 New segment definition	2009 New segment definition	2008 New segment definition	2007 Old segment definition	2006 Old segment definition
Revenue	29,998	25,645	24,855	19,443	12,223
Operating surplus	(1,151)	(239)	998	28	(746)
As a % of revenue	(3.8%)	(0.9%)	4.0%	0.1%	(6.1%)
Average assets employe	d <b>17,663</b>	15,387	12,565	9.078	6,890
Return on assets	(6.5%)	(1.6%)	7.9%	0.3%	(10.8%)
Number of stores	<b>2</b> 9	26	22	16	12
Exchange rate	0.76	0.70	0.77	0.78	0.78

Total Sales in Canadian dollars grew by 17.0% to C\$29.998m and same store sales decreased by 3.2%. There was an operating deficit of C\$1.151m for the twelve months compared to a deficit of C\$0.239m for the previous corresponding period.

As reported last year the Canadian business was severely impacted by the global financial crisis and the sudden loss

of consumer confidence generally in North America. The jewellery industry in Canada has continued to be negatively impacted throughout the 2009/10 year. Given the general conditions, we slowed expansion in Canada to work on improving the existing stores. At Christmas, for the first time, we launched our Christmas campaigns with full TV weights in the British Columbia and Alberta markets and heavy radio campaigns in Ontario. The response was very pleasing and comparable sales for December grew substantially for the month. However, this was not enough to offset the losses from earlier months. After a challenging year, sales again improved through May and June and this has continued in July 2010.

Our strategies in Canada are to continue to grow same stores sales and to lift margins. We also see strong potential in expanding our bridal collections of diamond engagement rings, wedding rings, and anniversary rings in this market. With economic indicators looking a little more positive, we will continue with our new store expansion program although only the very best opportunities will be considered.

Three new stores were opened in Canada during the period, as follows:

- · CrossIron Mills, Alberta
- · Bower Place, Alberta
- · Park Royal, British Columbia

There were 29 stores open as at 30 June 2010.

#### USA CONTINUES TO BE A CHALLENGE

OPERATING RESULTS - USA (US \$000)	2010	2009 Commenced Sept 2008
Revenue	10,574	9,088
Operating surplus	(6,247)	(3,094)
As a % of revenue	(59.1%)	(34.1%)
Average assets employed	7,383	8,012
Return on assets	(84.6%)	(38.6%)
Number of stores	9	17
Exchange rate	0.72	0.58

Total sales in the US grew 16.4% to US\$10.574m. The operating deficit increased from US\$3.094m to US\$6.247m. This was the first full year result after the Whitehall acquisition in September 2008 and the losses were higher than we had planned.

Two stores had refits during the year as a test of our new store design and both stores traded well above the average for the 17 stores on a full year basis.

Negotiations continued with landlords to restructure leases and for support in the form of lease extensions or variations, rental reductions and incentives to allow us to make the investment necessary in re-launching the Michael Hill brand in the US on a more economic basis. Some landlords were very supportive and understanding of our vision and goals for the US, and some were not so cooperative. At the same time it was becoming clear after testing the market over the 20 months since acquiring the stores in September 2008, that some demographics were proving very difficult for us to achieve the level of consumer credit approvals expected, which was impacting on the revenue at these stores as they were unable to sell higher ticket items.

Unemployment numbers were not improving and these factors combined with property issues with some of

the stores, and the economic outlook for the US, led us to the decision that it would be beneficial to consolidate the store base down to a smaller number of quality stores in Chicago.

This decision will give us the best chance of success in the US market while reducing risk and operating losses for this segment. It has also allowed us to move forward and refurbish all remaining US stores into the new store format and to invest in trialling further ranges of merchandise and in promotions to establish the brand and to gain sales traction in this market.

There were 9 stores open at 30 June 2010.

#### **OUR PRIORITIES**

Our main priorities for the 2010/11 financial year are:

- To drive increases in same store sales and EBIT performance
- To deliver a return on shareholders' funds in excess of 25%
- To return to profit in Canada
- To drive sales improvement in the 9 stores in the US.

#### THANKS TO AN INCREDIBLE TEAM

This year has seen the company recover largely from the impact of the GFC achieving underlying earnings levels close to 2008 levels. This is due to the hard work and commitment of our teams in all countries and to their shared vision for Michael Hill as a global jewellery brand. I would like to congratulate and thank each and every one of our team for an amazing effort this year, for the tremendous amount accomplished, and for their contribution to the success of the company.

Mike Parsell

Chief Executive Officer

### Financial review - discussions & analysis

#### **CASH FLOW**

The Group has reported net operating cash flows of \$12.751m for the twelve months, compared to \$47.643m for the previous year. The decrease in surplus from operations compared to last year is a result of lifting our investment in inventory back to more "normal" levels now that the full impact of the global financial crisis has receded. The losses by the US segment also drained some cash flow during the course of the year.

Net cash outflow relating to investing activities was \$10.073m.

Net cash outflow from financing activities was \$19.772m compared to a net outflow of \$23.079m last year.

#### FINANCIAL PERFORMANCE

The Group's surplus after tax was \$26.509m. Last year's surplus after tax of \$66.788m included a deferred tax credit of \$50.197m. Total operating revenue went up from \$412.916m to \$444.886m, a 7.5% increase.

The Australian retail segment achieved a same store sales increase of 4.9% in Australian dollars and a segment result of NZ\$47.701m up from NZ\$40.968m the previous year.

The New Zealand retail segment achieved a same store sales increase of 6.1% and a segment result of NZ\$16.204m, up from NZ\$14.954m the previous year.

The Canadian retail segment had a same store sales decrease of 3.2% for the year in Canadian dollars and produced a segment operating loss of NZ\$1.553m compared to a loss of NZ\$0.245m the previous year.

The US retail segment completed its first full year of trade and produced a segment loss of NZ\$8.713m compared to a part year loss of NZ\$5.292m the previous year.

The directors are satisfied with the result for the group which was achieved in a difficult retail environment.

#### BALANCE SHEET

Net assets increased from \$146.739m at the end of the previous year to \$159.923m. Borrowings from the bank decreased to \$51.707m from \$60.487m last year. The equity ratio at year end was 61.8% up from 59.7% last year. Total assets went up from \$245.801m to \$258.843m.

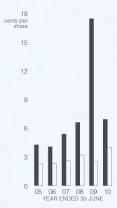
The current ratio decreased from 4.1:1 last year to 3.6:1 at 30 June 2010.

#### **EVENTS AFTER BALANCE DATE**

There were no events after balance sheet date requiring disclosure.

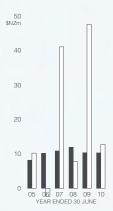
#### SHAREHOLDERS RETURN

- Declared dividends total 4.0 cents per share up from 2.5 cents in 2008-09.
- Shares traded between a high of \$0.76 and a low of \$0.60, ending the year at \$0.69.
- Return on average equity was 17.3% compared to 56.2% last year.
- Return on average total assets was 10.5% compared to 29.6% last year.

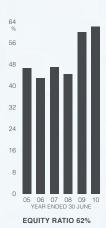


EARNINGS AND ORDINARY DIVIDENDS

EARNINGS DIVIDENDS



CAPITAL EXPENDITURE AND NET OPERATING CASH FLOW





# **Trend statement**

FINANCIAL PERFORMANCE	NZIFRS 2010 \$000	NZIFRS 2009 \$000	NZIFRS 2008 \$000	NZIFRS 2007 \$000	NZIFRS 2006 \$000	NZIFRS 2005 \$000
Group revenue	443,331	411,999	376,664	348,757	306,374	273,151
Profit before depreciation, amortisation	,	•	,	,	,	,
and interest (EBITDA)	46,320	36,026	50,851	42,351	31,059	31,734
Depreciation and amortisation	10,080	9,833	8,574	7,264	6,714	5,836
Profit before interest and tax (EBIT)	36,240	26,193	42,277	35,087	24,345	25,898
Net interest paid	5,326	6,044	4,789	3,943	1,834	1,632
Profit before taxation	30,914	20,149	37,488	31,144	22,511	24,266
Income tax expense / (benefit)	4,405	(46,639)	12,256	10,127	6,737	7,824
Operating profit after tax attributable to members	26,509	66,788	25,232	21,017	15,774	16,442
Net operating cash flow	12,751	47,643	7,763	41,114	(2,360)	10,221
Ordinary dividends per share paid out	11,474	11,490	10,668	9,427	8,926	8,496
FINANCIAL POSITION	2010	2009	2008	2007	2006	2005
	\$000	\$000	\$000	\$000	\$000	\$000
Cash	6,270	23,529	10,013	8,426	4,088	7,234
Other current assets	159,637	127,930	151,025	108,023	133,582	95,556
Total current assets	165,907	151,459	161,038	116,449	137,670	102,790
Other non-current assets	34,898	35,280	35,291	28,748	27,846	21,470
Deferred tax assets	57,758	58,591	7,822	7,938	7,285	5,087
Total tangible assets	258,563	245,330	204,151	153,135	172,801	129,347
Intangible assets	280	471	884	1,205	1,537	1,799
Total assets	258,843	245,801	205,035	154,340	174,338	131,146
Current interest bearing debt	-	-	23,320	31,119	-	-
Other liabilities	45,965	37,300	38,900	31,374	36,441	28,975
Total current liabilities	45,965	37,300	62,220	62,493	36,441	28,975
Term borrowings	51,707	60,487	50,927	18,396	62,134	40,163
Other long term liabilities	1,248	1,275	887	947	1,004	928
Total liabilities	98,920	99,062	114,034	81,836	99,579	70,066
Net assets	159,923	146,739	91,001	72,504	74,759	61,080
Reserves and retained profits	156,073	142,889	87,151	67,752	60,901	49,505
Paid up capital	4,141	4,141	4,141	5,129	14,235	12,031
Treasury stock	(291)	(291)	(291)	(377)	(377)	(456)
Total shareholder equity	159,923	146,739	91,001	72,504	74,759	61,080

Basic earnings per share  Diluted earnings per share  Dividends declared per share - interim	6.93¢ 6.92¢	17.46¢	6.61¢	5.39¢	4.08¢	4.27¢
	6.92₡		0.00 /	E 0.E /	4.05.	
Dividends declared per share - interim	· · · · · · · · · · · · · · · · · · ·	17.44¢	6.60¢	5.35¢	4.05¢	4.17¢
	1.5¢	1.0¢	1.2¢	1.0¢	0.9¢	0.9¢
- final	2.5¢	1.5¢	2.0¢	1.6¢	1.4¢	1.4¢
Net Tangible asset backing	\$0.42	\$0.38	\$0.24	\$0.19	\$0.19	\$0.15
Note that the company performed a share split of 10:1 on the	17 November 200	7 and per shar	re information	is based on th	e revised shar	e numbers.
ANALYTICAL INFORMATION	2010	2009	2008	2007	2006	2005
EBITDA to sales	10.4%	8.7%	13.5%	12.1%	10.1%	11.6%
EBIT to sales	8.2%	6.4%	11.2%	10.1%	7.9%	9.5%
Profit after tax to sales	6.0%	16.2%	6.7%	6.0%	5.1%	6.0%
EBIT to total assets	14.0%	10.7%	20.6%	22.7%	14.0%	19.7%
Return on average shareholders funds	17.3%	56.2%	30.9%	28.5%	23.2%	28.8%
Return on average total assets	10.5%	29.6%	14.0%	12.8%	10.3%	12.9%
Current ratio	3.6	4.1	2.6	1.9	3.8	3.5
EBIT interest expense cover	6.5	4.1	8.4	7.6	7.4	9.7
Effective tax rate	14.2%	-231.5%	32.7%	32.5%	29.9%	32.2%
Gearing						
Net borrowings to equity	28.4%	25.2%	70.6%	56.7%	77.6%	53.9%
Equity ratio	61.8%	59.7%	44.4%	47.0%	42.9%	46.6%
Other						
Shares issued at year end excl Treasury	382,468,900	382,468,900	382,468,900	382,760,700	392,329,460	386,171,640
Treasury and buy back stock at year end	584,290	584,290	584,290	756,540	756,540	914,360
Jewellery stores at year end	232	239	210	192	177	156
Exchange rate for translating Australian results	0.81	0.82	0.85	0.87	0.89	0.92
Exchange rate for translating Canadian results	0.76	0.70	0.77	0.78	0.78	0.87
Exchange rate for translating United States results	0.72	0.58	-	-		
Number of stores - New Zealand	53	53	52	50	49	47
- Australia	141	143	136	126	116	102
- Canada	29	26	22	16	12	7
- USA	9	17	-	-	-	_
Total number of stores	232	239	210	192	177	156

NZIFRS 2010 \$000

Per ordinary share

**NZIFRS 2009** \$000 NZIFRS

2008

\$000

**NZIFRS** 

2007

\$000

NZIFRS 2005 \$000

NZIFRS

2006

\$000



### **Community spirit**

#### MICHAEL HILL NEW ZEALAND GOLF OPEN

The Michael Hill New Zealand Open was once again hosted at The Hills Golf Course in January. The Tournament was broadcast across 17 countries giving the Michael Hill brand invaluable national and international exposure. As the major sponsor of the tournament, we are proud to be associated with this prestigious event.

This tournament is a welcome distraction to the Queenstown/ Arrowtown regions where the population grows to accommodate players and spectators with a record number of attendees this year. Over 200 volunteers assisted with the running of the tournament over the four days. Without these volunteers the tournament wouldn't be the success that it has become known for!

#### SUPPORTING THE COMMUNITIES

Michael Hill values the support of the communities we live in and in turn regularly supports local initiatives by donating products and gift vouchers. This financial year, Michael Hill International proudly donated over \$65,000 to community causes and events.

#### MICHAEL HILL INTERNATIONAL VIOLIN COMPETITION

The sixth Michael Hill International Violin Competition will take place in 2011 and is open to violinists aged between 18 – 30 years from around the world. This prestigious competition is aimed at giving our young talent both locally and overseas the opportunity to achieve the goal of their dreams.

The competition has now achieved a worldwide profile with some amazingly talented winners from China, Bulgaria and Russia. The winners of this competition receive a prize package of \$40,000, a CD recording on the Naxos label for worldwide distribution along with a winner's tour of New Zealand.

The Michael Hill International Violin Competition is run biennially.

### Our management team

#### SENIOR MANAGEMENT TEAM

Mike Parsell Chief Executive Officer
Phil Taylor Chief Financial Officer
Ross McKinnon Chief Information Officer
Sue Szylvester Group Advertising Manager
Stewart Silk Human Resources Manager

Tony Lum Training & Communications Manager

Tony Van Der Ark Group Property Manager

Oliver Keene Group Merchandise and Supply Chain

Manager

Joseph Ko Merchandise Planning Manager

Galina Hirtzel Merchandise Buyer
Richard Price Merchandise Buyer
Chris Colvile Distribution Manager
Grant Caldwell Manufacturing Manager

Lindsay Corfield IT Development Projects Manager

Lisa Walton Software Development Manager

Daniel Hawkins IT Support Manager

Tony Springford IT Support Manager New Zealand

Stephanie Speedy Management Accountant Andrew Sparrow Financial Controller

Vanessa Parker Senior Financial Accountant Kandi Govender Internal Audit Manager

Tom Lima New Stores/Refit Manager

#### THE AUSTRALIAN RETAIL MANAGEMENT TEAM

Kevin Stock Retail General Manager

Ahmad Karnib New South Wales Regional Manager
Darren Hibberd New South Wales Regional Manager
James Elliot New South Wales Regional Manager
Pamela Stewart Queensland Regional Manager
Suean Buckley Queensland Regional Manager

Adam Blythman Victoria West Regional Manager
Leah Hurst Victoria East Regional Manager
Paul Solomon Western Australia Regional Manager
Brenda Watson South Australia/Tasmania Regional
Manager

#### THE NEW ZEALAND RETAIL MANAGEMENT TEAM

Greg Smith Retail General Manager
Luke Doddrell Northern Regional Manager
Angela Mana-Tupara Central Regional Manager
Nadine Cameron Southern Regional Manager

#### THE CANADIAN RETAIL MANAGEMENT TEAM

Brett Halliday Retail General Manager

Patrick Sauter British Columbia Regional Manager

Gerald Lecomte Alberta Regional Manager Mike Shannon Ontario Regional Manager

#### THE UNITED STATES RETAIL MANAGEMENT TEAM

Darcy Harkins Retail General Manager
Steve Johannes Chicago Regional Manager
Chip Cheney Chicago Regional Manager



### Our values & guiding principles

# CUSTOMER SATISFACTION IS OUR PASSION, OUR LOVE & OUR LIFE

- Care for every customer, as you would like to be cared for yourself.
- Exceed their expectations whatever it takes!
- Remember it's not a sale. It's a celebration!
- We are all living advertisements for our brand. We create the magic.
- Create lifetime customers through the highest standards in customer service.
- Customer complaints are an opportunity to win a customer for life.

