



Full Year Results to 30 June 2004

**Michael Hill
International**



Financial Highlights

	\$000's	\$000's	
<u>12 months ended</u>	<u>30/6/04</u>	<u>30/6/03</u>	<u>% Var.</u>
Sales Revenue	259,777	224,802	+15.5%
EBIT before abnormals	24,905	17,772	+40.0%
EBIT after abnormals	24,905	19,313	+29.0%

More Highlights

	\$000's	\$000's	
<u>12 months ended</u>	<u>30/6/04</u>	<u>30/6/03</u>	<u>% Var</u>
Profit after tax (before building)	15,060	10,244	+47.0%
Profit after tax (including building)	15,060	11,570	+30.0%
Return on Shareholders funds	28.0%	22.0%	
Operating Cash Flow	24,779	6,789	+265%
Net Debt	27,737	40,177	-31%

More Highlights

12 months ended

30/6/04

30/6/03

New Stores Opened

Australia	9	8
New Zealand		3
Canada		4
Total	9	15

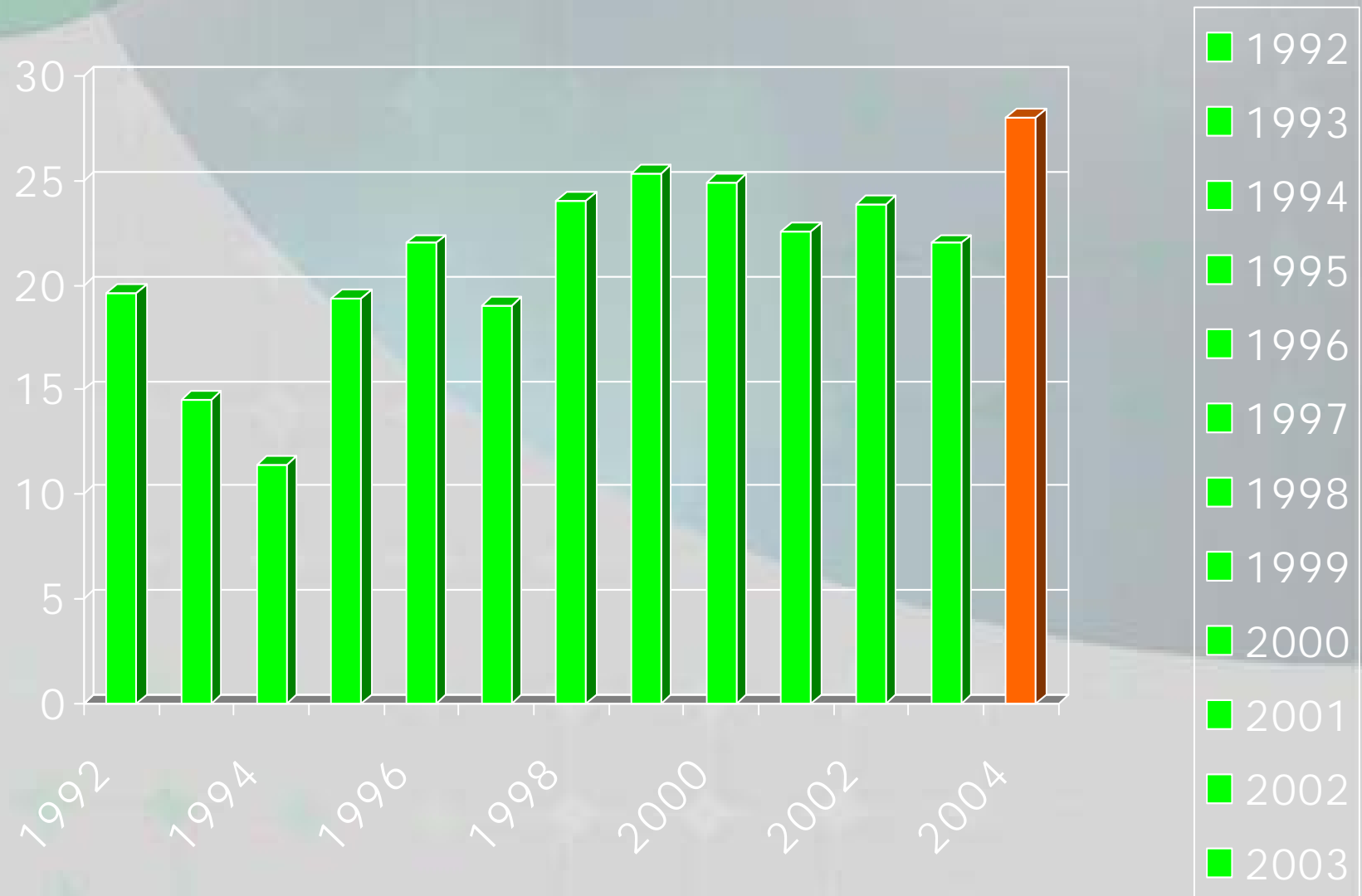
Total Stores Operating

Australia	93	84
New Zealand	46	46
Canada	4	4
Total	143	134

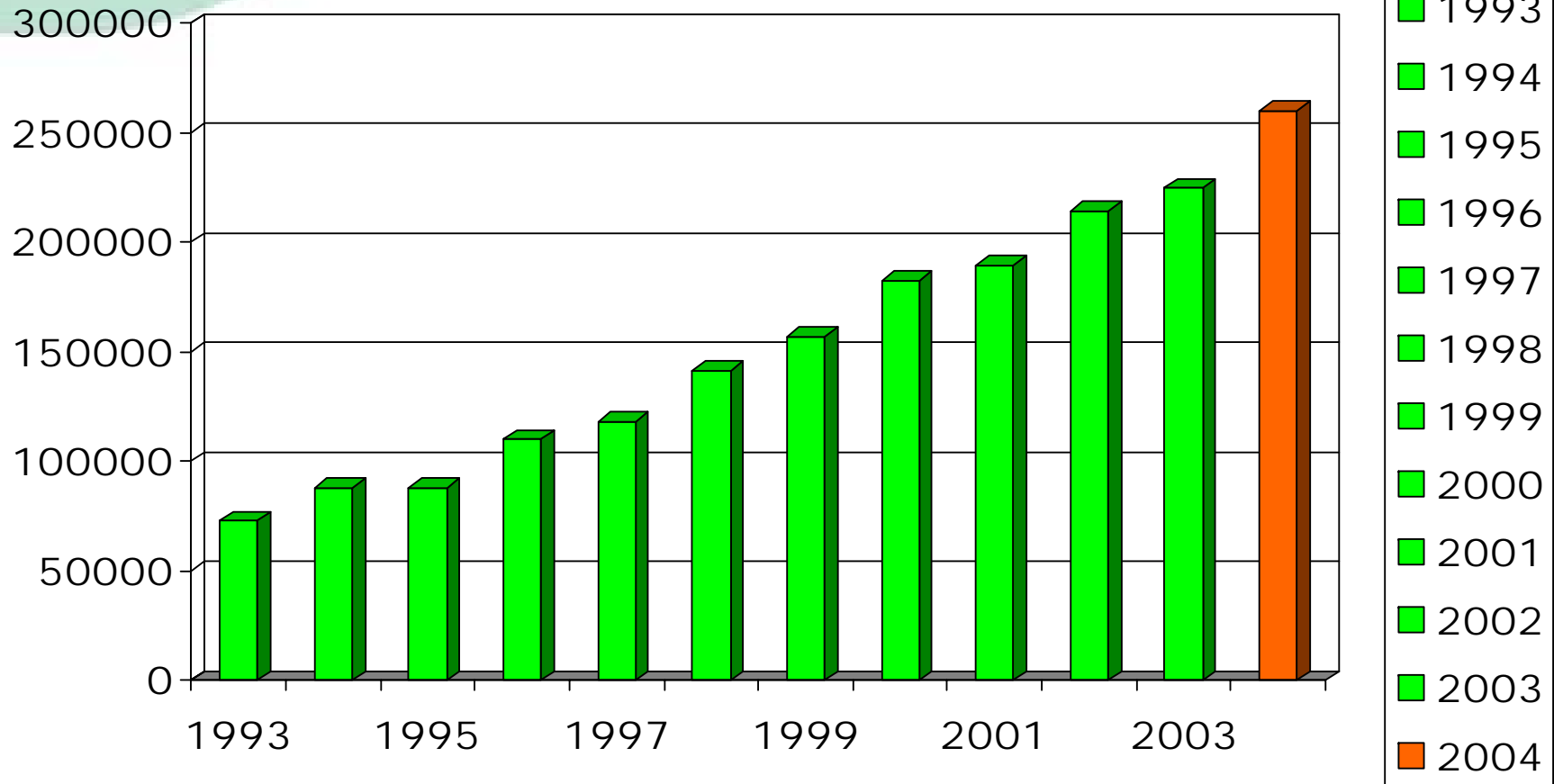
Same Store Sales

<u>12 Months ended</u>	<u>30/6/04</u>	<u>30/6/03</u>
Australia	9.8%	5.7%
New Zealand	1.2%	1.0%