#### **OUR PEOPLE MAKE OUR COMPANY**

- Employ exceptional people for the gifts they bring us - energy, passion, willingness, intelligence and enthusiasm.
- Develop, coach and empower them to achieve their full potential.
- Create an environment that encourages excitement, fun, and open communication.
- · Celebrate and reward success.
- Endeavour to promote from within.
- Our team's success ensures the company's success.

# ENCOURAGE INNOVATION AND USE COMMON SENSE

- Push the limits if there is a better way, find it!
- Keep our systems relevant and simple.
- · Challenge bureaucracy and red tape.
- Innovation is often born from our mistakes and the lessons learned
   have a go!
- Embrace change it brings opportunities.
- Speak up! Constructive questioning of our methods, policies, and thinking is healthy.

#### TAKE OWNERSHIP OF YOUR BUSINESS

- Act and think as if this was your own business.
- Make decisions in the best interests of your customers and your team.
- Be responsible for the company's profitability and growth.
- Search for great ideas and share them across the company.
- Our systems provide the platform for successful growth so follow them strictly.

#### BE HONEST AND ETHICAL

- Always act honestly and ethically displaying the utmost integrity.
- Protect and enhance our brand's integrity.
- Show mutual respect in all dealings with people in and outside the company.
- Compete fairly and professionally at all times.





### Corporate governance

The Board acknowledges the need for and continued maintenance of the highest standards of corporate governance practice and ethical conduct by all Directors and employees of Michael Hill International Limited and its subsidiaries.

The Board endorses the overall principles embodied in the New Zealand Institute of Directors' "Code of Proper Practice for Directors".

The Board believes that its corporate governance policies and procedures do not materially differ from those detailed in the NZX Best Practice Code.

During the last year and in the course of its ongoing review of governance policies, the Company has reviewed the role of auditor. PricewaterhouseCoopers has been the Company's auditor for many years. Over recent years the level of non-audit fees paid to PricewaterhouseCoopers has been significant and the Company anticipates that this will continue as the Group grows. Following discussions with the Company, PricewaterhouseCoopers advised the Company on the 4th August 2010, that subject to the appointment of a replacement auditor, it will resign the audit role as from the conclusion of the annual meeting on the 5th November, 2010. A process of selecting a candidate for shareholder approval at the November annual meeting has commenced and the new auditor approved by shareholders will then hold office from the conclusion of that meeting until the next annual meeting and be subject to re-appointment in the usual manner.

### THE BOARD IS ACCOUNTABLE FOR THE PERFORMANCE OF THE GROUP

The Board is responsible to shareholders for charting the direction of the Group by participation in the setting of objectives, strategy and key policy areas. It is then responsible for monitoring management's running of the business to

ensure implementation is in accordance with the agreed framework. The Board delegates the conduct of the day-to-day affairs of the Company to the Chief Executive Officer within this framework.

The workings of the Board and its code of conduct are governed by the Company's constitution and a Board Operations Manual, committed to by all Directors. This manual sets out all the functions and operating procedures of the Board, including charters for each sub-committee. The Board Operations Manual also clearly sets out those matters that only the Board can make decisions on. These include dividend payments, solvency certificates, raising new capital, major borrowings, approval of the annual accounts, and provision of information to shareholders, major capital expenditure, and acquisitions.

Each year, the company produces a five year plan and an operating budget which are both reviewed and approved by the Board. Financial statements are prepared monthly and reviewed by the Board progressively through the year to monitor management's performance against the budget and strategic business plan.

#### **BOARD MEMBERSHIP**

The Constitution sets the size of the Board at a minimum of three, and at least two Directors must be resident in New Zealand. The Board currently comprises seven Directors, comprising an Executive Chairman, a Chief Executive Officer, and five non-executive Directors. The Board met on seven occasions in the financial year ended 30 June 2010. Profiles of the current Directors appear on page 32 of this Report. Under the Company's constitution, and the NZX Listing rules, one third of all Directors must retire every year, but can be reelected at an annual meeting if eligible. Newly appointed Directors must seek re-election at the first annual meeting of shareholders following their appointment.

### Corporate governance cont.

The Company has no requirement for Directors to hold shares in the company but actively encourages them to do so and all current Directors have a substantial holding in the company. Directors adhere to the Company's insider trading policy at all times.

#### INDEPENDENT DIRECTORS

Under the NZX Listing rules, the Company is obliged to have at least two independent directors. An independent Director has been defined in the NZX Listing rules as a "Director who is not an executive of the Issuer and who has no Disqualifying Relationship."

A Disqualifying Relationship means any direct or indirect interest or relationship that could reasonably influence, in a material way, the Director's decisions in relation to the Issuer.

The Company has determined that Gary Gwynne and Murray Doyle are independent Directors under the NZX Listing rules.

#### **DIRECTORS' SHAREHOLDINGS - SEE PAGE 79**

#### DIRECTORS' MEETINGS

The number of meetings held throughout the past year is detailed below.

The agenda for meetings is prepared by the Company Secretary in conjunction with the Chairman and the Chief Executive Officer. Any member of the Board may request the addition of an item to the agenda. Board papers are circulated to Directors a week in advance of meetings.

The table below sets out the Board and sub-committee meetings attended by Directors during the course of the Financial Year.

	Board of Directors		Audit Committee			neration mmittee
	Meetings Held	Meetings Attended	Meetings Held	Meetings Attended	Meetings Held	Meetings Attended
R.M. Hill	7	7	2	2	3	3
M.R. Parsell	7	7	2	2	3	2
L.W. Peters	7	7	2	2	3	3
G.J. Gwynne	7	6	2	2	3	3
M.R. Doyle	7	6	2	2	3	3
A.C. Hill	7	6	2	2	3	3
E.J.Hill	7	7	2	2	3	3

#### THE WORK OF DIRECTORS

Non-executive directors normally spend around 22 days per year on board and sub-committee meetings. The length of meetings varies between one to two days. Board meetings are held in different locations in Australia and New Zealand.

#### **BOARD REVIEW**

During the course of the last financial year, the Chairman reviewed the performance of the Directors and the workings of the Board. There were no changes made to any of the Board's processes as a result of this review.

#### CHIEF EXECUTIVE OFFICER PERFORMANCE REVIEW

The Board regularly reviews the performance of the Chief Executive Officer. This evaluation is based on the performance of the business, the accomplishment of strategic and operational objectives and other non quantitative measures.

#### **BOARD SUB-COMMITTEES**

The Board has established a number of sub-committees to guide and assist the Board with overseeing certain aspects of corporate governance - the audit process, determination of compensation issues and the structure of the Board itself.

Each sub-committee is empowered to seek any information it requires from employees in pursuing its duties and to obtain independent legal or other professional advice. The provision of such advice, if required, would be arranged in consultation with the Chairman. In circumstances where a Director was to obtain separate advice from that obtained on behalf of the Group, that advice would normally be provided to all Directors.

#### **AUDIT SUB-COMMITTEE**

The Audit sub-committee, which is chaired by Murray Doyle and consists of Messrs Doyle, Peters and Gwynne, met twice during the year. All other Directors have the right to attend the Audit Sub-committee meetings. The function of the Audit sub-committee is to assist the Board in carrying out its responsibilities under the Companies Act 1993 and the Financial Reporting Act 1993, regarding management's accountancy practices, policies and controls relative to the Group's financial position and to review and make appropriate inquiry into the audits of the Group's financial statements by both internal and external auditors. This responsibility includes advising on the appointment of the external auditor and reviewing the scope and quality of the audit. The audit sub-committee has the responsibility of monitoring the Group's Risk Management practices and procedures to ensure that policies and processes exist to effectively identify, manage and monitor principle business risks. The Group's auditors, both internal and external, along with other relevant senior executives, attend all meetings and may discuss any matters in connection to audits, the Group's risk and control environment or any other matters relating to the Group's financial and nonfinancial affairs. This committee also approves any non audit work carried out by the Company's auditors, and ensures that the lead partner in the audit firm is rotated every five years. The committee will also approve all major accounting policy

changes. At least once a year, the Chairman and non-executive Directors on this Committee meet with the external auditors privately without the presence of Company executives.

#### REMUNERATION SUB-COMMITTEE

This sub-committee, chaired by Wayne Peters, comprises all Directors except Mike Parsell, who attends in an advisory capacity. The function of the Remuneration sub-committee is to determine the Chief Executive's and Senior Management's remuneration. This role also includes responsibility for share option schemes, incentive performance packages, and fringe benefit policies. The sub-committee also advises on proposals for significant company wide remuneration policies and programs. In carrying out this role, the sub-committee operates independently of Senior Management of the Company, and obtains independent advice on the appropriateness of the remuneration packages. The committee met three times during the year.

This sub-committee also has the responsibility to review the performance of the Chief Executive Officer on an annual basis.

The committee has continued to structure Senior Management bonuses around a return on capital employed basis, to emphasise efficient use of capital.

#### NOMINATIONS SUB-COMMITTEE

This sub-committee, chaired by Michael Hill, consists of the non-executive Directors and Michael Hill. The function of the sub-committee is to make recommendations to the Board regarding the most appropriate Board structure. It also advises on the appointment of additional Directors. Board membership is reviewed periodically to ensure the Board has an appropriate mix of qualifications, skills and experience. External advisors may be used to assist this process.

### Corporate governance cont.

Any person who is to be considered as a Director of the Company must attend three Board meetings in the capacity of a Consultant before being eligible for appointment as a Director.

#### SHARE TRADING BY DIRECTORS

Under Section 148 of the Companies Act 1993, directors must disclose particulars of any acquisitions or dispositions of relevant interests in the ordinary shares of the company during the year. The relevant interest acquired or disposed of includes beneficial ownership.

The Directors named below have disclosed to the Board under Section 148 of the Companies Act 1993, particulars of the following acquisitions of relevant interests in the ordinary shares of the company during the year. The relevant interest acquired includes beneficial ownership.

	No. of shares Acquired	Consideration Paid	Date Acquired
M.R.Doyle	1,000,000	\$680,000	9/4/10
M.R Parsell	1,400,000	\$952,000	9/4/10

L.W. Peters terminated management of two client accounts. Control and voting rights over 462,000 shares was relinquished on 24/2/2010.

#### NON-EXECUTIVE DIRECTORS' FEES

Fees for non-executive directors are based on the nature of their work and their responsibilities. The Company is now a truly global company with 77% of the Group's stores in Australia, Canada and the USA. Shareholders at the Annual Meeting in November 2007 approved a maximum amount of \$395,000 to be paid to Directors.

Each NZ resident Director is currently paid \$75,000 per annum and our Australian resident Director A\$75,000 per annum. No equity incentives are offered to non-executive Directors. Under the Company's constitution, shareholders

are required to approve all retirement benefits for directors other than for directors who were in office on or before 1 May 2004 and who have continued to hold office. It is not the intention to pay any such retirement allowances.

#### SHARE PURCHASE SCHEME

The Company has a Share Purchase Scheme for Management in operation. The scheme was designed to encourage Store Managers, Regional Managers and other senior employees of the Company to purchase shares in the Company. In order to provide a pool of shares for eligible employees to purchase, the Company from time to time will buy Michael Hill International shares on the New Zealand Stock Exchange. The rules of the scheme provide for the Company to on sell shares to purchasing employees at a 10% discount to the weighted average price for the ordinary shares during the 10 working day period ending 2 working days immediately prior to the date on which the Company offers shares to the employees. The discount is deemed to be "financial assistance" under the Companies Act 1993. The Trustees of the scheme hold the shares for a restrictive period of one year, which is to promote the concept of encouraging long-term investing in the Company. In the year ended 30 June 2010, the issue of shares under the scheme was suspended pending recovery of the share market. The company holds a further 584,290 shares which are held as "Treasury Stock" and will be used for the next issue of shares under the scheme in September 2010.

#### SHARE OPTIONS

During the year, a total of 350,000 options to purchase fully paid shares in the company were issued to executives of the company. There are currently 4,600,000 options outstanding to employees as at 30 June 2010. Further information on options outstanding to employees are included in note 26 to the Financial Statements on page 73.

#### COMMUNICATION WITH SHAREHOLDERS

Michael Hill International places high importance on communication with shareholders.

A half year and annual report is published each year and posted on the MHI website.

Announcements to the New Zealand Stock Exchange and the media are also posted on the website as are copies of presentations for Analysts which are done once a year in conjunction with the release of the annual results for the year.

The Company Secretary takes primary responsibility for communications with the New Zealand Stock Exchange in relation to listing rule obligations and disclosure obligations.

Shareholders may raise matters for discussion at Annual meetings and have the ultimate control in corporate governance by voting Directors on or off the Board.

#### CONTINUOUS DISCLOSURE POLICY

The Board has adopted the following procedures to ensure its compliance with the NZX continuous disclosure rules:

- 1. At each Board meeting, a standard agenda item is now considered "Does the Company have anything to disclose?" The Board considers the information in its possession and decides appropriately whether any information needs to be disclosed to the market.
- 2. Between Board meetings, management will bring to the attention of the Directors any information they believe should be disclosed to the market for their consideration.
- 3. The Company now discloses revenue figures for the group to the market for the first and third quarters in advance of the earnings announcement. For the second and fourth quarters, sales figures are released with the earnings results. In the all important Christmas trading period, an announcement on sales alone for the second

quarter without reference to profitability could result in misinterpretation by the market. The Board considers it sensible to combine the sales and earnings release for the second and fourth quarters in order that the market understands how sales translated into earnings.

4. In the 12 months ended June 2010, the Company has made the following disclosures to NZX under the continuous disclosure rules:

21 August 2009	Announcement to NZX re Director
	nomination opening/closing dates.

- 25 August 2009 Preliminary full year revenue and
  - profit announcement to NZX for 12 months to 30/6/09.
  - months to 30/6/09
- 25 September 2009 Annual Report/notice of meeting released to NZX.
  - released to NZX.
- 12 October 2009 Release of revenue figures for 3 months ended 30 September 2009.
- 9 November 2009 Notice to NZX of resolutions
  - passed at Annual Meeting on 6 November 2009 and notification of
    - Independent Directors.
- 8 January 2010 6 months trading update to 31
  - December 2009 released to NZX.
- 18 February 2010 Preliminary half year profit
  - announcement to NZX and interim
  - dividend announcement.
- 3 March 2010 Half year report released to NZX
  - and shareholders.
- 9 April 2010 Release of sales figures for 9 months
  - ended 31 March 2010.
- 8 June 2010 Announcement of USA business review and closure of 8 stores.

The Company believes it has complied with the NZX Continuous disclosure rules.

### Corporate governance cont.

#### EXTERNAL AUDIT INDEPENDENCE POLICY

The Group has adopted the following policy to ensure that audit independence is maintained, both in fact and appearance, such that Michael Hill International's external financial reporting is viewed as being highly reliable and credible. The policy covers the following areas:

- Provision of non audit services by the external auditors.
- Fees and billings by the auditors
- · Hiring of staff from the audit firm

# PROVISION OF NON AUDIT SERVICES BY THE EXTERNAL AUDITING FIRM

Our external auditing firm should not undertake any role not permitted under IFAC (International Federation of Accountants) regulations regarding independence of auditors. Under the IFAC guidelines, the table below sets out the type of non-audit work that Michael Hill International will allow its external auditing firm to perform.

Bookkeeping

Prohibited, other than in emergency situations. Managerial decision making prohibited.

Valuations

Prohibited.

Tax Services

Permitted, as not seen to threaten independence.

Provision of IT Systems

Design and implementation of financial IT systems prohibited.

Staff secondment from Auditors

These are permitted with safeguards. No management decision making. Signing agreements or discretionary authority to commit MHI is not allowed.

Litigation Support Services

Permitted with safeguards.

Legal Services

Permitted where immaterial to the financial statements.

Executive Search and Selection

Permitted with safeguards. Making selection for MHI prohibited.

Corporate Finance

Permitted with safeguards. Promoting, dealing in or underwriting MHI Securities prohibited.

The safeguards put in place will be specific to the circumstances of each case. The general rule to be applied is whether an independent third party would consider the safeguards reasonable.

#### FEES AND BILLINGS

All audit and non audit fees are reported to the Audit committee annually. Non audit fees greater than \$25,000 must be reviewed by the Chief Financial Officer and reported to the Audit committee for approval.

For the 2009/10 financial year audit fees amounting to \$330,000(2008/09-\$308,000) and fees for other professional services amounting to \$1,063,000 (2008/09 - \$2,001,000) were paid to Pricewaterhouse Coopers.

PwC has appropriate arrangements in place to avoid potential audit conflict and has written to the Board confirming why PwC continues to remain independent. The board of MHI is satisfied that the "independence" aspect of the external audit process has been maintained.

#### HIRING OF STAFF FROM THE EXTERNAL AUDITING FIRM

The hiring by Michael Hill International of any partner or audit manager must first be approved by the Chairman of the Audit committee. There are no other restrictions on the hiring of staff from the audit firm.

### Risk management report

# Michael Hill International Limited is committed to the management of risk throughout its operations in order to protect our employees, assets, earnings and reputation.