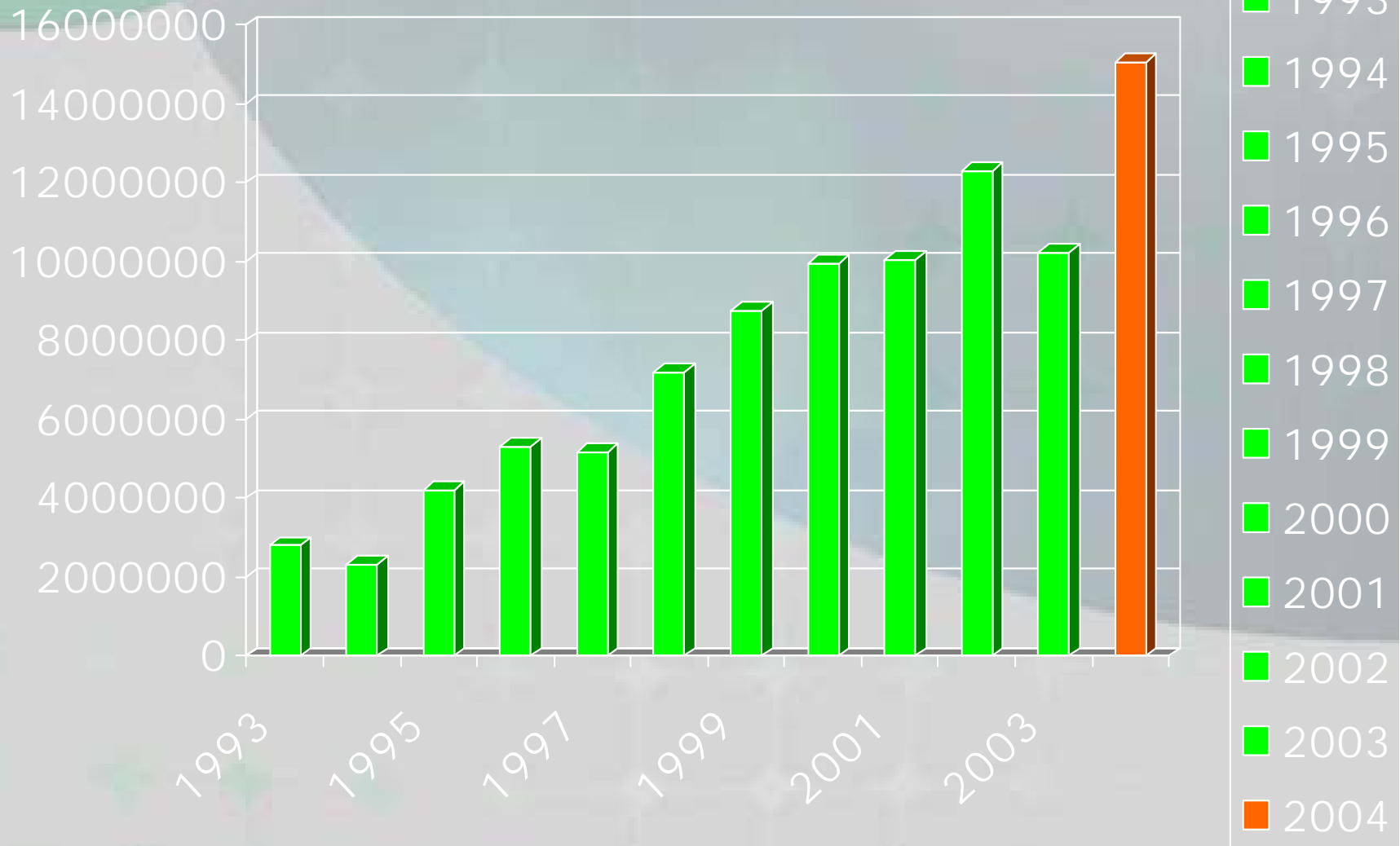
Return on Average Shareholders Funds



Group Revenue to 30 June 2004



Net Profit after tax to 30 June (before abnormals)



Divisional Results in NZ \$000's

Australia

	<u>2004</u>	<u>2003</u>	<u>% Inc</u>
Revenue	167,206	138,710	20.5%
EBIT before abnormals	18,160	12,377	46.7%
As a % of Revenue	10.9%	8.9%	

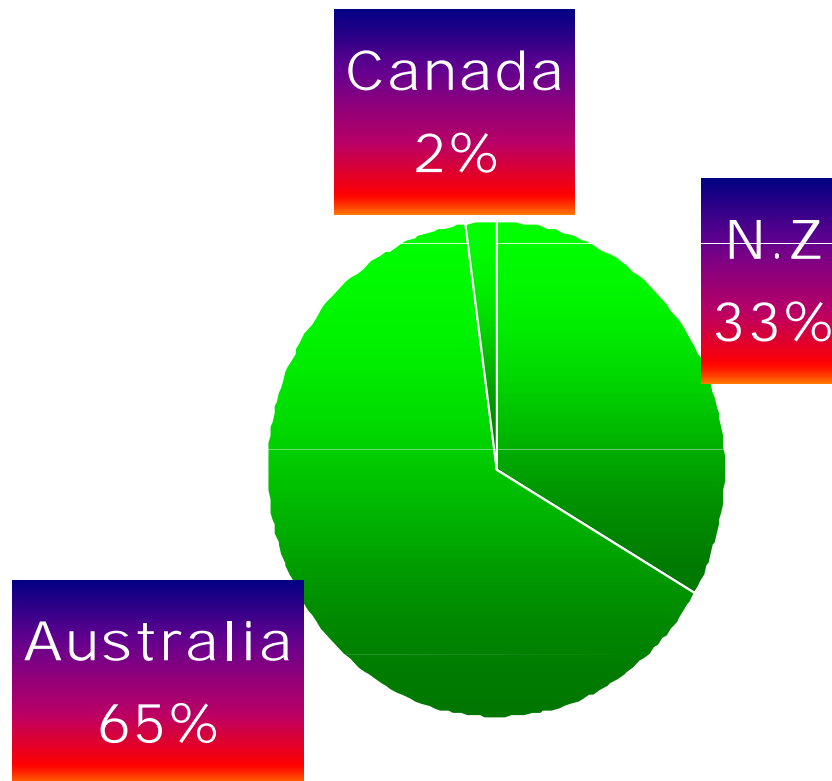
New Zealand

Revenue	86,711	83,784	3.5%
EBIT before abnormals	11,009	10,644	3.4%
As a % of Revenue	12.7%	12.7%	