#### RISK MANAGEMENT PROCESS

The Board of Directors is responsible for Risk Management. The Risk Management process involves the annual review and approval of plans incorporating assessment of opportunities and risks associated with these opportunities.

These plans are reviewed and discussed at board meetings to ensure risks associated with the approved plans and projects are reviewed and managed.

A formal risk management workshop is conducted annually by our risk consultants in conjunction with the company's Group Executives to review and update the Risk Register which is included in the Audit Sub-Committee agenda.

#### INSURANCE PROGRAM

The Group has a comprehensive global insurance program which supports the risk management process. This program is reviewed annually to ensure it reflects the groups' exposures and risk profile.

#### INTERNAL AUDIT

The Group has an Internal Audit function that is responsible for the development of a comprehensive continuous audit program and for performing internal audit reviews which support the Groups Risk Management process. The Internal Audit Manager has a direct communication line to the Board

Audit Sub-Committee, should they deem it necessary to report any matter to the Sub-Committee directly. The Internal Audit Manager attends the Audit Sub-Committee meetings where they present their report.

#### **CODE OF ETHICS**

Our Board of Directors believes that good risk management is supported by the highest standards of corporate behavior towards our employees, customers and other stakeholders. The Code of Ethics is a guide to help our Directors and employees live up to high ethical standards and responsibilities towards our fellow employees, customers and other stakeholders.



### Corporate code of ethics

Michael Hill International believes that outstanding business performance must be supported by the highest standards of corporate behaviour towards our employees, customers and other stakeholders. This code of ethics is a guide to help our Directors and employees live up to our high ethical standards.

Our Corporate Code of Ethics is supported by written policies and procedures on each of these standards, by providing training to employees on the details and importance of these standards, and by formal communication systems to ensure these standards are observed, discussed and reinforced. Our Directors and Management team will lead by example, demonstrating their commitment to this Code of Ethics at all times through their personal behaviour and through the guidance they provide to our staff.

In general, all Directors and employees are expected to act honestly in all their business dealings and to act in the best interests of the Company at all times.

#### **OUR EMPLOYEES**

- Respect, fairness, honesty, courtesy, and good faith will guide all relations with employees.
- Opportunity without bias will be afforded each employee in relation to demonstrated ability, initiative, and potential.
- We will strive to create and maintain a work environment that fosters honesty, personal growth, teamwork, open communications, and dedication to our vision and values.
- We will strive to provide a safe workplace that at a minimum meets all health and safety laws and regulations.
- The privacy of an individual's records will be respected and will not be disclosed without proper authority unless their there is a legal obligation to do so.

#### **OUR CUSTOMERS**

- We support and uphold at all times the tradition and integrity of the jewellery industry, and conduct our business in such a manner that will reflect credit on our industry and us.
- All our marketing and advertising will be accurate and truthful.
- We are committed to providing the highest quality, service, and value to our customers. We provide a five year Guarantee for

all our jewellery which contains a diamond, and a 12-month Guarantee for any jewellery item not containing a diamond. It is a guarantee of quality of workmanship and materials. We provide a 30-day Change of Mind policy that is a money back guarantee on all purchases if for any reason the customer is not completely satisfied.

• We will protect customer information that is sensitive, private, or confidential just as carefully as our own.

#### **OUR BUSINESS PARTNERS**

• Suppliers win our business based on product or service suitability, price, delivery, and quality. We also expect suppliers to have high ethical standards in their business practices.

#### **OUR SHAREHOLDERS**

- We require honest and accurate recording and reporting of any and all information in order to make responsible business decisions.
- All financial records and accounts will accurately reflect transactions and events, and conform both to required accounting principles and to our Company's system of internal controls. No false or artificial information will be tolerated.
- We will safeguard all sensitive information. We will not disclose inside information that has not been reported publicly.

#### **OUR COMMUNITIES**

• We wish to be good corporate citizens and wish to build positive relationships with communities where we have a presence. Our efforts focus on the arts, local schools and charities, through periodic donations, including jewellery, to good causes.

#### **COMPANY PROPERTY AND ASSETS**

• Our Directors and Employees will properly use company assets and safeguard and protect any company property under their care.

#### **GOVERNMENTS**

• In conducting business with due skill, care, and diligence, we seek always to comply with both the letter and spirit of relevant laws, rules, regulations, codes, and standards of good market practice in the countries we do business in.

 Our Company does not make political contributions and has no political affiliations.

#### SHARE TRADING BY DIRECTORS AND OFFICERS IN MHI SHARES

- The Company does not condone any form of insider trading by Directors or officers.
- The Board Operations manual sets out a procedure which must be followed by Directors when trading in Michael Hill International shares. If Directors or officers possess "material information" (refer to definition below) at any time, then they must not trade in MHI securities, advise or encourage others to trade or hold or pass on material information to others. Material Information is information that:
  - is not generally available to the market; and
- if it were generally available to the market, would have a material effect on the price of Michael Hill International's listed securities. Information is generally available to the market if it has been released as an NZX announcement.
- There are additional restrictions for Directors and all other senior executives who report to the CEO. These individuals are subject to "black-out" periods during which they may not trade in MHI securities unless the board of MHI provides a specific exemption. These "black-out" periods are
- 1 December, until the half year results are released to NZX.
- 1 June until after the full year results are released to NZX. Before trading in MHI shares, Directors and officers must, in writing
- i) notify MHI's Company Secretary of their intention to trade in securities and seek consent to do so.
- ii) Confirm that they do not hold material information.
- iii) Confirm that there is no known reason to prohibit trading in MHI securities.
- From the 3rd May 2004, all Officers of the Company (as defined by the Securities Amendment Act 2003) must also disclose to the company and to the NZX within 5 days, any dealings in MHI shares.

The full Insider Trading policy of the Company is posted on the Company's website.

#### **CONFLICTS OF INTERESTS**

- Employees will not accept anything of value from a customer, vendor, or business associate which would impair or be presumed to impair their judgment in business matters.
- The acceptance of gifts and gratuities is discouraged and any over \$50 must be entered in the Gifts Register held by the Chief Financial Officer. We may accept meals/hospitality that are not lavish and are reasonable in the context of doing business. Guidelines to use for the acceptance of any gift are: Will this influence my decision making? Does it place me in obligation? Could it be seen as an inducement? How would this look if reported by the media?
- Our employees will avoid any conflict of interest professionally and personally which might prevail or appear to prevail over the interests of the Company.
- Directors' conflicts of interests are dealt with in the Board Operations Manual. At all times, a Director must be able to act in the interests of the organization as a whole. The interests of associates, individual shareholders and the personal interests of the Director and his family must not be allowed to prevail over those of the Company and its shareholders generally.

#### SPEAKING UP

- Employees who know, or have genuine suspicions of any breaches of our Code of Conduct, Policies & Procedures, or any legal violation in relation to work related issues should report such matters promptly to their manager. If the employee does not feel comfortable discussing the issue with their manager, they should talk to another member of management, the Internal Auditors, or Human Resources.
- Employees will not be blamed for speaking up. The Company will make proper efforts to protect the confidentiality of employees who do raise concerns. Any attempt to deter employees raising proper concerns will be treated as a serious disciplinary action.

Failure to abide by the Code of Ethics and the law will lead to disciplinary measures appropriate to the violation.

# **Director profiles**

#### MICHAEL HILL

The founder of Michael Hill Jeweller in 1979. He is Chairman of the Board. He had 23 years of jewellery retailing experience before establishing his own business. He was appointed to the Board in 1987. Member of the Remuneration and Nominations sub-committees.

#### EMMA HILL

Non Executive Director / Deputy Chairman. Emma has been associated with the company since 1987. Emma has a bachelor of Commerce degree and an MBA degree from Bond University in Queensland. She has held a number of management positions in the Australian company and in 2002 led the expansion of the Group into Canada as Retail General Manager. She returned to live in New Zealand in February 2007 and was appointed a Director in February 2007. Member of the Remuneration sub-committee.

#### MIKE PARSELL

Chief Executive Officer of the Group. Mike spearheaded the Company's move into Australia in 1987. He has had extensive experience in the jewellery industry since 1976. Mike joined the Company in 1981 and was appointed to the Board in 1989, made joint Managing Director in 1995 and CEO in 2000.

#### **GARY GWYNNE**

Non Executive & Independent Director. Gary has an extensive background in marketing, retailing and property development. He is currently a Director of Prime Retail Management, the operators of Dress Smart Factory Shopping Centres and a Director of Overland Footwear Company. He was appointed to the Board in February 1998. Member of the Audit, Remuneration and Nominations sub-committees.

#### WAYNE PETERS

Non Executive Director. Wayne, who is based in Australia, has 29 years of retailing and investment management experience. He is Chairman and Chief Investment Officer of Peters MacGregor Capital Management Pty Ltd and Chairman of ASX listed Peters MacGregor Investments Ltd. Member of the Audit and Nominations sub-committees and Chairman of the Remuneration sub-committee, Wayne joined the board in February 1999.

#### **MURRAY DOYLE**

Non Executive and Independent Director. Murray is a Director of Aspiring Asset Management Limited. His previous experience was in the finance industry until 1998, when his stockbroking firm was purchased by Bankers Trust now Deutsche Bank. He is a member of the remuneration sub-committee and Chairman of the Audit sub-committee. He joined the board in February 2000.

#### CHRISTINE HILL

Non Executive Director. Christine has been associated with the Company since its original formation in 1979 and has been closely involved with the artistic direction of the Group's store design and interior layouts over the years. Christine is a member of the Remuneration sub-committee, and joined the Board in 2001.

### **Statutory report of the Directors**

The Directors have pleasure in submitting to shareholders the 23rd Annual Report and audited accounts of the Company for the year ended 30 June 2010.

#### **BUSINESS ACTIVITIES**

The group's sole business activities during the 2009/10 financial year continued to be jewellery retailing and manufacturing.

#### CONSOLIDATED FINANCIAL RESULTS

The Group has recorded a tax paid surplus of \$26.509m for the year ended 30 June 2010 (2009 - \$66.788m). This surplus was achieved on total operating revenue of \$443.710m (2009 - \$412.679m).

The accounts for the year ended 30 June 2010 have been presented in accordance with the accounting principles and policies detailed on pages 43 to 51 of this report.

2010	2009
\$000	\$000
443,710	412,679
30,914	20,149
(4,405)	46,639
26,509	66,788
(11,474)	(11,490)
15,035	55,298
	\$000 443,710 30,914 (4,405) 26,509 (11,474)

#### SHAREHOLDERS' FUNDS/RESERVES

Total Shareholders' Funds of the Group now stand at \$159.923m. Contributed equity remained at \$3.850m.

The Group's reserves at 30 June 2010 totaled \$156.073m.

	\$000
The Group's reserves at 30 June 2009 were	142,889
To which was added:	
Operating surplus after tax for the year	26,509
Exchange differences on translation of foreign operati	ons (2,061)
Option reserve movement	210
From which was deducted:	
Ordinary dividends paid	(11,474)
Leaving reserves at 30 June 2010 at	156,073
These comprise:	
Retained earnings	153,298
Other reserves	2,775
	156,073

#### ACCOUNTING POLICIES

There have been no changes in accounting policies during the year.

#### **DIVIDENDS**

Your Directors paid an interim dividend of 1.5 cents per share, with nil imputation credits and full franking credits attached on the 1st April 2010. On the 19th August 2010, your Directors declared a final dividend of 2.5 cents per share payable on the 11th October 2010. The share register will close at 5:00pm on the 1st October 2010 for the purpose of determining entitlement to the final dividend.

The total ordinary dividend for the year was 4.0 cents (not imputed), (2009 - 2.5 cents partially imputed). The payout represents 57.7% (2009 - 14.3%) of the tax paid profit of the group.

### Statutory report of the Directors cont.

#### DIRECTORS

Emma Hill and Gary Gwynne retire by rotation and being eligible offer themselves for re-election.

#### **DIRECTORS' REMUNERATION**

Directors' remuneration and all other benefits received, or due and receivable during the year was as follows:-

	<b>2010</b> \$000	<b>200</b> 9 \$000
Parent Company		
R.M. Hill *	\$150	\$150
M.R. Parsell *	A\$1,427	A\$541
G.J. Gwynne	\$75	\$75
L.W. Peters	A\$75	A\$75
M.R. Doyle	\$75	\$75
A.C. Hill	\$75	\$75
E.J. Hill	\$75	\$75

<sup>\*</sup> Executive Directors do not receive Director's fees. Executive remuneration includes salary, superannuation, bonus payments, retirement allowances and provision of a vehicle received in their capacity as employees.

Mike Parsell's annual bonus for the year is based on a percentage of the company's net profit after tax, in excess of a hurdle percentage return on capital employed in the company. Mike Parsell has the following share options outstanding as at 30 June 2010:

Number	Exercise Price	Exercise Period
2,000,000	\$1.25	20/8/12 - 30/9/17

#### REMUNERATION OF EMPLOYEES

The number of employees (not including Directors) whose remuneration exceeded NZ\$100,000 is as follows:-

	<b>2010</b> \$000	<b>2009</b> \$000
100-110	14	10
110-120	16	14
120-130	11	11
130-140	12	9
140-150	9	7
150-160	2	3
160-170	2	3
170-180	2	0
180-190	2	2
190-200	2	1
200-210	0	2
210-220	0	1
250-260	1	0
280-290	1	0
290-300	1	0
300-310	0	1
340-350	0	1
370-380	0	1
390-400	1	0
400-410	0	1
450-460	0	2
510-520	1	0
530-540	0	1
660-670	1	0
		•

Australian remuneration has been converted into New Zealand dollars at the exchange rate used for translating

the Australian results into New Zealand dollars, 0.81 (2009 - 0.82). Canadian remuneration on the same basis at 0.76 (2009 - 0.70) and USA remuneration on the same basis at 0.72 (2009 - 0.58).

#### INFORMATION ON DIRECTORS

The qualifications and experience of the Directors are shown on page 32.

The Directors are responsible for the preparation of the financial statements and other information included in this Annual Report. The financial statements have been prepared in conformity with generally accepted accounting principles to give a true and fair view of the financial position of the Company and Group and the results of their operations and cash flows.

The Company appoints independent chartered accountants to audit the Financial Statements prepared by the Directors and to express an opinion on these Financial Statements. The independent auditor's report, which sets out their opinion and the basis of that opinion, is set out on page 36 of this report.

#### **DONATIONS**

The total of donations made during the year amounted to \$65,000.

### INTERESTS REGISTER

There were no new entries made in the Interests Register during the year.

On behalf of the Directors,

R.M. Hill

M.R. Parsell



# PRICEWATERHOUSE COPERS 18

### PricewaterhouseCoopers

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# Auditors' report to the shareholders of Michael Hill International Limited

We have audited the financial statements on pages 38 to 77. The financial statements provide information about the past financial performance and cash flows of the Company and Group for the year ended 30 June 2010 and their financial position as at that date. This information is stated in accordance with the accounting policies set out on pages 43 to 51. This report is made solely to the Company's shareholders, as a body, in accordance with Section 205(1) of the Companies Act 1993. Our audit work has been undertaken so that we might state to the Company's shareholders those matters which we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's shareholders as a body, for our audit work, for this report, or for the opinions we have formed.

#### **DIRECTORS' RESPONSIBILITIES**

The Company's Directors are responsible for the preparation and presentation of the financial statements which give a true and fair view of the financial position of the Company and Group as at 30 June 2010 and their financial performance and cash flows for the year ended on that date.

#### **AUDITORS' RESPONSIBILITIES**

We are responsible for expressing an independent opinion on the financial statements presented by the Directors and reporting our opinion to you.

#### BASIS OF OPINION

An audit includes examining, on a test basis, evidence relevant to the amounts and disclosures in the financial statements. It also includes assessing:

- (a) the significant estimates and judgements made by the Directors in the preparation of the financial statements; and
- (b) whether the accounting policies are appropriate to the circumstances of the Company and Group, consistently applied and adequately disclosed.

We conducted our audit in accordance with generally accepted auditing standards in New Zealand. We planned and performed our audit so as to obtain all the information and explanations which we considered necessary to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatements, whether caused by fraud or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements. We have no relationship with or interests in the Company or any of its subsidiaries other than in our capacity as auditors and consultants in tax compliance, international tax consulting, transfer pricing and system review.

#### UNOUALIFIED OPINION

We have obtained all the information and explanations we have required. In our opinion:

(a) proper accounting records have been kept by the Company as far as appears from our examination of those records; and

- (b) the financial statements on pages 38 to 77:
  - (i) comply with generally accepted accounting practice in New Zealand;
  - (ii) comply with International Financial Reporting Standards; and
  - (iii) give a true and fair view of the financial position of the Company and Group as at 30 June 2010 and their financial performance and cash flows for the year ended on that date.

Our audit was completed on 19 August 2010 and our unqualified opinion is expressed as at that date.