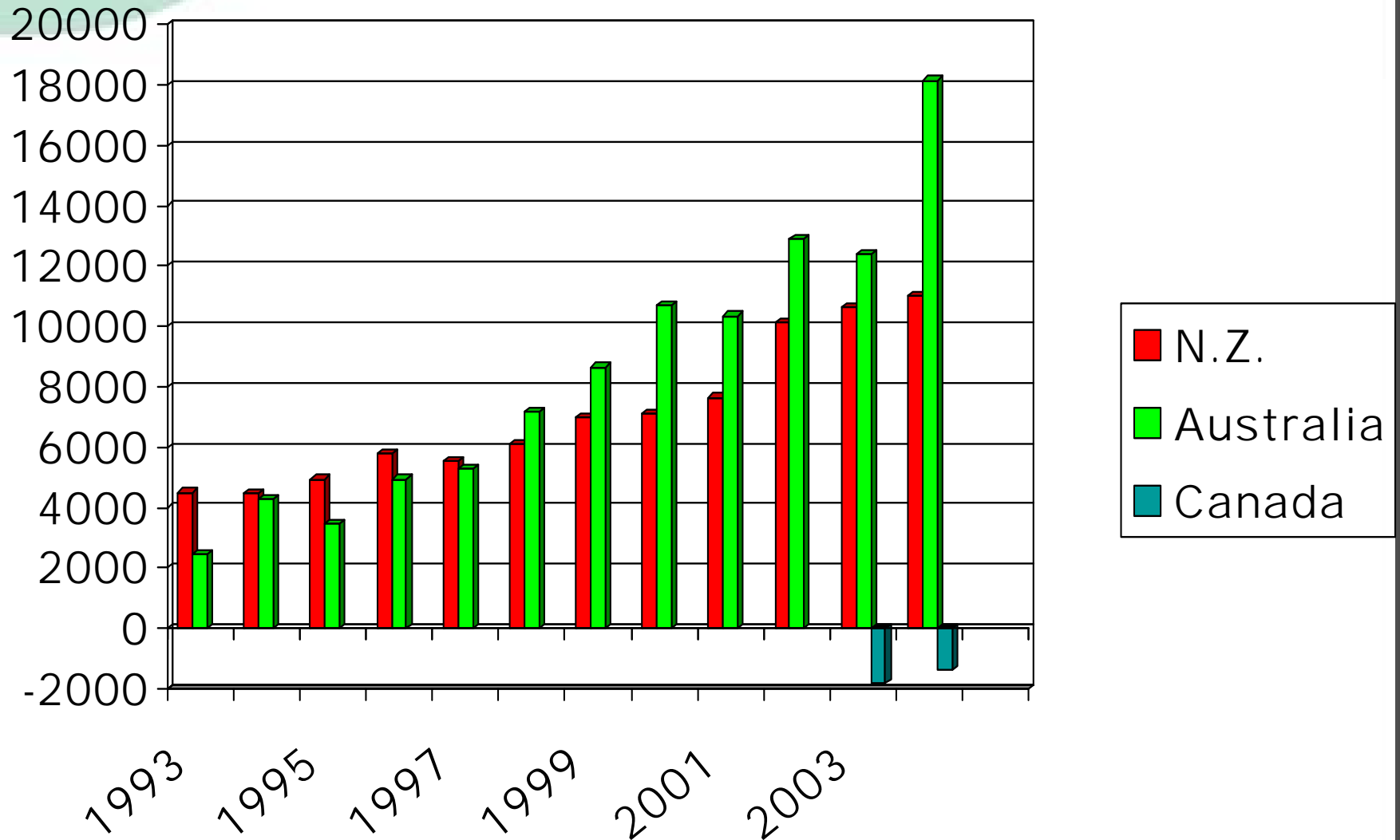
Divisional Results in NZ \$000's

<u>Canada</u>	<u>2004</u>	<u>2003</u>	<u>+/-%</u>
Revenue	5,860	2,308	+154%
EBIT	(1,366)	(1,802)	-24%