Triangle Chartered Accountants

Brisbane

I, Brett Delaney, am currently a member of The Institute of Chartered Accountants in Australia and my membership number is 74795. PricewaterhouseCoopers was the firm appointed to undertake the audit of Michael Hill International Ltd for the year ended 30 June 2010. I was responsible for the execution of the audit and delivery of our firm's auditor's report. The audit work was completed on 19 August 2010 and an unqualified opinion was issued.

But De Brett Delanev Partner

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# Statements of comprehensive income for the year ended 30 June 2010

	G		ROUP	PAF	RENT
	NOTES	2010	2009	2010	2009
		\$000	\$000	\$000	\$000
Revenue from continuing operations	3	443,710	412,679	11,198	321,910
Other income	4	1,176	237	425	83
Cost of goods sold		(169,882)	(164,765)	-	-
Employee benefits expense		(110,265)	(102,155)	94	(261)
Occupancy costs	6	(44,469)	(39,953)	-	-
Depreciation and amortisation expense	6	(10,080)	(9,833)	(13)	(20)
Loss on disposal of property, plant and equipment	6	(467)	(71)	-	-
Other expenses		(73,248)	(69,656)	(1,213)	(22,866)
Finance costs		(5,561)	(6,334)	-	-
Profit before income tax		30,914	20,149	10,491	298,846
Income tax (expense) / benefit	7	(4,405)	46,639	117	662
Profit for the year		26,509	66,788	10,608	299,508
Other comprehensive income					
Currency translation differences arising during the year	21(a)	(2,061)	260	-	-
Total comprehensive income for the year		24,448	67,048	10,608	299,508
Total comprehensive income for the year is attributable to: Owners of Michael Hill International Limited		24,448	67,048	10,608	299,508
Convers of Michael Hill International Limited  Earnings per share for profit from continuing operations attributable to the ordinary equity holders of the company:		24,448	67,048	10,608	299,5
Basic earnings per share	23	6.93¢	17.46¢		
Diluted earnings per share	23	6.92¢	17.44¢		

The above statements of comprehensive income should be read in conjunction with the accompanying notes.

# Statements of changes in equity for the year ended 30 June 2010

		GROUP					PARENT				
Attributable to owners of Michael Hill International Limited	Notes	Contributed equity	Reserves	Retained profits	Total equity	Contributed equity	Reserves	Retained profits	Total equity		
		\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000		
Balance at 1 July 2008		3,850	4,186	82,965	91,001	3,850	220	11,619	15,689		
Total comprehensive income		-	260	66,788	67,048	-	-	299,508	299,508		
		3,850	4,446	149,753	158,049	3,850	220	311,127	315,197		
Transactions with owners in their capacity as owners:											
Option expense through share based payments reserve	21(a)	-	180	-	180	-	180	-	180		
Dividends paid	22	-	-	(11,490)	(11,490)	-	-	(11,490)	(11,490)		
		-	180	(11,490)	(11,310)	-	180	(11,490)	(11,310)		
Balance at 30 June 2009		3,850	4,626	138,263	146,739	3,850	400	299,637	303,887		
Total comprehensive income		-	(2,061)	26,509	24,448	-	-	10,608	10,608		
		3,850	2,565	164,772	171,187	3,850	400	310,245	314,495		
Transactions with owners in their capacity as owners:											
Option expense through share based payments reserve	21(a)	-	210	-	210	-	210	-	210		
Dividends paid	22	-	-	(11,474)	(11,474)	-	-	(11,474)	(11,474)		
		-	210	(11,474)	(11,264)	-	210	(11,474)	(11,264)		
Balance at 30 June 2010		3,850	2,775	153,298	159,923	3,850	610	298,771	303,231		

The above statements of changes in equity should be read in conjunction with the accompanying notes.

# Statement of segmented results

for the year ended 30 June 2010

	NEW 2	ZEALAND		AUST	RALIA		CAN	ADA		USA	A		GR	OUP	
	<b>2010</b> \$000	<b>2009</b> \$000	+/- %	<b>2010</b> \$000	<b>2009</b> \$000	+/- %	<b>2010</b> \$000	<b>2009</b> \$000	+/- %	<b>2010</b> \$000	<b>2009</b> \$000	+/- %	<b>2010</b> \$000	<b>2009</b> \$000	+/- %
Operating revenue															
Sales to customers	95,811	90,393	6.0%	292,985	269,088	8.9%	39,398	36,438	8.1%	14,768	15,646	(5.6%)	442,962	411,565	7.6%
Unallocated revenue													369	434	(15.0%)
Total operating revenue													443,331	411,999	7.6%
Segment results															
Operating surplus / (loss)	16,204	14,954	8.4%	47,701	40,968	16.4%	(1,553)	(245)	(533.9%)	(8,713)	(5,292)	(64.6%)	53,639	50,385	6.5%
Unallocated revenue															
less unallocated expenses													(22,725)	(30,236)	24.8%
Profit before income tax													30,914	20,149	53.4%
Income tax (expense) / benef	fit												(4,405)		(109.4%)
Profit for the year													26,509	66,788	(60.3%)
Segment assets	36,967	42,231	(12.5%)	93,035	102,401	(9.1%)	27,065	19,428	39.3%	9,573	12,095	(20.9%)	166,640	176,155	(5.4%)
Unallocated							-						92,203	69,646	32.4%
Total													258,843	245,801	5.3%
Segment liabilities	5,684	5,045	12.7%	20,782	7,808	166.2%	2,556	381	570.9%	987	336	193.7%	30,009	13,570	121.1%
Unallocated		· · · · · · · · · · · · · · · · · · ·		· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·		,						68,911	85,492	(19.4%)
Total													98,920	99,062	(0.1%)
Segment acquisitions of															
property, plant & equipment and intangibles	1,900	1,988	(4.4%)	3,178	4 548	(30.1%)	2,147	557	285.4%	1,767	384	360.1%	8,992	7,477	20.3%
Unallocated	1,500	1,000	(4.470)	0,170	7,070	(00.170)	<b>2</b> ,171	007	200.470	1,707	001	000.170	1,339	3,068	(56.4%)
Total													10,331	10,545	(2.0%)
Comment depresention and															
Segment depreciation and amortisation expense	1,577	1,674	(5.8%)	5,015	5,153	(2.7%)	1,372	1,022	34.2%	135	52	159.6%	8,099	7,901	2.5%
Unallocated													1,981	1,932	2.5%
Total	_	_	_	_	_		_			_			10,080	9,833	2.5%
Impairment expense	-	153 (	(100.0%)	9	93	(90.3%)	157	-	100.0%	-	-	-	166	246	(32.5%)

#### Notes:

- 1. Michael Hill International Limited and its controlled entities operate predominantly in one business segment being the sale of jewellery and related services.
- 2. The company operates in 4 geographical segments; New Zealand, Australia, Canada and the United States of America and is managed on a global basis.
- 3. Inter segment pricing is at arm's length or market value.
- 4. Unallocated expenses include all expenses that do not relate directly to the relevant segment and include: manufacturing activities, warehouse and distribution, general corporate expenses, interest and company tax.

The above statement should be read in conjunction with the accompanying notes.

# OPERATING REVENUE BY COUNTRY



CANADA 9 %
NEW ZEALAND 22 %

2009

2010

# Statements of financial position

as at 30 June 2010

	_	GF	ROUP	PAR	ENT
	NOTES	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
ASSETS					
Current assets					
Cash and cash equivalents	8	6,270	23,529	14	8
Trade and other receivables	9	5,451	6,420	6,236	21,190
Inventories	10	150,875	119,105	-	
Current tax receivables	11	3,311	2,405	263	3,351
Total current assets		165,907	151,459	6,513	24,549
Non-current assets					
Property, plant and equipment	12	34,898	35,280	1	14
Deferred tax assets	13	57,758	58,591	4	2
Intangible assets	14	280	471	-	-
Investments in subsidiaries	15	-	-	296,869	279,375
Total non-current assets		92,936	94,342	296,874	279,391
Total assets		258,843	245,801	303,387	303,940
LIABILITIES					
Current liabilities					
Trade and other payables	16	43,776	35,628	156	53
Provisions	17	2,189	1,672	-	_
Total current liabilities		45,965	37,300	156	53
Non-current liabilities					
Borrowings	18	51,707	60,487	-	-
Provisions	19	1,248	1,275	-	_
Total non-current liabilities		52,955	61,762	=	_
Total liabilities		98,920	99,062	156	53
Net assets		159,923	146,739	303,231	303,887
EQUITY					
Contributed equity	20	3,850	3,850	3,850	3,850
Reserves	21(a)	2,775	4,626	610	400
Retained profits	21(b)	153,298	138,263	298,771	299,637
Total equity		159,923	146,739	303,231	303,887

The above statements of financial position should be read in conjunction with the accompanying notes.

# **Cash flow statements**

for the year ended 30 June 2010

Cash flows from operating activities  Receipts from customers (incl. of goods & services tax)  Payments to suppliers and employees (incl. of goods & services tax)  Interest received Other revenue	NOTES	2010 \$000 487,600 (443,994) 43,606	2009 \$000 452,095 (375,149)	<b>2010</b> \$000	<b>2009</b> \$000
Receipts from customers (incl. of goods & services tax)  Payments to suppliers and employees (incl. of goods & services tax)  Interest received		(443,994)	·	-	
Payments to suppliers and employees (incl. of goods & services tax)  Interest received		(443,994)	·	_	
(incl. of goods & services tax)  Interest received		, , ,	(375,149)		
		43,606		(3)	(3)
			76,946	(3)	(3)
Other revenue		265	306	-	-
		350	959	-	_
Interest paid		(5,564)	(6,347)	-	-
Income tax paid		(1,934)	(7,383)	-	-
Net goods and services tax paid		(23,972)	(16,838)	-	-
Net cash inflow / (outflow) from operating activities	27	12,751	47,643	(3)	(3)
Cash flows from investing activities  Proceeds from sale of property, plant and equipment  Payments for property, plant and equipment		258 (10,331)	217 (10,545)	-	<u>-</u>
Net cash (outflow) from investing activities		(10,073)	(10,328)	-	
Cash flows from financing activities					
Proceeds from borrowings		35,918	48,792	-	-
Repayment of borrowings		(44,216)	(60,381)	-	
Dividends paid to company's shareholders	22	(11,474)	(11,490)	(11,474)	(11,490)
Intercompany advance		-	-	11,483	11,459
Net cash (outflow) / inflow from financing activities		(19,772)	(23,079)	9	(31)
Net (decrease) / increase in cash and cash equivalents		(17,094)	14,236	6	(34)
Cash and cash equivalents at the beginning of the financial year		23,529	10,013	8	11
Effects of exchange rate changes on cash and cash equivalents		(165)	(720)	-	31
Cash and cash equivalents at end of year	8	6,270	23,529	14	8

The above cash flow statements should be read in conjunction with the accompanying notes.

for the year ended 30 June 2010

# NOTE 1 Summary of significant accounting policies

#### (a) BASIS OF PREPARATION

The financial statements for the year ended 30 June 2010 have been prepared in accordance with New Zealand Generally Accepted Accounting Practice (NZ GAAP). They comply with New Zealand equivalents to International Financial Reporting Standards (NZ IFRS), and other applicable New Zealand Financial Reporting Standards, as appropriate for profit orientated entities.

#### Compliance with IFRS

New Zealand Accounting Standards include New Zealand equivalents to International Financial Reporting Standards (NZIFRS). Compliance with NZ IFRS ensures that the consolidated financial statements and notes of Michael Hill International Limited comply with International Financial Reporting Standards (IFRS). The parent entity financial statements and notes also comply with IFRS except that it has elected to apply the relief provided to parent entities in respect of certain disclosure requirements contained in NZ-IAS 32 Financial Instruments: Presentation.

The principal accounting policies adopted in the preparation of the financial report are set out below. These policies have been consistently applied to all the periods presented, unless otherwise stated.

### **Entities reporting**

The consolidated financial statements of the Group are for the economic entity comprising Michael Hill International Limited and its subsidiaries.

The Parent company and the consolidated entity are designated as profit-orientated entities for financial reporting purposes.

### Statutory base

Michael Hill International Limited is a public company registered under the Companies Act 1993 and is domiciled in New Zealand. The Company has its primary listing on the New Zealand Stock Exchange.

The financial statements have been prepared in accordance with the requirements of the Financial Reporting Act 1993 and the Companies Act 1993.

These consolidated financial statements have been approved for issue by the Board of Directors on 19 August 2010.

The reporting currency used in the preparation of these consolidated financial statements is New Zealand dollars, rounded to the nearest thousands.

#### Historical cost convention

These financial statements have been prepared under the historical cost convention, as modified by the revaluation of available-for-sale financial assets, financial assets and liabilities (including derivative instruments) at fair value through profit or loss, certain classes of property, plant and equipment and investment property.

#### Critical accounting estimates

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that may have a financial impact on the entity and that are believed to be reasonable under the circumstances. In the Directors' opinion, there are no significant accounting estimates and judgements in preparing the accounts.

#### Financial statement presentation

The group has applied the revised NZ IAS 1 Presentation of Financial Statement which became effective on the 1 January 2009. The revised standard required the separate presentation of a statement of comprehensive income and a statement of changes in equity. All non-owner changes in equity must now be presented in the statement of comprehensive income. As a consequence, the group had to change the presentation of its financial statements. Comparative information has been re-presented so that it is also in conformity with the revised standard.

# (b) PRINCIPLES OF CONSOLIDATION Subsidiaries

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of Michael Hill International Limited ('company' or 'parent entity') as at 30 June 2010 and the results of all subsidiaries for the year then ended. Michael Hill International Limited and its subsidiaries together are referred to in these financial statements as the Group or the consolidated entity.

Subsidiaries are all those entities (including special purpose entities) over which the Group has the power to govern the financial and operating policies, generally accompanying a shareholding of more than one-half of the voting rights. The existence and effect of

for the year ended 30 June 2010

potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity.

Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in the income statement. Investments in subsidiaries are accounted for at cost in the individual financial statements of Michael Hill International Limited.

Intercompany transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

The group has formed a Trust to administer the Group's employee share scheme. The Trust is consolidated as the substance of the relationship is that the trust is controlled by the Group. Shares held by the Trust are disclosed as treasury shares and deducted from contributed equity.

#### (c) SEGMENT REPORTING

A business segment is identified for a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different to those of other business segments. A geographical segment is identified when products or services are provided within a particular economic environment subject to risks and returns that are different from those of segments operating in other economic environments.

#### (d) FOREIGN CURRENCY TRANSLATION

#### (i) Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The consolidated and parent financial statements are presented in New Zealand dollars, which is the Michael Hill International Limited's functional and presentation currency.

#### (ii) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement, except when deferred in equity as qualifying cash flow hedges and qualifying net investment hedges or are attributable to part of the net investment in a foreign operation.

Translation differences on non-monetary financial assets and liabilities held at fair value through profit or loss, are reported as part of the fair value gain or loss. Translation differences on non-monetary items, such as equities classified as available-for-sale financial assets, are included in the fair value reserve in equity.

#### (iii) Group companies

The results and financial position of all the Group entities (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet;
- income and expenses for each income statement are translated at average exchange rates, unless this is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transactions; and
- all resulting exchange differences are recognised as a separate component of equity.

On consolidation, exchange differences arising from the translation of any net investment in foreign entities, and of borrowings and other financial instruments designated as hedges of such investments, are recognised in other comprehensive income. When a foreign operation is sold or any borrowings forming part of the net investment are repaid, a proportionate share of such exchange differences is reclassified to profit or loss, as part of the gain or loss on sale where applicable.

Goodwill and fair value adjustments arising on the acquisition of foreign entities are treated as assets and liabilities of the foreign entities and translated at the closing rate.

#### (e) REVENUE RECOGNITION

#### (i) Sales of goods - retail

Sales of goods and services are recognised when a Group entity delivers a product or renders a service to the customer. Retail sales are usually in cash, payment plan or by credit card. The recorded revenue is the gross amount of sale (excluding GST), including any fees payable for the transaction.

It is the Group's policy to sell its products to the end customer with a right of return. Accumulated experience is used to estimate and provide for such returns at the time of sale.

#### (ii) Interest income

Interest income is recognised using the effective interest method.

#### (f) INCOME TAX

The income tax expense or revenue for the period is the tax payable on the current period's taxable income based on the applicable income tax rate for each jurisdiction adjusted by changes in deferred tax assets and liabilities attributable to temporary differences and to unused tax losses

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the end of the reporting period in the countries where the company's subsidiaries and associates operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is provided in full, using the liability method, on temporary differences between the tax bases of assets

and liabilities and their carrying amounts in the consolidated financial statements.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

Deferred tax liabilities and assets are not recognised for temporary differences between the carrying amount and tax bases of investments in controlled entities where the parent entity is able to control the timing of the reversal of the temporary differences and it is probable that the differences will not reverse in the foreseeable future.