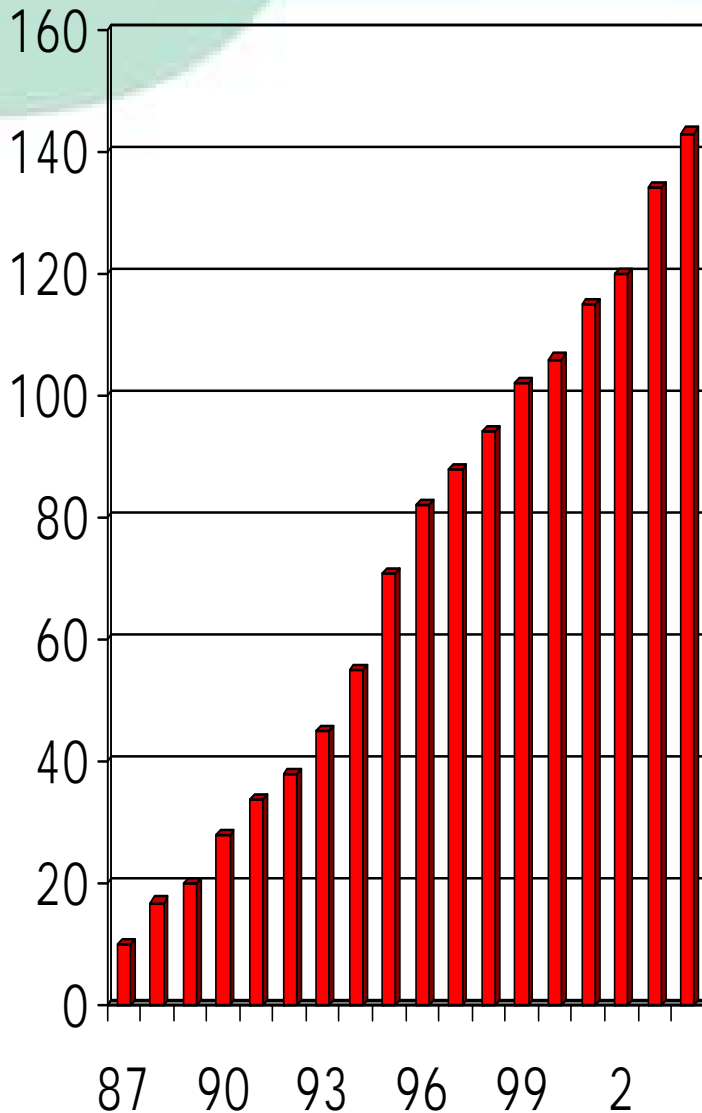
Divisional Revenue to 30 June 2004



EBIT CONTRIBUTIONS NZ\$000's



Total Jewellery Stores

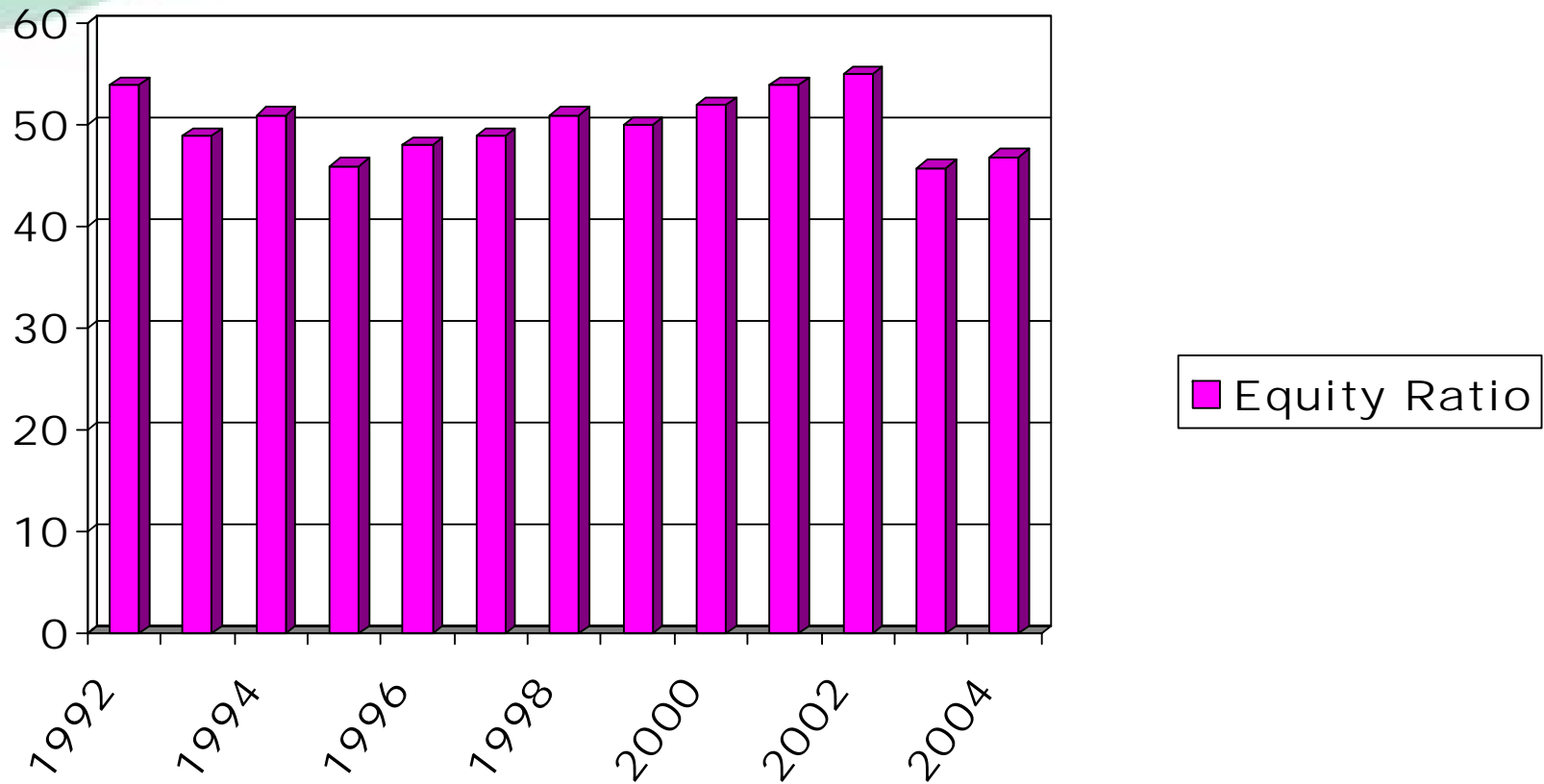


- 1990 - 28
- 1991 - 34 +6
- 1992 - 38 +4
- 1993 - 45 +7
- 1994 - 55 +10
- 1995 - 71 +16
- 1996 - 82 +11
- 1997 - 88 +6
- 1998 - 94 +6
- 1999 - 102 +8
- 2000 - 106 +4
- 2001 - 115 +9
- 2002 - 120 +5
- 2003 - 134 +15
- 2004 - 143 +9