Current and deferred tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same taxation authority. Current tax assets and liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

#### (g) LEASES

Leases of property, plant and equipment where the Group, as lessee, has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the lease's inception at the fair value of the leased property or, if lower, the present value of the minimum lease payments. The corresponding rental obligations, net of finance charges, are included in other short term and long term payables. Each lease payment is allocated between the liability and finance charges. The finance cost is charged to the income statement over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. The property, plant and equipment acquired under finance leases is depreciated over the shorter of the asset's useful life and the lease term.

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases (note 28). Payments made under operating leases (net of any incentives received from the lessor) are charged to the income statement on a straight-line basis over the period of the lease.

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#### (h) IMPAIRMENT OF ASSETS

At each annual reporting date (or more frequently if events or changes in circumstances indicate that they might be impaired), the Group assesses whether there is any indication that an asset may be impaired. Where such an indication is identified, the Group estimates the recoverable amount of the asset and recognises an impairment loss where the recoverable amount is less than the carrying amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value-in-use.

In addition, at least annually, goodwill and intangible assets with indefinite useful lives are tested for impairment by comparing their estimated recoverable amounts with their carrying amounts. Where the recoverable amount exceeds the carrying amount of an asset, an impairment loss is recognised.

#### (i) CASH AND CASH EQUIVALENTS

Cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value. Bank overdrafts are shown within borrowings in current liabilities on the balance sheet.

#### (i) TRADE RECEIVABLES

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost, less provision for doubtful debts.

Collectibility of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectible are written off. A provision for doubtful receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short-term receivables are not discounted if the effect of discounting is immaterial. The amount of the provision is recognised in the income statement.

#### (k) INVENTORIES

Raw materials and stores, work in progress and finished goods are stated at the lower of cost and net realisable value. Cost comprises

direct materials, direct labour and an appropriate proportion of variable and fixed overhead expenditure, the latter being allocated on the basis of normal operating capacity. Costs are assigned to individual items of inventory on the basis of weighted average costs. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

### (I) NON-CURRENT ASSETS (OR DISPOSAL GROUPS) HELD FOR SALE

Non-current assets (or disposal groups) are classified as held for sale and measured at the lower of their carrying amount and fair value less costs to sell if their carrying amount will be recovered principally through a sale transaction rather than through continuing use.

An impairment loss is recognised for any initial or subsequent write down of the asset (or disposal group) to fair value less costs to sell. A gain is recognised for any subsequent increases in fair value less costs to sell the asset (or disposal group), but not in excess of any cumulative impairment loss previously recognised. A gain or loss not previously recognised by the date of the sale of the non-current asset (or disposal group) is recognised at the date of derecognition.

Non-current assets (including those that are part of a disposal group) are not depreciated or amortised while they are classified as held for sale. Interest and other expenses attributable to the liabilities of a disposal group classified as held for sale continue to be recognised.

Non-current assets classified as held for sale and the assets of a disposal group classified as held for sale are presented separately from the other assets in the balance sheet. The liabilities of a disposal group classified as held for sale are presented separately from other liabilities in the balance sheet.

#### (m) INVESTMENTS AND OTHER FINANCIAL ASSETS

The Group classifies its investments into the following categories: financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments and available-for-sale financial assets. The classification depends on the purpose for which the investments were acquired. Management determines the classification of its investments at initial recognition and re-evaluates this designation at each reporting date.

#### (i) Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss are financial assets held for trading. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term. Derivatives are classified as held for trading unless they are designated as hedges. Assets in this category are classified as current assets.

#### (ii) Loans and receivables

Loans and receivables are non derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for those with maturities greater than 12 months after the reporting date which are classified as non-current assets. Loans and receivables are included in trade and other receivables in the balance sheet (note 9).

#### (iii) Held to maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group's management has the positive intention and ability to hold to maturity.

#### (iv) Available for sale financial assets

Available-for-sale financial assets, comprising principally marketable equity securities, are non-derivatives that are either designated in this category or not classified in any of the other categories. They are included in non-current assets unless management intends to dispose of the investment within 12 months of the reporting date.

Regular purchases and sales of investments are recognised on trade-date, the date on which the Group commits to purchase or sell the asset. Investments are initially recognised at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Group has transferred substantially all the risks and rewards of ownership.

Available-for-sale financial assets and financial assets at fair value through profit and loss are subsequently carried at fair value. Loans and receivables and held-to-maturity investments are carried at amortised cost using the effective interest method. Realised and unrealised gains and losses arising from changes in the fair value of the 'financial assets at fair value through profit or loss' category are included in the income statement in the period in which they arise.

Unrealised gains and losses arising from changes in the fair value of non monetary securities classified as available-for-sale are recognised in equity in the available-for-sale investments revaluation reserve.

The Group assesses at each balance date whether there is objective evidence that a financial asset or group of financial assets is impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss (measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss) is removed from equity and recognised in the income statement. Impairment losses recognised in the income statement on equity instruments classified as available-for-sale are not reversed through the income statement.

#### (n) DERIVATIVES

Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently remeasured to their fair value at the end of each reporting period. The method of recognising the resulting gain or loss depends on whether the derivative is designated as a hedging instrument, and if so, the nature of the item being hedged. The Group designates certain derivatives as either; (1) hedges of the fair value of recognised assets or liabilities or a firm commitment (fair value hedge); or (2) hedges of highly probable forecast transactions (cash flow hedges).

The Group documents at the inception of the transaction the relationship between hedging instruments and hedged items, as well as its risk management objective and strategy for undertaking various hedge transactions. The Group also documents its assessment, both at hedge inception and on an ongoing basis, of whether the derivatives that are used in hedging transactions have been and will continue to be highly effective in offsetting changes in fair values or cash flows of hedged items.

The fair values of various derivative financial instruments used for hedging purposes are disclosed in movements in the hedging reserve in shareholders' equity are shown in:

### (i) Fair value hedge

Changes in the fair value of derivatives that are designated and qualify as fair value hedges are recorded in the income statement, together with any changes in the fair value of the hedged asset or liability that are attributable to the hedged risk.

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### (ii) Cash flow hedge

The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges is recognised in other comprehensive income and accumulated in reserves in equity. The gain or loss relating to the ineffective portion is recognised immediately in the profit or loss within other income or other expenses.

Amounts accumulated in equity are reclassified to profit or loss in the periods when the hedged item will affect profit or loss. However, when the forecast transaction that is hedged results in the recognition of a non-financial asset or a non-financial liability, the gains and losses previously deferred in equity are transferred from equity and included in the initial measurement of the cost of the asset.

When a hedging instrument expires or is sold or terminated, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in the income statement. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in equity is immediately reclassified to profit or loss.

#### (o) FAIR VALUE ESTIMATION

The fair value of financial assets and financial liabilities must be estimated for recognition and measurement or for disclosure purposes.

The fair value of interest-rate swaps is calculated as the present value of the estimated future cash flows. The fair value of forward exchange contracts is determined using forward exchange market rates at the balance sheet date.

The carrying value less impairment provision of trade receivables and payables are assumed to approximate their fair values due to their short-term nature. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Group for similar financial instruments.

#### (p) PROPERTY, PLANT AND EQUIPMENT

All property, plant and equipment is stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the income statement during the financial period in which they are incurred.

Land is not depreciated. Depreciation on other assets is calculated using the straight line method to allocate their cost or revalued amounts, net of their residual values, over their estimated useful lives, as follows:

Plant & equipment
 Motor vehicles
 Furniture, fittings and equipment
 Leasehold improvements
 5 - 6 years
 4 - 5 years
 6 years
 6 - 10 years

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount (note 1(h)).

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These are included in the income statement.

### (q) INTANGIBLE ASSETS

#### (i) Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary/associate at the date of acquisition. Goodwill on acquisitions of subsidiaries is included in intangible assets. Goodwill on acquisitions of associates is included in investments in associates. Goodwill is not amortised. Instead, goodwill is tested for impairment annually, or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Gains and losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold.

Goodwill is allocated to cash generating units for the purpose of impairment testing. Each of these cash generating units represents the Group's investment in each country of operation by each primary reporting segment.

#### (ii) Computer software

Acquired computer software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortised over their estimated useful lives (three to five years).

Costs associated with developing or maintaining computer software programmes are recognised as an expense as incurred. Costs that are directly associated with the production of identifiable and unique software products controlled by the Group, and that will probably generate economic benefits exceeding costs beyond one year, are recognised as intangible assets. Direct costs include the software development employee costs and an appropriate portion of relevant overheads.

Computer software development costs recognised as assets are amortised over their estimated useful lives (not exceeding five years).

#### (r) TRADE AND OTHER PAYABLES

These amounts represent liabilities for goods and services provided to the Group prior to the end of the financial year which are unpaid. The amounts are unsecured and are usually paid within 30 days of recognition.

Deferred income represents lease incentives for entering new lease agreements. These amounts are taken to revenue over the life of the lease.

#### (s) BORROWINGS

Borrowings are initially recognised at fair value, net of transaction costs incurred. Borrowings are subsequently measured at amortised cost. Any difference between the proceeds (net of transaction costs) and the redemption amount is recognised in the income statement over the period of the borrowings using the effective interest method.

Borrowings are removed from the balance sheet when the obligation specified in the contract is discharged, cancelled or expired. The difference between the carrying amount of a financial liability that has been extinguished or transferred to another party and the consideration paid, including any non-cash assets transferred or liabilities assumed, is recognised in other income or finance costs.

Borrowings are classified as current liabilities when repayment is due within twelve months.

#### (t) PROVISIONS

Provisions for legal claims, sales returns and make good obligations are recognised when the Group has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of management's best estimate of the expenditures required to settle the present obligation at the balance sheet date. The discount rate used to determine the present value is a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. The increase in the provision due to passage of time is recognised as interest expense.

#### (u) EMPLOYEE BENEFITS

#### (i) Short-term obligations

Liabilities for wages and salaries, including non-monetary benefits and annual leave expected to be settled within 12 months after the end of the period in which the employees render the related service are recognised in respect of employees' services up to the end of the reporting period and are measured at the amounts expected to be paid when the liabilities are settled. The liability for annual leave is recognised in the provision for employee benefits. All other short-term employee benefit obligations are presented as payables.

### (ii) Other long-term employee benefit obligations

The liability for long service leave and annual leave which is not expected to be settled within 12 months after the end of the period in which the employees render the related service is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting period using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted

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using market yields at the reporting period on national government bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

#### (iii) Retirement benefit obligations

All Australian and Canadian employees of the Group are entitled to benefits on retirement, disability or death from the Group's defined contribution superannuation plans. The defined contribution superannuation plans receive fixed contributions from Group companies and the Group's legal or constructive obligation is limited to these contributions.

Contributions to the defined contribution fund are recognised as an expense as they become payable. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available.

#### (iv) Share-based payments

Share-based compensation benefits are provided to employees via the Michael Hill International Limited Employee Share Scheme and from time to time options are issued to executives of Michael Hill International Limited in accordance with the company constitution. The fair value of options granted is recognised as an employee benefit expense with a corresponding increase in equity.

The fair value is measured at grant date and recognised over the period during which the employees become unconditionally entitled to the options. The fair value at grant date is independently determined using a Black Scholes option pricing model that takes into account the exercise price, the term of the option, the impact of dilution, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk free interest rate for the term of the option.

The fair value of the options granted is adjusted to reflect market vesting conditions, but excludes the impact of any non-market vesting conditions (for example, profitability and sales growth targets). Non-market vesting conditions are included in the assumptions about the number of options that are expected to become exercisable. At each balance sheet date, the entity revises its estimate of the number of options that are expected to become exercisable. The employee benefit expense recognised each period

takes into account the most recent estimate. The impact of the revision to original estimates, if any, is recognised in the income statement with a corresponding adjustment to equity.

Upon the exercise of options, the balance of the share-based payments reserve relating to those options is transferred to share capital. Proceeds received net of any directly attributable transaction costs are credited to share capital when the options are exercised. The ten percent discount on the market value of shares issued to employees under the employee share scheme is recognised as an employee benefits expense when the employees become entitled to the shares.

### (v) Profit-sharing and bonus plans

The Group recognises a liability and an expense for bonuses and profit-sharing based on a formula that takes into consideration the profit attributable to the company's shareholders after certain adjustments. The Group recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

#### (v) CONTRIBUTED EQUITY

Ordinary shares are classified as equity.

Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds. Incremental costs directly attributable to the issue of new shares or options for the acquisition of a business are included in the cost of the acquisition as part of the purchase consideration.

If the entity reacquires its own equity instruments, e.g. as the result of a share buy-back, those instruments are deducted from equity until the associated shares are cancelled, reissued or disposed of. No gain or loss is recognised in the profit or loss and the consideration paid including any directly attributable incremental costs (net of income taxes) is recognised directly in equity.

#### (w) DIVIDENDS

Provision is made for the amount of any dividend declared, being appropriately authorised and no longer at the discretion of the entity, on or before the end of the reporting period but not distributed at the end of the reporting period.

#### (x) EARNINGS PER SHARE

#### (i) Basic earnings per share

Basic earnings per share is calculated by dividing the profit attributable to equity holders of the company, excluding any costs of servicing equity other than ordinary shares, by the weighted average number of ordinary shares outstanding during the financial year, adjusted for bonus elements in ordinary shares issued during the year.

#### (ii) Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account the after income tax effect of interest and other financing costs associated with dilutive potential ordinary shares and the weighted average number of shares assumed to have been issued for no consideration in relation to dilutive potential ordinary shares.

### (y) STANDARDS, AMENDMENTS AND INTERPRETATIONS TO EXISTING STANDARDS THAT ARE NOT YET EFFECTIVE

Certain new standards, amendments and interpretations to existing standards have been published that are not mandatory for 30 June 2010 reporting periods. The new standards have been reviewed and there are no standards that will have an impact on the group.

# NOTE 2 Financial risk management

The Group's activities expose it to a variety of financial risks: market risk (including currency risk, interest rate risk and price risk), credit risk and liquidity risk. The Group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the financial performance of the Group. The Group uses derivative financial instruments such as foreign exchange contracts and interest rate swaps to hedge certain risk exposures. Derivatives are exclusively used for hedging purposes, ie not as trading or other speculative instruments. The Group uses different methods to measure different types of risk to which it is exposed. These methods include sensitivity analysis in the case of interest rate, foreign exchange and other price risks and aging analysis for credit risk.

The Board of Directors are responsible for risk management. The Group's overall risk management program includes a focus on financial risk including the unpredictability of financial markets and foreign exchange risk.

The policies are implemented by the central finance function that undertakes regular reviews to enable prompt identification of financial risks so that appropriate actions may be taken.

#### (a) MARKET RISK

# (i) Foreign exchange risk

Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities that are denominated in a currency that is not the entity's functional currency and net investments in foreign operations.

The Group operates internationally and is exposed to foreign exchange risk arising from various currency exposures. Where it considers appropriate, the Group enters into forward foreign exchange contracts to buy specified amounts of various foreign currencies in the future at a pre-determined exchange rate. The contracts are entered into to hedge future purchase commitments denominated in foreign currencies.

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The Group's exposure to foreign currency risk at the reporting date was as follows:		30 June 201	0		30 June 2009	)
	<b>USD</b> \$000	<b>AUD</b> \$000	<b>CAD</b> \$000	<b>USD</b> \$000	<b>AUD</b> \$000	<b>CAD</b> \$000
Cash and cash equivalents	446	1,683	1,407	2,205	4,547	1,623
Trade receivables	-	1,317	508	5	1,600	314
Commercial bills	-	42,700	-	-	49,400	-
Trade payables	6,263	2,480	400	5,043	3,663	242

The parent entity's financial assets and liabilities are denominated in New Zealand dollars.

### **Group sensitivity**

The Group's principal foreign currency exposures arise from the purchase of overseas sourced products that are primarily invoiced in US dollars. Based on the US dollar trade payables due for payment at 30 June 2010, had the Australian dollar weakened/strengthened by 10% against the US dollar with all other variables held constant, the Group's pre tax profit for the year would have been NZ\$989,000 lower / NZ\$809,000 higher (2009: NZ\$846,000 lower / NZ\$692,000 higher).

The Group does not hedge either economic exposure or the translation exposure arising from the profits, assets and liabilities of Australia, Canada and United States. The effect on the FX translation reserve is contained in note 21.

#### (ii) Cash flow and fair value interest rate risk

The Group's main interest rate risk arises from long-term borrowings. Borrowings issued at variable rates expose the Group to cash flow interest rate risk. Borrowings issued at fixed rates expose the Group to fair value interest rate risk. Group policy is to maintain a minimum 50% in fixed rate instruments. All the Group's borrowings are denominated in Australian Dollars. An analysis by maturities and a summary of the terms and conditions is in note 18.

#### **Group sensitivity**

At 30 June 2010, if interest rates had changed by -/+100 basis points from the year end rates with all other variables held constant, pre tax profit for the year would have been NZ\$517,000 lower/higher (2009: NZ\$605,000 lower/higher), mainly as a result of higher/lower interest expense on commercial bills.

#### (b) CREDIT RISK

Credit risk is managed on a Group basis and refers to the risk of a counterparty failing to discharge an obligation. In the normal course of business, the Group incurs credit risk from trade receivables

and transactions with financial institutions. The Group places its cash and short term deposits with only high credit quality financial institutions. Sales to retail customers are required to be settled via cash, major credit cards or passed onto various credit providers in each country.

#### (c) LIQUIDITY RISK

The Group maintains prudent liquidity risk management with sufficient cash and marketable securities and the availability of funding through an adequate amount of committed credit facilities. Please see note 18 for more information on the Group's borrowings, financing arrangements and interest rate exposures.

#### (d) CASH FLOW AND FAIR VALUE RISK

As the Group has no significant interest-bearing assets, the Group's income and operating cash flows are substantially independent of changes in market interest rates.

#### (e) CAPITAL RISK MANAGEMENT

The main objective of capital risk management is to ensure the Group operates as a going concern, meets debts as they fall due, maintains the best possible capital structure, and reduces the cost of capital. Group capital is regarded as equity as shown in the balance sheet. To maintain or alter the capital structure, the Group has the ability to review the size of the dividends paid to shareholders, return capital or issue new shares, reduce or increase debt or sell assets.

There are a number of external bank covenants in place relating to debt facilities. These covenants are calculated and reported to the bank semi-annually. The principal covenants relating to capital management are the earnings before interest and taxation (EBIT) fixed cover charge ratio, the consolidated debt to earnings before interest, taxation, depreciation and amortisation (EBITDA) and consolidated debt to capitalisation. There have been no breaches of these covenants or events of review for the current or prior period.

	GI	ROUP	PARENT	
NOTE 3 Revenue	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
From continuing operations:				
Sales revenue	443,331	411,999	-	-
Interest revenue	235	290	-	_
Intercompany dividends	-	-	11,198	321,910
Rent income	107	104	-	_
Other revenue	37	286	-	_
	443,710	412,679	11,198	321,910

	GRO	OUP	NT	
NOTE 4 Other income	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
Net foreign exchange gains (net loss in 2009 - see note 6)	941	-	308	-
Other income	235	237	117	83
	1,176	237	425	83

# NOTE 5 Correction of original valuation of the sale of intellectual property

Due to an adjustment to the original valuation of the intellectual property sold from the New Zealand subsidiary, Michael & Co Limited, to the Australian subsidiary, Michael Hill Franchise Pty Limited, the consolidated income tax benefit was overstated by \$2.745m for the year ended 30 June 2009.

In the Group's financial statements, the error had the effect of overstating the consolidated deferred tax asset, total assets, consolidated retained earnings and total equity by \$2.745m as at 30 June 2009. The error also had the effect of overstating the consolidated income tax benefit and profit for the year ended 30 June 2009 by \$2.745m.

In the parent entity's financial statements, the error had the effect of overstating investments in subsidiaries, total assets, retained earnings and total equity by \$20.222m as at 30 June 2009. The error also had the effect of overstating revenue and profit for the year by \$20.222m for the year ended 30 June 2009. All resulting effects on the parent entity are eliminated upon group consolidation.

The error has been corrected by restating each of the affected financial statement line items for the prior year, as described above.

Basic and diluted earnings per share for the prior year have also been restated. The amount of the correction for basic earnings per share was a reduction of 0.72 cents per share and a reduction of 0.71 cents for diluted earnings per share.

for the year ended 30 June 2010

	GR	GROUP		
NOTE 6 Expenses	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
Profit before income tax includes the following specific expenses:				
Depreciation				
Leasehold improvements	5,509	5,270	-	-
Furniture and fittings	1,556	1,534	-	_
Plant and equipment	2,591	2,293	1	2
Motor vehicles	220	304	12	18
Total depreciation	9,876	9,401	13	20
Amortisation				
Software	204	432	-	-
Total amortisation	204	432	=	
Total depreciation and amortisation	10,080	9,833	13	20
Impairment of property, plant and equipment	166	246	-	-
Net loss on disposal of property, plant and equipment	467	71	-	-
Rental expense relating to operating leases	44,469	39,953	-	-
Defined contribution superannuation expense	6,530	5,684	-	_
Net foreign exchange losses (net gain in 2010 - see note 4)	<u> </u>	1,822	-	133
Donations	65	96	-	
Adjustment to intellectual property valuation (see note 5)	•	-	-	20,222

# Remuneration of auditors

During the year the following fees were paid or payable for services provided by the auditor of the parent entity, its related practices and non-related audit firms:

	GROUP		PARENT	
	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
(a) Assurance services	-			
Audit services PricewaterhouseCoopers Australian Firm				
Audit and review of financial reports and other audit work	330	308	-	-
Total remuneration for audit services	330	308	-	-
Total remuneration for assurance services	330	308	-	-
(b) Taxation Services				
PricewaterhouseCoopers Australian Firm				
Tax compliance services, including review of company income tax returns	261	204	-	-
Corporate planning and related tax advice for the Group	370	788	-	_
Related practices of PricewaterhouseCoopers Australian firm				
Tax compliance services, including review of company income tax returns	161	308	-	-
Corporate planning and related tax advice for the Group	238	614	-	_
Total remuneration for taxation services	1,030	1,914	-	-
(c) Advisory services				
PricewaterhouseCoopers Australian Firm				
System reviews	33	87	-	-
Total remuneration for advisory services	33	87	-	
	1,393	2,309	-	_

for the year ended 30 June 2010

	GI	ROUP	PARENT		
NOTE 7 Income tax expense	2010	2009	2010	2009	
·	\$000	\$000	\$000	\$000	
(a) Income tax expense Current tax	3,307	4,906	(263)	(659)	
Deferred tax	811	(50,963)	(203)	(3)	
Under / (over) provided in prior years	287	(582)	148	(0)	
Income tax expense / (benefit)	4,405	(46,639)	(117)	(662)	
Deferred income tax expense / (revenue) included					
in income tax expense comprises decrease / (increase) in					
deferred tax assets (note 13)	811	(50,963)	(2)	(3)	
(b) Numerical reconciliation of income tax expense					
to prima facie tax payable					
Profit from continuing operations before income tax expense	30,914	20,149	10,491	298,846	
Tax at the New Zealand tax rate of 30%	9,274	6,045	3,147	89,654	
Tax effect of amounts which are not deductible (taxable)					
in calculating taxable income:					
Non deductible entertainment expenditure	86	67	1	-	
Non deductible legal expenditure		191	-	191	
Investment allowance	(73)	(170)	-	-	
Share of partnership	(6,555)	(3,946)	-	_	
Dividends not assessable	-	-	(3,360)	(96,573)	
Capital loss not assessable	-	-	<del>-</del>	6,066	
Sundry items	82	93	(53)	-	
	2,814	2,280	(265)	(662)	
Difference in overseas tax rates	96	(44)	-	-	
Change in tax rate on deferred tax balance	55	6	-	-	
Under provision in prior years	114	266	148	-	
Prior year deferred tax not previously recognised		168	-	-	
Tax losses not recognised	1,326	882		-	
Future tax deductions for intellectual property rights	<del>_</del>	(50,197)	-	-	
	1,591	(48,919)	148	-	
Income tax expense / (benefit)	4,405	(46,639)	(117)	(662)	
(c) Tax losses					
Unused tax losses for which no deferred tax has been recognised	7,360	2,939	-	_	
Potential tax benefit @ 34%	2,502	999	-	-	

All unused tax losses were incurred by the USA entity.

	GR	GROUP PAREN			
NOTE 8 Current assets - Cash and cash equivalents	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000	
Cash at bank and in hand	5,020	12,529	14	8	
Deposits at call	1,250	11,000	-	-	
	6,270	23,529	14	8	

#### (a) Cash at bank and on hand

Cash at bank and on hand are non-interest bearing.

### (b) Deposits at call

Deposits at call bear a floating interest rate of 2.60% (2009: 2.50%).

	GR	PARENT		
NOTE 9 Current assets - Trade and other receivables	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
Trade receivables	2,756	4,006	-	-
Provision for doubtful receivables	(644)	(1,098)	-	_
	2,112	2,908	-	_
Other receivables	1,610	1,892	-	-
Prepayments	1,729	1,620	-	_
Related party receivables	-	-	6,236	21,190
	5,451	6,420	6,236	21,190

### (a) Trade receivables

Trade receivables are from sales made to customers mainly through third party credit providers.

#### (b) Bad and doubtful trade receivables

All trade receivables past due have been impaired. The Group has recognised a loss of \$340,000 (2009: \$796,000) in respect of bad and doubtful trade receivables during the year ended 30 June 2010. The loss has been included in 'other expenses' in the income statement.

## (c) Other receivables

Other receivables relate to supplier rebates, security deposits, key money and other sundry receivables.

### (d) Related party receivables

Related party receivables are designated short term with no fixed repayment date.

#### (e) Effective interest rates

All receivables are non-interest bearing.

for the year ended 30 June 2010

	GI	ROUP	PAREI	NT
NOTE 10 Current assets - Inventories	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
Raw materials	9,436	7,234	-	_
Finished goods	133,985	104,527	-	_
Packaging	1,770	2,043	-	_
Display materials	5,684	5,301	-	_
	150,875	119,105	=	=

# Inventory expense

Inventories recognised as an expense during the year ended 30 June 2010 amounted to \$169,882,000 (2009: \$164,765,000). All inventories are held at cost.

	GRO	DUP	PARENT		
NOTE 11 Current assets - Current tax receivables	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000	
Income tax	3,311	2,405	263	3,351	

NOTE 12 Non-current assets - Property, plant and equipment

	Plant and equipment \$000	Fixtures and fittings	Motor vehicles \$000	Leasehold improvements \$000	Total \$000
GROUP		****	****		****
At 1 July 2008					
Cost	14,231	10,775	1,606	36,878	63,490
Accumulated depreciation	(6,776)	(4,708)	(748)	(15,967)	(28,199)
Net book amount	7,455	6,067	858	20,911	35,291
Year ended 30 June 2009					
Opening net book amount	7,455	6,067	858	20,911	35,291
Exchange differences	(189)	(166)	(17)	(439)	(811)
Additions	2,853	1,795	384	5,513	10,545
Additions - make good asset	-	-	-	190	190
Disposals	(5)	(10)	(241)	(32)	(288)
Depreciation charge	(2,293)	(1,534)	(304)	(5,270)	(9,401)
Impairment charge*	(41)	(48)	-	(157)	(246)
Closing net book amount	7,780	6,104	680	20,716	35,280
At 30 June 2009					
Cost	16,718	12,250	1,282	41,601	71,851
Accumulated depreciation	(8,938)	(6,146)	(602)	(20,885)	(36,571)
Net book amount	7,780	6,104	680	20,716	35,280
	·	•		·	
GROUP					
Year ended 30 June 2010					
Opening net book amount	7,780	6,104	680	20,716	35,280
Exchange differences	(46)	(56)		75	(27)
Additions	2,979	1,372	280	5,700	10,331
Additions - make good asset		-	-	81	81
Disposals	(129)	(124)	(199)	(273)	(725)
Depreciation charge	(2,591)	(1,556)	(220)	(5,509)	(9,876)
Impairment charge*	(30)	(1)	-	(135)	(166)
Closing net book amount	7,963	5,739	541	20,655	34,898
At 30 June 2010					
Cost	18,949	13,053	999	45,112	78,113
Accumulated depreciation	(10,986)	(7,314)	(458)	(24,457)	(43,215)
Net book amount	7,963	5,739	541	20,655	34,898
	- , - 00	-,		,	,

<sup>\*</sup> The impairment charged to the property, plant and equipment assets are as a result of losses made by the applicable stores.

for the year ended 30 June 2010

	Plant and equipment	Motor vehicles	Total
PARENT	<u>\$000</u>	\$000	\$000
At 1 July 2008			
Cost	31	89	120
Accumulated depreciation	(27)	(59)	(86)
Net book amount	4	30	34
Year ended 30 June 2009			
Opening net book amount	4	30	34
Depreciation charge	(2)	(18)	(20)
Closing net book amount	2	12	14
At 30 June 2009			
Cost	31	89	120
Accumulated depreciation	(29)	(77)	(106)
Net book amount	2	12	14
PARENT Year ended 30 June 2010			
Opening net book amount	2	12	14
Depreciation charge	(1)	(12)	(13)
Closing net book amount	1	-	1
At 30 June 2010			
Cost	31	89	120
Accumulated depreciation	(30)	(89)	(119)
Net book amount	1	-	1

	GR	PARENT		
NOTE 13 Non-current assets - Deferred tax asset	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
The balance comprises temporary differences attributable to:				
Doubtful debts	188	329	-	-
Fixed assets	50,969	52,563	4	2
Unearned income	228	73	-	-
Employee benefits	2,319	2,224	-	-
Retirement benefit obligations	236	145	-	_
Provision for warranties and legal costs	320	173	-	_
Other provisions	770	847	-	_
Unrealised foreign exchange losses	22	473	-	_
Operating leases	1,007	875	-	_
Prepayments	(115)	(147)	-	_
Tax losses	1,814	1,036	-	_
Net deferred tax assets	57,758	58,591	4	2
Movements:				
Opening balance at 1 July	58,591	7,822	2	(1)
(Charged) / credited to the income statement (note 7)	(811)	50,963	2	3
Prior year adjustment	(4)	(28)	-	_
Foreign exchange differences	(18)	(166)	-	_
Closing balance at 30 June	57,758	58,591	4	2
Expected settlement:				
Within 12 months	4,410	2,979	4	(1)
In excess of 12 months	53,348	55,612	-	3
	57,758	58,591	4	2

for the year ended 30 June 2010

NOTE 14 Non-current assets - Intangible assets	Patents, trademarks and other rights \$000	Computer software \$000	Total \$000
GROUP			
At 1 July 2008			
Cost		3,959	3,959
Accumulated amortisation		(3,075)	(3,075)
Net book amount		884	884
Year ended 30 June 2009			
Opening net book amount	-	884	884
Exchange differences	-	19	19
Amortisation charge*	-	(432)	(432)
Closing net book amount	-	471	471
At 30 June 2009			
Cost	-	4,005	4,005
Accumulated amortisation	-	(3,534)	(3,534)
Net book amount	-	471	471
Year ended 30 June 2010			
Opening net book amount	-	471	471
Exchange differences	-	(1)	(1)
Additions	14	-	14
Amortisation charge*	<u> </u>	(204)	(204)
Closing net book amount	14	266	280
At 30 June 2010			
Cost	14	3,961	3,975
Accumulated amortisation	-	(3,695)	(3,695)
Net book amount	14	266	280

<sup>\*</sup> Amortisation of \$204,000 (2009: \$432,000) is included in depreciation and amortisation expense in the income statement. The parent has no intangible assets.

	GRO	DUP	PARENT		
NOTE 15 Non-current assets - Investments in subsidiaries	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000	
Shares in subsidiaries	-	-	296,869	279,375	

The subsidiaries of Michael Hill International Limited are set out in note 25. All investments in subsidiary companies are eliminated on consolidation.

	GF	PARENT		
NOTE 16 Current liabilities - Trade and other payables	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
Trade payables	28,162	25,084	98	-
Accrued expenses	6,709	1,593	-	_
Deferred Income	760	504	-	_
Other payables	8,145	8,447	58	53
	43,776	35,628	156	53

for the year ended 30 June 2010

	GRO	OUP	PARE	NT
NOTE 17 Current liabilities - Provisions	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
Employee benefits - long service leave	1,195	995	-	_
Returns provision	923	625	-	_
Make good provision	71	52	-	_
	2,189	1,672	-	-

#### (a) Employee benefits - long service leave

The liability for long service leave is measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

#### (b) Returns provision

Provision is made for the estimated sale returns for the Group's 30 day change of mind policy. Management estimates the provision based on historical sale return information and any recent trends that may suggest future claims could differ from historical amounts.

## (c) Make good provision

The Group has an obligation to restore certain leasehold sites to their original condition when the lease expires. This provision represents the present value of the expected future make good commitment. Amounts charged to the provision represent both the cost of make good costs incurred and the costs incurred which mitigate the final liability prior to the lease expiry.

## (d) Movements in provisions

Movements in each class of provision during the financial year are set out below:

	benefits	provision	provision	Total
Group - 2010	\$000	\$000	\$000	\$000
Carrying amount at start of year	995	625	52	1,672
Additional provisions recognised	372	929	20	1,321
Amounts incurred and charged	(158)	(631)	-	(789)
Exchange differences	(14)	-	(1)	(15)
Carrying amount at end of year	1,195	923	71	2,189

Employee

Returns Make good

	GR	GROUP		
NOTE 18 Non-current liabilities - Borrowings	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
Secured				
Bank loans	51,707	60,487	-	-
Total non-current borrowings	51,707	60,487	-	-

#### (a) Assets pledged as security

These advances, together with the bank overdraft, are secured by floating charges over all of the Group's assets. The Group utilises bank bills for financing the operations of the business.