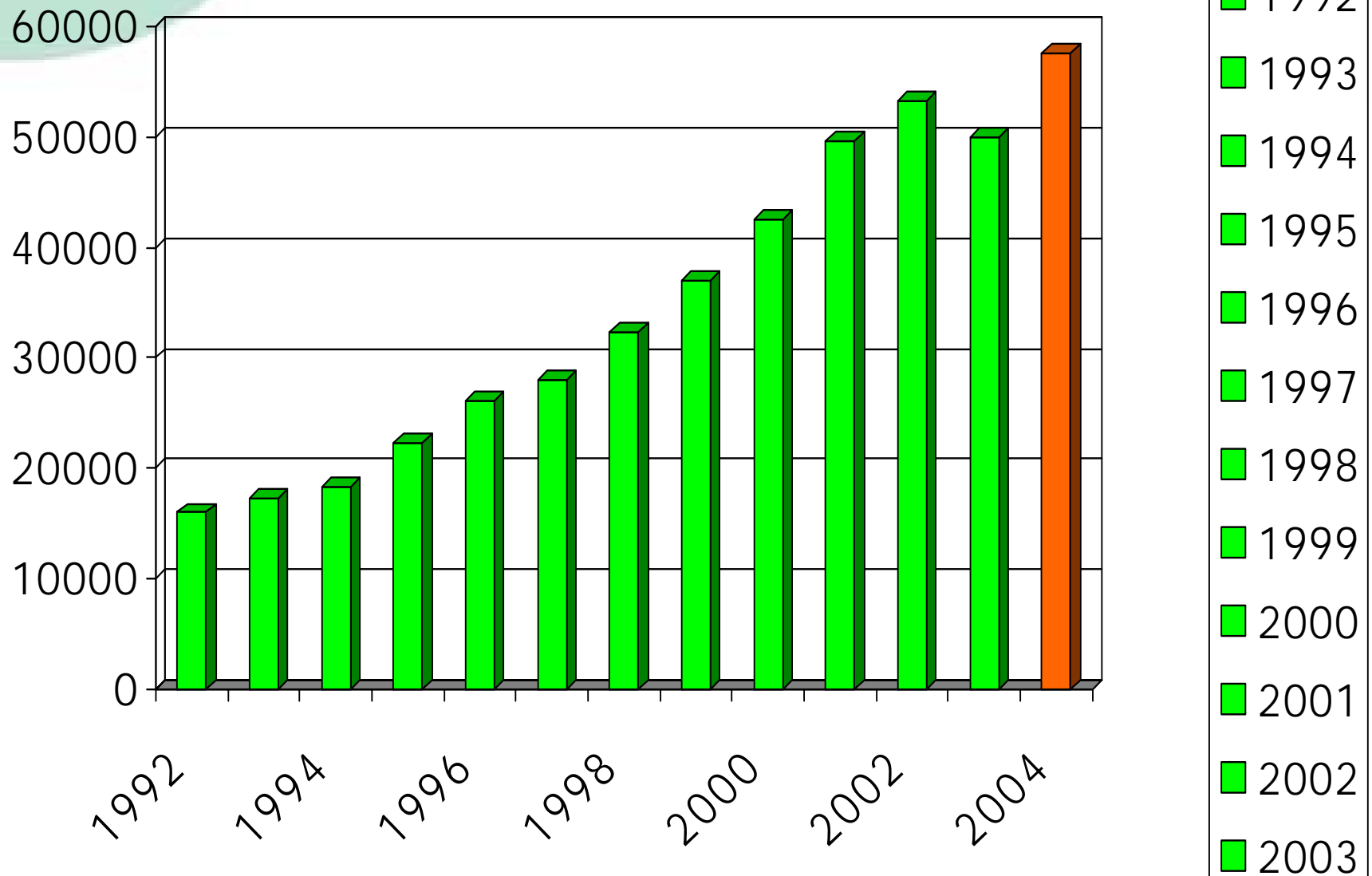
Balance Sheet Features

	<u>30/6/04</u>	<u>30/6/03</u>
Shareholders' Funds (000's)	57,607	50,048
Equity Ratio	46.9%	45.8%
Current Ratio	4.3:1	5.4:1
Net Debt	27,737	40,177
Interest Cover	8.8	7.2

EQUITY RATIO



Shareholders' Funds NZ\$000's



Cash Flows

<u>Year Ending 30th June \$000's</u>	<u>2004</u>	<u>2003</u>
Net Operating Cash Flows	24,779	6,789
Net Investing Cash Flows	(6,124)	(4,841)
Net Financing Cash Flows	(6,487)	78