### (b) Financing arrangements

Unrestricted access was available at balance date to the following lines of credit:

	GR	GROUP		PARENT	
	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000	
Credit standby arrangements					
Total facilities					
Bank overdrafts	4,211	4,224	-	-	
Commercial bill acceptance facility	92,117	93,143	-	_	
	96,328	97,367	-	_	
Used at balance date					
Bank overdrafts	-	-	-	-	
Commercial bill acceptance facility	51,707	60,487	-		
	51,707	60,487	-	_	
Unused at balance date					
Bank overdrafts	4,211	4,224	-	-	
Commercial bill acceptance facility	40,410	32,656	-		
	44,621	36,880	-	_	

The bank overdraft facilities and the commercial bill acceptance facility may be drawn at any time and are subject to annual review.

### (c) Interest rate risk exposures

The following table sets out the Group's exposure to interest rate risk, including the contractual repricing dates and the effective weighted average interest rate by maturity periods. Exposures arise predominantly from liabilities bearing variable interest rates as the Group intends to hold fixed rate liabilities to maturity. The carrying amount of commercial bills reflects fair value.

for the year ended 30 June 2010

		FIXED INTEREST RATE						
2010	Floating interest rate \$000	1 year or less \$000	Over 1 to 2 years \$000	Over 2 to 3 years \$000	Over 3 to 4 years \$000	Over 4 to 5 years \$000	Over 5 years \$000	<b>Total</b> <b>2010</b> \$000
Commercial bill acceptance facility	-	39,598	9,687	-	2,422	-	-	51,707
Weighted average interest rate	-	6.72%	6.83%	-	7.54%	-	-	

		FIXED INTEREST RATE						
2009	Floating interest rate \$000	1 year or less \$000	Over 1 to 2 years \$000	Over 2 to 3 years \$000	Over 3 to 4 years \$000	Over 4 to 5 years \$000	Over 5 years \$000	<b>Total 2009</b> \$000
Commercial bill acceptance facility	-	15,550	32,693	9,795	-	2,449	-	60,487
Weighted average interest rate	-	7.45%	7.18%	6.83%	-	7.54%	-	

	GRO	OUP	PARENT		
NOTE 19 Non-current liabilities - Provisions	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000	
Employee benefits - long service leave	1,012	1,109	-	-	
Make good provision	236	166	-	-	
	1,248	1,275	-		

# (a) Employee benefits - long service leave

The basis used to measure the liability for long service leave is set out in note 17(a).

# (b) Make good provision

The basis used to calculate the make good provision is set out in note 17(c).

# (c) Movements in provisions

Movements in each class of provision during the financial year are set out below: Make good provision **Employee** Total benefits \$000 \$000 \$000 **GROUP - 2010** Carrying amount at start of year 1,109 166 1,275 Additional provisions recognised 84 84 Amounts incurred and charged (12)(99)(87)Exchange differences (10)(2)(12)236 1,248 Carrying amount at end of year 1,012

	I	PARENT		
NOTE 20 Contributed equity	2010 Shares	<b>2009</b> Shares	<b>2010</b> \$000	<b>2009</b> \$000
(a) Share capital: Ordinary shares				
- Fully paid (b)	383,053,190	383,053,190	4,141	4,141
- Treasury stock held for Employee Share Scheme (c)	(584,290)	(584,290)	(291)	(291)
	382,468,900	382,468,900	3,850	3,850

### (b) Fully paid ordinary share capital

DATE	DETAILS	NUMBER OF SHARES	ISSUE PRICE	\$000
1 July 2008	Opening balance	383,053,190	-	4,141
30 June 2009	Balance	383,053,190	-	4,141
1 July 2009	Opening balance	383,053,190	-	4,141
30 June 2010	Balance	383,053,190	-	4,141

#### (c) Treasury stock

Treasury shares are shares in Michael Hill International Limited that are held by Michael Hill Trustee Company Limited for the purpose of issuing shares under the Michael Hill International Employee Share Scheme (see note 25).

PARENT		PARENT	
2010 Shares	2009 Shares	<b>2010</b> \$000	<b>2009</b> \$000
584,290	584,290	291	291
584,290	584,290	291	291

#### (d) Ordinary shares

Ordinary shares entitle the holder to participate in dividends and the proceeds on winding up of the company in proportion to the number of and amounts paid on the shares held. On a show of hands every holder of ordinary shares present at a meeting in person or by proxy, is entitled to one vote, and upon a poll each share is entitled to one vote.

### (e) Employee share scheme

Information relating to the Michael Hill International Limited Employee Share Scheme, including details of shares issued under the scheme, is set out in note 26.

#### (f) Options

Information relating to the Michael Hill International Limited Employee Option Plan, including details of options issued, exercised and lapsed during the financial year and options outstanding at the end of the financial year, is set out in note 26.

for the year ended 30 June 2010

	GRO	PARENT		
NOTE 21 Reserves and retained profits	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
(a) Reserves				
Share-based payments reserve	610	400	610	400
Foreign currency translation reserve	2,165	4,226	-	-
	2,775	4,626	610	400
Share-based payments reserve				
Balance 1 July	400	220	400	220
Option expense (note 26(c))	210	180	210	180
Balance 30 June	610	400	610	400
Foreign currency translation reserve				
Balance 1 July	4,226	3,966	-	-
Currency translation differences arising during the year	(2,061)	260	-	-
Balance 30 June	2,165	4,226	-	-
			•	

# (i) Share-based payments reserve

The share-based payments reserve is used to recognise the fair value of options issued but not exercised.

# (ii) Foreign currency translation reserve

Exchange differences arising on translation of the foreign controlled entities are taken to the foreign currency translation reserve, as described in note 1(d). The reserve is recognised in profit and loss when the net investment is disposed of.

	GROUP		PARENT		
(b) Retained profits	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000	
Balance 1 July	138,263	82,965	299,637	11,619	
Net profit for the year	26,509	66,788	10,608	299,508	
Dividends	(11,474)	(11,490)	(11,474)	(11,490)	
Balance 30 June	153,298	138,263	298,771	299,637	

		ent
NOTE 22 Dividends	<b>2010</b> \$000	<b>2009</b> \$000
(a) Ordinary shares Final dividend for the year ended 30 June 2009 of 1.5 cents (2008 - 2.0 cents) per fully paid share paid on 12 October 2009 (2008 - 13 October 2008).	5,737	7,661
Interim dividend for the year ended 30 June 2010 of 1.5 cents (2009 - 1.0 cent) per fully paid share paid on 1 April 2010 (2009 - 2 April 2009).	5,737	3,829
Total dividends provided for or paid	11,474	11,490
(b) Dividends not recognised at year end Since year end, the Directors have declared the payment of a final dividend of 2.5 cents per fully paid ordinary share (2009 - 1.5 cents). No imputation credits are attached to the final dividend. The aggregate amount of the proposed dividend expected to be paid on 11 October 2010 out of retained profits at 30 June 2010, but not recognised as a liability at year end, is	9,562	5,737

### (c) Imputed dividends

The dividends are fully imputed. Supplementary dividends of \$0 (2009: \$331,000) were paid to shareholders not tax-resident in New Zealand for which the Group received a foreign investor tax credit entitlement.

The final dividend recommended after 30 June 2010 will not be imputed out of existing imputation credits or out of imputation credits arising from the payment of income tax in the year ending 30 June 2010.

	GROUP		PARENT	
	2010	2009	2010	2009
	\$000	\$000	\$000	\$000
Imputation credits available for subsequent financial years based on a tax rate of 30%	1,718	552	1,205	552

The above amounts represent the balance of the imputation account as at the end of the financial year, adjusted for:

- (a) imputation credits that will arise from the payment of the amount of the provision for income tax
- (b) imputation debits that will arise from the payment of dividends recognised as a liability at the reporting date, and
- (c) imputation credits that will arise from the receipt of dividends recognised as receivables at the reporting date.

The consolidated amounts include imputation credits that would be available to the parent entity if distributable profits of subsidiaries were paid as dividends. The impact on the imputation account of the dividend recommended by the directors since year end, but not recognised as a liability at year end, will be a reduction in the imputation account to nil (2009: \$ nil).

for the year ended 30 June 2010

NOTE 23 Earnings per share         2010 Cents         2009 Cents		GR	OUP
A Basic earnings per share Profit attributable to the ordinary equity holders of the company  (b) Diluted earnings per share Profit attributable to the ordinary equity holders of the company  (c) Reconciliations of earnings used in calculating earnings per share Profit attributable to the ordinary equity holders of the company used in calculating basic earnings per share Profit attributable to the ordinary equity holders of the company used in calculating basic earnings per share Profit attributable to the ordinary equity holders of the company used in calculating basic earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share Profit attributable to the ordinary shares used as the denominator Profit attributable to the ordinary shares used as the denominator Profit attributable to the ordinary shares used as the denominator Profit attributable to the ordinary shares used as the denominator Profit attributable to the ordinary shares used as the denominator Profit attributable to the ordinary shares used as the denominator Profit attributable to the ordinary shares used as the denominator Profit attributable to the ordinary shares used as the denominator Profit attributable to the ordinary shares used as the denominator Profit attributable to the ordinary shares used as the d	NOTE 23 Earnings per share		
Profit attributable to the ordinary equity holders of the company 6.93 17.46   (b) Diluted earnings per share 6.92 17.44   Profit attributable to the ordinary equity holders of the company 6.92 17.44   2010 2009 2009   8000 \$000   Ce) Reconciliations of earnings used in calculating earnings per share 26,509 \$66,788   Profit attributable to the ordinary equity holders of the company used in calculating basic earnings per share 26,509 \$66,788   Diluted earnings per share 26,509 \$66,788   Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share 26,509 \$66,788   (d) Weighted average number of shares used as the denominator 26,509 \$66,788   Weighted average number of ordinary shares used as the denominator 2010 \$2000   Number \$1000 \$1000   Number \$1000 \$1000   Number \$1000 \$1000   Adjustments for calculation of diluted earnings per share: \$24,269,000 \$34,269,000   Treasury Stock \$54,290 \$584,290 \$584,290   Weighted average number of ordinary shares and potential ordinary shares \$584,290 \$584,290		Cents	Cents
Profit attributable to the ordinary equity holders of the company    Company		6.93	17.46
Profit attributable to the ordinary equity holders of the company    Company			
Co. Reconciliations of earnings used in calculating earnings per share Basic earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share  (d) Weighted average number of shares used as the denominator  Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share  Adjustments for calculation of diluted earnings per shares Treasury Stock  Weighted average number of ordinary shares and potential ordinary shares	• •		
Co   Reconciliations of earnings used in calculating earnings per share   Basic earnings per share   Profit attributable to the ordinary equity holders of the company used in calculating basic earnings per share   Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share   Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share   Co   Weighted average number of shares used as the denominator   Co   Weighted average number of ordinary shares used as the denominator   Co   Number   Number	Profit attributable to the ordinary equity holders of the company	6.92	17.44
(c) Reconciliations of earnings used in calculating earnings per share  Basic earnings per share  Profit attributable to the ordinary equity holders of the company used in calculating basic earnings per share  Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share  Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share  (d) Weighted average number of shares used as the denominator  Weighted average number of ordinary shares used as the denominator  in calculating basic earnings per share  Adjustments for calculation of diluted earnings per share:  Treasury Stock  Weighted average number of ordinary shares and potential ordinary shares  Weighted average number of ordinary shares and potential ordinary shares		GR	OUP
(c) Reconciliations of earnings used in calculating earnings per share  Basic earnings per share  Profit attributable to the ordinary equity holders of the company used in calculating basic earnings per share  Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share  Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share  (d) Weighted average number of shares used as the denominator  Weighted average number of ordinary shares used as the denominator  in calculating basic earnings per share  Adjustments for calculation of diluted earnings per share:  Treasury Stock  Weighted average number of ordinary shares and potential ordinary shares		2010	2009
Basic earnings per share Profit attributable to the ordinary equity holders of the company used in calculating basic earnings per share  Diluted earnings per share Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share  (d) Weighted average number of shares used as the denominator  (d) Weighted average number of ordinary shares used as the denominator  Weighted average number of ordinary shares used as the denominator  in calculating basic earnings per share  Adjustments for calculation of diluted earnings per share:  Treasury Stock  Weighted average number of ordinary shares and potential ordinary shares		\$000	\$000
Profit attributable to the ordinary equity holders of the company used in calculating basic earnings per share    Company   Co			
Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share  (d) Weighted average number of shares used as the denominator  (d) Weighted average number of ordinary shares used as the denominator  Weighted average number of ordinary shares used as the denominator  in calculating basic earnings per share  Adjustments for calculation of diluted earnings per share:  Treasury Stock  Weighted average number of ordinary shares and potential ordinary shares		26,509	66,788
(d) Weighted average number of shares used as the denominator    Calculation   Calculation of diluted earnings per shares     Treasury Stock   S84,290     Treasu	Diluted earnings per share		
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share Adjustments for calculation of diluted earnings per share: Treasury Stock Weighted average number of ordinary shares and potential ordinary shares	Profit attributable to the ordinary equity holders of the company used in calculating diluted earnings per share	26,509	66,788
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share Adjustments for calculation of diluted earnings per share: Treasury Stock Weighted average number of ordinary shares and potential ordinary shares			
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share Adjustments for calculation of diluted earnings per share: Treasury Stock Weighted average number of ordinary shares and potential ordinary shares	(d) Weighted average number of shares used as the denominator	GR	OUP
in calculating basic earnings per share Adjustments for calculation of diluted earnings per share: Treasury Stock Weighted average number of ordinary shares and potential ordinary shares  382,468,900 382,468,900 584,290 584,290			
Adjustments for calculation of diluted earnings per share:  Treasury Stock  Weighted average number of ordinary shares and potential ordinary shares  584,290  584,290	Weighted average number of ordinary shares used as the denominator		
Treasury Stock 584,290 Weighted average number of ordinary shares and potential ordinary shares	in calculating basic earnings per share	382,468,900	382,468,900
Weighted average number of ordinary shares and potential ordinary shares	Adjustments for calculation of diluted earnings per share:		
· · · · · · · · · · · · · · · · · · ·	Treasury Stock	584,290	584,290
used as the denominator in calculating diluted earnings per share 383,053,190 383,053,190			
	used as the denominator in calculating diluted earnings per share	383,053,190	383,053,190

# (e) Information concerning the classification of securities

## (i) Options

Options granted to employees under the Michael Hill International Limited Employee Option Plan are considered to be potential ordinary shares and have been included in the determination of diluted earnings per share to the extent to which they are dilutive. The options have not been included in the determination of basic earnings per share. Details relating to the options are set out in note 26.

#### (ii) Treasury Stock

Treasury stock held under the Michael Hill International Limited Employee Share Scheme are considered to be potential ordinary shares and have been included in the determination of diluted earnings per share. Treasury stock have not been included in the determination of basic earnings per share. Details relating to treasury stock are set out in note 20.

### **NOTE 24** Related party transactions

#### (a) Directors

The names of persons who were Directors of the company at any time during the financial year are as follows: R M Hill, M R Parsell, L W Peters, G J Gwynne, M R Doyle, A C Hill, E J Hill.

#### (b) Key management personnel compensation

Key management personnel compensation for the years ended 30 June 2010 and 2009 is set out below. The key management personnel are all the directors of the company and the five executives with the greatest authority for the strategic direction and management of the company.

	SHORT-TERM BENEFITS	POST-EMPLOYMENT BENEFITS	OTHER LONG- TERM BENEFITS	TERMINATION BENEFITS	SHARE-BASED PAYMENTS	TOTAL
	\$000	\$000	\$000	\$000	\$000	\$000
2010	3,800	290	-	-	160	4,250
2009	2,227	133	-	-	156	2,516

#### (c) Other transactions with key management personnel or entities related to them

Information on transactions with key management personnel or entities related to them, other than compensation, are set out below.

#### **Employee Share Scheme**

Key management personnel can subscribe in cash for ordinary shares via the Michael Hill International Limited Employee Share Scheme on the same terms and conditions that applied to other employees.

#### (d) Subsidiaries

The ultimate parent and controlling entity of the group is Michael Hill International Limited. Interests in subsidiaries are set out in note 25.

NOTE 24 Related party transactions cont.		UP	PA	PARENT	
The following transactions occurred with related parties:	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000	
Interest revenue					
Subsidiaries	-	-	117	83	
	-	-	117	83	
Dividend revenue					
Subsidiaries	-	-	11,198	321,910	
	<u> </u>	-	11,198	321,910	
Payments made on behalf of parent entity					
Director's fees	<del>_</del>	-	526	521	
Other expenses	<del>_</del>	-	772	1,989	
	-	-	1,298	2,510	
Other transactions					
Opening balance	<del>_</del>	-	21,192	10,522	
Loans advanced	-	-	3,682	321,993	
Loans repaid	<u> </u>	-	(18,638)	(311,323)	
Closing balance	-	-	6,236	21,192	

## **NOTE 25** Subsidiaries

The consolidated financial statements incorporate the assets, liabilities and results of the following subsidiaries in accordance with the accounting policy described in note 1(b):

	COUNTRY OF	CLASS OF		HOLDING
NAME OF ENTITY	INCORPORATION	SHARES	2010 %	2009 %
Michael Hill Jeweller Limited	New Zealand	Ordinary	100	100
Michael & Company Limited (liquidated during 2010)	New Zealand	Ordinary	-	100
Michael Hill Trustee Company Limited	New Zealand	Ordinary	100	100
Michael Hill Finance (NZ) Limited	New Zealand	Ordinary	100	100
Michael Hill Franchise Holdings Limited	New Zealand	Ordinary	100	100
MHJ (US) Limited	New Zealand	Ordinary	100	100
Michael Hill Jeweller (Australia) Pty Limited	Australia	Ordinary	100	100
Michael Hill Wholesale Pty Limited	Australia	Ordinary	100	100
Michael Hill Manufacturing Pty Limited	Australia	Ordinary	100	100
Michael Hill Franchise Pty Limited	Australia	Ordinary	100	100
Michael Hill Franchise Services Pty Limited	Australia	Ordinary	100	100
Michael Hill Finance (Limited Partnership)	Australia	=	100	100
Michael Hill Group Services Pty Limited	Australia	Ordinary	100	100
Michael Hill Jeweller (Canada) Limited	Canada	Ordinary	100	100
Michael Hill LLC	United States	Ordinary	100	100

### **NOTE 26** Share-based payments

#### (a) Employee Option Plan

Options are granted from time to time at the discretion of Directors to senior executives within the group. Motions to issue options to related parties of Michael Hill International Limited are subject to the approval of shareholders at the Annual General Meeting in accordance with the Group's constitution.

Options are granted under the plan for no consideration. Options are granted for a six or ten year period.

The six year options are only exercisable in the final three years. 25% of the options granted are exercisable during the fourth year, a further 25% during the fifth year and the remaining options outstanding can be exercised in the final year.

The ten year options are exercisable at any time during the final five years.

Options granted under the plan carry no dividend or voting rights.

When exercisable, each option is convertible into one ordinary share.

The exercise price of the options granted is set at 15% (six year options) or 30% (ten year options) above the weighted average price at which the company's shares are traded on the New Zealand Stock Exchange for the calendar month following the announcement by the Group to the New Zealand Stock Exchange of its annual results.

Set out below are summaries of options granted under the plans:

GRANT DATE	EXPIRY DATE	EXERCISE PRICE	BALANCE AT START OF THE YEAR	GRANTED DURING THE YEAR	EXERCISED DURING THE YEAR	EXPIRED DURING THE YEAR	BALANCE AT END OF THE YEAR	EXERCISABLE AT END OF THE YEAR
			Number	Number	Number	Number	Number	Number
GROUP AND PARENT - 2010								
7 November 2007	30 Sept 2017	\$1.253	4,250,000	-	-	-	4,250,000	-
24 August 2009	30 Sept 2019	\$0.94	-	200,000	-		200,000	-
5 November 2009	30 Sept 2019	\$0.94	-	150,000	-		150,000	-
Total			4,250,000	350,000	-	-	4,600,000	-
Weighted average exercise price			\$1.253	\$0.94	-	-	\$1.23	
GROUP AND PARENT - 2009								
7 November 2007	30 Sept 2017	\$1.253	4,750,000	-	-	(500,000)	4,250,000	
Weighted average exercise price			\$1.253	-	-	\$1.253	\$1.253	<u> </u>

Options granted during the 2010 financial year are detailed below. No options were granted during the 2009 financial year.

The weighted average remaining contractual life of share options outstanding at the end of the period was 7.4 years (2009 - 8.25 years).

## Notes to the financial statements cont.

for the year ended 30 June 2010

#### Details of options granted

On the 7th November 2007, the Directors authorised the issue of 4,750,000 options to subscribe for ordinary shares in the Company to six senior management personnel in the Group, including 2,000,000 to Mike Parsell in his capacity of CEO of the Group. The issue of options for Mike Parsell was subject to the approval of the shareholders at the annual meeting on the 8th November 2007, in accordance with the Company's constitution. The motion to issue options to Mike Parsell was passed at the annual meeting. The exercise price of \$1.253 for all 4,750,000 options was set at 30% above the weighted average price of the Company's ordinary shares in the 20 business days following the announcement on 17 August 2007 to the New Zealand Stock Exchange of its consolidated results for the year ended 30 June 2007.

The options may be exercised in the period immediately following the announcement of the Company's annual financial results for the year ending 30 June 2012 through to 30 June 2017.

The value of the options was calculated using the Black-Scholes option valuation model and the value of the options at the time of granting was \$500,000 for the options available to Mike Parsell and \$687,500 collectively for the other five option holders.

The fair value at grant date is independently determined using a Black-Scholes option pricing model that takes into account the exercise price, the term of the option, the vesting and performance criteria, the impact of dilution, the non-tradeable nature of the option, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk-free interest rate for the term of the option.

The model inputs for options granted during the year ended 30 June 2008 included:

- (a) options are granted for no consideration, have a ten year life, and are exercisable in the period immediately following the announcement of the Company's annual financial results for the year ending 30 June 2012 through to 30 June 2017
- (b) exercise price: \$1.253
- (c) grant date: 7 November 2007
- (d) expiry date: 30 September 2017
- (e) share price at grant date: \$1.035
- (f) expected price volatility of the company's shares: 20%
- (g) expected dividend yield: 4.5%
- (h) risk-free interest rate: 6.35%

The expected price volatility is based on the historic volatility (based on the remaining life of the options), adjusted for any expected changes to future volatility due to publicly available information.

The Directors authorised the issue of 200,000 options on the 24 August 2009 and 150,000 options on the 5 November 2009 to subscribe for ordinary shares in the Company to 3 senior management personnel in the Group. The exercise price of \$0.94 for all 350,000 options was set at 30% above the weighted average price of the Company's ordinary shares in the 20 business days following the announcement on 24 August 2009 to the New Zealand Stock Exchange of its consolidated results for the year ended 30 June 2009.

The options may be exercised in the period immediately following the announcement of the Company's annual financial results for the year ending 30 June 2014 through to 30 June 2019.

The value of the options was calculated using the Black-Scholes option valuation model and the value of the options at the time of granting was \$45,700 collectively for the option holders.

The fair value at grant date is independently determined using a Black - Scholes option pricing model that takes into account the exercise price, the term of the option, the vesting and performance criteria, the impact of dilution, the non- tradeable nature of the option, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk-free interest rate for the term of the option.

The model inputs for options granted during the year ended 30 June 2010 included:

- (a) options are granted for no consideration, have a ten year life, and are exercisable in the period immediately following the announcement of the Company's annual financial results for the year ending 30 June 2014 through to 30 June 2019
- (b) exercise price: \$0.94
- (c) grant date: 200,000 options on 23 September 2009 and 150,000 options on 18 December 2010
- (d) expiry date: 30 September 2019
- (e) share price at grant date: 200,000 options \$0.75 and 150,000 options \$0.67
- (f) expected price volatility of the company's shares: 30%
- (g) expected dividend yield: 4.5%
- (h) risk-free interest rate: 5.6% on 23 September and 6% on 18 December 2009

The expected price volatility is based on the historic volatility (based on the remaining life of the options), adjusted for any expected changes to future volatility due to publicly available information.

#### (b) Employee share scheme

The Michael Hill International Limited Employee Share Scheme was established by Michael Hill International Limited in 2001 to assist employees to become shareholders of the Company. Employees are able to purchase shares in the Company at a 10% discount to the average market price over the two weeks prior to the invitation to purchase. The shares will be held by a Trustee for a one year period during which time any dividends derived will be paid to the employee.

	GROUP		PARENT	
	2010	2009	2010	2009
	Number	Number	Number	Number
Shares issued to participating employees (fully paid)	-	-	=	-
Not yet allocated to employees	584,290	584,290	584,290	584,290

During the year, nil (2009 - nil) shares were issued to the Michael Hill Employee Share Ownership Plan at an average price of nil (2009 - nil). Michael Hill International Limited acquired no shares through on-market purchases on the New Zealand Stock Exchange during the year that related to the employee share scheme.

#### (c) Expenses arising from share-based payment transactions

Total expenses arising from share-based payment transactions recognised during the period as part of employee benefits expense were as follows:

		GROUP		PARENT	
	2	2010	2009	2010	2009
	\$	000	\$000	\$000	\$000
ued under employee option plan		210	180	(180)	180

## Notes to the financial statements cont.

for the year ended 30 June 2010

NOTE 27 Reconciliation of profit after income tax to net cash inflow from operating activities

	GROUP		PA	PARENT	
	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000	
Profit for the year	26,509	66,788	10,608	299,508	
Depreciation	9,876	9,401	13	20	
Amortisation	204	432	-	-	
Non-cash employee benefits expense - share-based payments	210	180	(180)	180	
Other non-cash expenses	85	56	(13,325)	(298,865)	
Net loss on sale of non-current assets	467	71	-	-	
Deferred taxation	833	(50,769)	(2)	(3)	
Net exchange differences	(2,364)	(399)	(308)	132	
Decrease in trade and other receivables	969	897	-	=	
(Increase) / decrease in inventories	(31,770)	24,603	-	-	
(Increase) / decrease in current tax receivables	(906)	(3,045)	3,088	(974)	
Increase / (decrease) in trade and other payables	8,148	(859)	103	(1)	
Increase in provisions	490	287	-	-	
Net cash inflow / (outflow) from operating activities	12,751	47,643	(3)	(3)	

### **NOTE 28** Commitments

#### Operating leases

The Group leases all shops and in addition, various offices and warehouses under non-cancellable operating leases expiring within various periods of up to fifteen years. The leases have varying terms, escalation clauses and renewal rights. On renewal, the terms of the leases are renegotiated. The Group also leases various plant and machinery under cancellable operating leases. The Group is required to give six months notice for termination of these leases.

	GROUP		PARENI	
	<b>2010</b> \$000	<b>2009</b> \$000	<b>2010</b> \$000	<b>2009</b> \$000
Commitments for minimum lease payments in relation to				
non-cancellable operating leases are payable as follows:				
Within one year	28,852	32,056	-	-
Later than one year but not later than five years	66,078	72,133	-	-
Later than five years	13,196	11,453	-	-
	108,126	115,642	=	=



No material losses are anticipated in respect of any of the above contingent liabilities.

The Group has no other material contingent liabilities as at balance date.

### (b) Contingent assets

The company has no material contingent assets existing as at balance date.

NOTE 30 Events occurring after the balance sheet date

There were no significant events occurring after 30 June 2010.

# Analysis of shareholding

#### **TWENTY LARGEST SHAREHOLDERS AS AT 31 JULY 2010**

	ORDINARY SHARES	% OF SHARES
R.M. Hill, A.C. Hill, Veritas Hill Limited (as trustees)	98,059,900	25.60
D.W. Hewitt, Veritas Hill Limited (as trustees)	80,916,220	21.12
Accident Compensation Corporation	19,266,569	5.03
Bond St Custodians Limited	16,568,400	4.33
Citibank Nominees (New Zealand) Limited	11,933,795	3.12
Tea Custodians Limited	11,669,092	3.05
Peters MacGregor Investments Limited	7,444,600	1.94
Peters MacGregor PTY Limited	7,367,000	1.92
M.R. Parsell	5,859,890	1.53
Peters Macgregor Holdings Pty Limited	4,633,000	1.21
New Zealand Superannuation Fund Nominees Ltd	4,002,000	1.04
GMS Group Nominees Pty Ltd	3,810,000	0.99
R.L. Parsell	3,560,250	0.93
R.M. Hill, A.C. Hill, Veritas Hill Limited (as trustees)	3,456,900	0.90
NZ Guardian Trust Investment Nominees Ltd	3,053,700	0.80
Double Dragon Superannuation Pty Limited	2,370,000	0.62
P.R. Taylor	2,000,000	0.52
Custodial Services Limited	1,967,420	0.51
W.K. Butler, C.A. Butler, R.M.J. Urlich	1,823,640	0.48
E.J. Hill	1,524,750	0.40
Total	291,287,126	76.04

#### SHAREHOLDING BY RANGE OF SHARES AS AT 31 JULY 2010

	NO. OF HOLDERS	% OF HOLDERS	NO. OF SHARES
1 - 9,999	1,827	48.7	7,151,421
10,000 - 49,999	1,562	41.6	29,945,017
50,000 - 99,999	210	5.6	13,175,984
100,000 & over	153	4.1	332,780,768
Total	3,752	100%	383,053,190

#### SUBSTANTIAL SECURITY HOLDERS

The following shareholders hold 5% or more of the issued capital of the Company and have filed notices with the Company under the Securities Amendment Act 1988 that they are substantial security holders in the Company.

	NO. OF ORDINARY SHARES
R.M. Hill, A.C. Hill, Veritas Hill Limited (as trustees)	98,059,900
D.W. Hewitt, Veritas Hill Limited (as trustees)	80,916,220
L.W. Peters	46,618,500
Accident Compensation Corporation	19,266,569

Total number of issued voting securities of the Company as at 31 July 2010 is 382,468,900.

An additional 584,290 shares are held as Treasury stock for the Company's Staff share purchase scheme.

#### **DIRECTORS & ASSOCIATED INTERESTS' SHARE HOLDINGS**

The table below sets out the relevant interests in equity securities of Directors and Associated Persons of Directors at 30 June 2010, in terms of Listing Rule 10.5.3 of the New Zealand Exchange Listing Rules.

	RELEVANT INTEREST OF DIRECTOR	RELEVANT INTEREST OF ASSOCIATED PERSON
R.M. Hill & A.C. Hill	182,433,020	321,150
M.R. Parsell	5,859,890	3,700,400
G.J. Gwynne	1,472,000	
L.W. Peters	46,618,500*	
M.R. Doyle		4,500,000**
E.J. Hill	1,524,750	

<sup>\*</sup> includes 34,618,500 ordinary shares held by clients under management.

<sup>\*\*</sup> includes 3,500,000 ordinary shares held under management for others.

# Share price performance

			HIGH		LOW	as at	30/6/10
PRICES FOR SHARES TRADED DURING THE YEAR			\$0.76		\$0.60		\$0.69
	2010	2009	2008	2007	2006	2005	2004
SEVEN YEAR COMPARATIVE REVIEW OF SHARE PRICES AS AT 30 JUNE	\$0.69	\$0.60	\$0.72	\$1.01	\$0.76	\$0.76	\$0.60

Note: a 10 for 1 share split occurred on 19 November 2007. The previous years have been adjusted for comparative purposes.

## Shareholder information

Information specifically for investors and shareholders is featured on our website. www.michaelhill.com

It includes our latest share and historical share prices over the last six years. It also includes any announcements and powerpoint presentations made to Analysts and the Press at the time of the release of our half year and annual financial results to the New Zealand Stock Exchange each year. A copy of the Company's Constitution, minutes of the last Annual Meeting, and the Company's Insider Trading Policy are also available on the website.

Any shareholders with queries relating to their shareholding or dividend payments etc., should direct their enquiries to:

Computershare Investor Services Limited

Private Bag 92119

Auckland 1020

Phone 09 488 8777

## Financial calendar

#### ANNUAL MEETING

Friday 5th November 2010 at 10.30 am. Museum of New Zealand, Te Papa Cable St Wellington

#### **DIVIDENDS PAYABLE**

Interim - April Final - October

#### FINANCIAL RESULTS ANNOUNCED

Half year - February Annual - August



# **Corporate directory**

#### **DIRECTORS**

R.M. Hill, C.N.Z.M (Chairman)

E.J. Hill B.Com., M.B.A. (Deputy Chairman) M.R. Parsell (Chief Executive Officer)

G.J. Gwynne

L.W. Peters M.B.A., FFin.

M.R. Doyle A.C. Hill Dip F.A.

#### COMPANY SECRETARY

W.K. Butler B.Com., E.C.I.S.

#### REGISTERED OFFICE

The Offices of Kensington Swan

Level 9

89 The Terrace

Wellington

(All communications to

GPO Box 2922

Brisbane, QLD 4001, Australia)

#### CORPORATE HEAD OFFICE

Metroplex on Gateway 7 Smallwood Place Murarrie, Qld 4172

GPO Box 2922

Brisbane QLD 4001, Australia Telephone 617 3399 0200

Fax 617 3399 0222

#### SHARE REGISTRAR

Computershare Investor Services Limited

Level 2,159 Hurstmere Rd

Takapuna

North Shore City

Investor Enquiries (09) 488 8777

#### **SOLICITORS**

Kensington Swan

PO Box 10246

Wellington

New Zealand

#### **AUDITORS**

Price water house Coopers

Riverside Centre 123 Eagle Street

Brisbane, QLD

Australia

#### **BANKERS**

ANZ Banking Group (New Zealand) Limited

Australia and New Zealand Banking Group Limited

Bank of America N.A.

Bank of Montreal

#### WEBSITE

www.michaelhill.com

#### **EMAIL**

inquiry@michaelhill.com.au



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