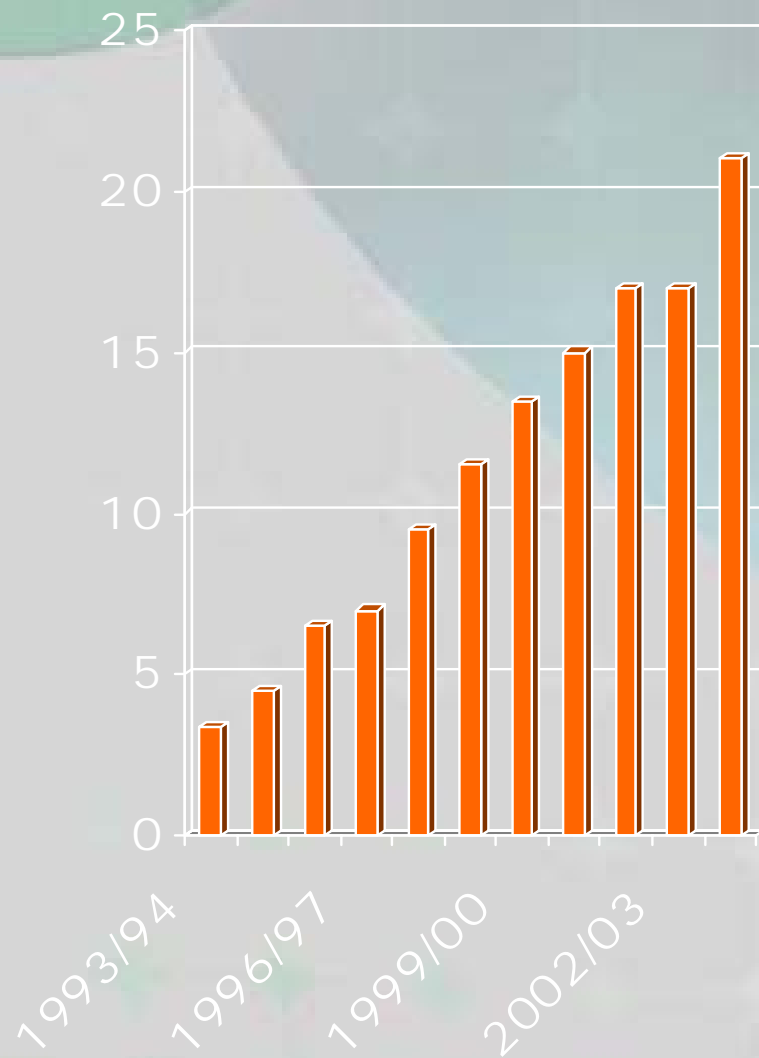
Final Dividend

- **1996/97** **3.5 cents per share**
- **1997/98** **5.0 cents per share**
- **1998/99** **6.0 cents per share**
- **1999/00** **7.5 cents per share**
- **2000/01** **8.5 cents per share**
- **2001/02** **10.0 cents per share**
- **2002/03** **10.0 cents per share**
- **2003/04** **13.0 cents per share**
- **Paid 18th October 2004**
- **Dividend fully imputed for NZ shareholders**
- **Franking credits for Australian shareholders as well.**

Full Year Dividend

- **1996/97** **7.0 cents per share**
- **1997/98** **9.5 cents**
- **1998/99** **11.5 cents**
- **1999/00** **13.5 cents**
- **2000/01** **15.0 cents**
- **2001/02** **17.0 cents**
- **2002/03** **17.0 cents plus 20 cent
special div (Oct 02)**
- **2003/04** **21.0 cents**

Full Year Dividend Growth (Not including Special Div.)



- 1993/94 3.4c
- 1994/95 4.5c
- 1995/96 6.5c
- 1996/97 7.0c
- 1997/98 9.5c
- 1998/99 11.5c
- 1999/00 13.5c
- 2000/01 15.0c
- 2001/02 17.0c
- 2002/03 17.0c
- 2003/04 21.0c

Growth Philosophy

Controlled Profitable Growth

- Emphasis on improving existing stores

Australian 2003/04 Growth

9 stores opened in year to 30/6/04 giving 93 stores trading

- **Karrinyup,
Perth**
- **Warrick
Grove, Perth**
- **Whitford
City, Perth**
- **Broadmeadow,
Melbourne**
- **Cat and Fiddle,
Tasmania**
- **Lismore, NSW**
- **North Lakes,
Brisbane**
- **Geelong Central,
Melbourne**
- **Beenleigh, Brisbane**

NZ Expansion

Stores Operating 30/6/04	46
Objective for 04/05	2
Possibilities for 05/06	2
Possibilities for 06/07	2
Total	52

Australian Expansion

Stores operating	30/6/04	93
Objective	04/05	12
Goal	05/06	12
Goal	06/07	12
Goal	07/08	12

Currently 140 store locations have been currently identified.

Canada

- Progressing very well
- Further growth in Canada for 04/05 year – up to 4 new stores.

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Thank You