## michael hill

## Half year report to 31 December 2007



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## COMPANY PROFILE

Michael Hill International operates Michael Hill Jeweller - a global retail jewellery chain with 210 stores in Australia, New Zealand and Canada as at 31 December 2007. The Company had its origins in 1979 when Michael Hill opened the 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 and record sales.

The company grew rapidly, expanding to 10 stores by 1987 - the same year it was listed on the New Zealand Stock Exchange. 1987 also saw expansion into Australia with the opening of two stores in October, in the Brisbane suburbs of Indooroopilly and Chermside. In 2002, the Company expanded in to Canada, opening its first stores in Vancouver.

Today the group employs over 2,000 full and part time staff in retailing, manufacturing and administration. It has approximately 3,000 shareholders and is proud of its consistently high returns to shareholders averaging over $25 \%$ in the past 5 years.


## HIGHLIGHTS OF THE HALF YEAR

Group Revenue up 4.8\% to $\$ 209.191 \mathrm{~m}$
Group Profit after tax up $27.1 \%$ to $\$ 19.480 \mathrm{~m}$
19 new stores opened (one closed) during the period:
New Zealand 2
Australia 11
Canada 6

## Total Stores open across Group at 31 December 2007-210

Canadian operation continues to grow and produced an operating surplus for the half year

Interim dividend increased 20\% to 1.2 cents, fully imputed and franked


AFTER TAX
\$ millions to 31 December

December 2004-2007 figures are presented under NZ IFRS and are not directly comparable to prior periods as these are under previous NZ GAAP.

## FINANCIAL CALENDAR

Dividends Payable: Interim - April, Final - October
Financial Results Announced: Half Year - February, Annual - August

## RESULTS IN BRIEF <br> for the six months ended 31 December 2007

(NZ\$) $\quad 31$ Dec $07 \quad 31$ Dec $06 \quad \pm \%$

Trading results

| Group revenue (\$000's) | $\mathbf{2 0 9 , 1 9 1}$ | 199,569 | $4.8 \%$ |
| :--- | ---: | ---: | ---: |
| Group profit after tax (\$000's) | $\mathbf{1 9 , 4 8 0}$ | 15,331 | $27.1 \%$ |

Financial position at period end

| Total assets (\$000's) | $\mathbf{1 9 9 , 7 2 4}$ | 162,308 | $23.1 \%$ |
| :--- | ---: | ---: | ---: |
| Total shareholders' funds (\$000's) | $\mathbf{8 4 , 8 4 0}$ | 80,013 | $6.0 \%$ |

Key measures

| Earnings per share (basic) | $\mathbf{5 . 1 0 \boldsymbol { }}$ | $3.91 \notin$ |
| :--- | ---: | ---: |
| Shareholders' equity | $\mathbf{4 2 . 5 \%}$ | $49.3 \%$ |
| Interest cover (times) | $\mathbf{1 2 . 5}$ | 14.3 |
| Current ratio | $\mathbf{3 . 0}: 1$ | 3.2 .1 |

Number of stores 31 December

| New Zealand | $\mathbf{5 2}$ | 50 |
| :--- | ---: | ---: |
| Australia | $\mathbf{1 3 6}$ | 123 |
| Canada | $\mathbf{2 2}$ | 16 |
| Total | $\mathbf{2 1 0}$ | 189 |

Distribution to shareholders
Interim dividend per ordinary share
$1.2 \phi \quad 1.0 \phi$
Note that the Company performed a
1:10 share split during the half year
Contributed equity
Ordinary shares (excluding treasury) $\mathbf{3 8 0 , 4 6 8 , 9 0 0} 39,232,946$

| Treasury stock | $\mathbf{5 8 4 , 2 9 0}$ | 75,654 |
| :--- | ---: | ---: |
| Contributed equity (\$000's) | $\mathbf{\$ 2 , 5 4 1}$ | $\$ 13,858$ |

## Options Issued

2,000,000 - expiry date 30/6/2008, exercise price \$0.615
4,750,000 - expiry date 30/9/2014, exercise price \$1.25

## REPORT OF THE DIRECTORS

## Profit Announcement

Michael Hill International today announced a tax paid profit of $\$ 19.480 \mathrm{~m}$ for the six months ended 31 December 2007 compared to $\$ 15.331 \mathrm{~m}$ for the previous corresponding period.

## Performance Highlights

- Operating revenue of $\$ 209.191 \mathrm{~m}$ up $4.8 \%$
- EBIT of $\$ 30.799 \mathrm{~m}$ up $27.8 \%$
- Net profit after tax of $\$ 19.480 \mathrm{~m}$ up $27.1 \%$
- 19 new stores opened during the six months and 1 closed
- Total of 210 stores open at 31 December 2007
- Fully imputed interim dividend of 1.2 cents


## New Zealand Retail Operations

The New Zealand retail segment revenue decreased by $1.1 \%$ to $\$ 53.672 \mathrm{~m}$ for the six months with earnings before interest and tax (EBIT) of $\$ 9.097 \mathrm{~m}$ an increase of $12.1 \%$ on the corresponding period last year.
The operating surplus as a percentage of revenue increased from $15.0 \%$ to $16.9 \%$.
Same store sales during the six months decreased by 3.0\% (last year 7.6\% increase).
There were 52 stores operating in New Zealand as at 31 December 2007.
2 new stores opened in New Zealand during the period, as follows:

- Upper Hutt, Trentham
- South City, Christchurch


## Australian Retail Operations

The Australian retail segment increased its revenue by $5.8 \%$ to $\mathrm{NZ} \$ 137.462 \mathrm{~m}$ for the six month period with EBIT of NZ\$18.048m
compared to NZ\$15.070m for the previous corresponding period an increase of 19.8\%. The operating surplus as a percentage of revenue increased from $11.6 \%$ to $13.1 \%$.
Same store sales decreased by $1.6 \%$ for the six months (last year 5.5\% increase).
11 new stores were opened in Australia during the period, as follows:

- Winston Hills, NSW
- Rouse Hill, NSW
- Lake Macquarie, NSW
- Fig Tree Plaza, NSW
- Dapto Mall, NSW
- Forest Hill, Victoria
- Calamvale, QLD
- Garden City, QLD
- West Lakes, South Australia
- Gateways, Western Australia
- Armadale, Western Australia

One under performing store was closed during the period giving a total of 136 stores operating in Australia at 31 December 2007.

## Canadian Retail Operations

The Canadian retail segment improved its revenue 22.9\% for the six months to NZ\$17.691m.
Same stores sales decreased 3.7\% for the six months (last year 4.2\% increase).
There was an operating surplus of NZ\$0.488m for the six months compared to NZ\$0.502m for the previous corresponding period. The company, however, entered the Ontario market in East Canada in July and established a separate retail management team to manage this market. This has added some infra-structure costs to the Canadian
operation but will in the long term allow the company to grow more effectively in the years to come. The 5 stores opened in this new market during the 6 months and did not contribute fully for the period. The existing West Canada operation experienced solid growth for the 6 months with an operating profit of $\mathrm{C} \$ 0.801 \mathrm{~m}$ compared to $\mathrm{C} \$ 0.444 \mathrm{~m}$ for the corresponding period last year.
6 new stores were opened during the period:

- West Edmonton Mall, Alberta
- Fairview Park, Ontario
- Burlington Mall, Ontario
- Pen Centre, Ontario
- White Oaks, Ontario
- Masonville, Ontario

There were 22 stores open as at 31 December 2007.

## Interim Dividend

The Directors are pleased to announce an interim dividend of $1.2 \not \subset$ per share (2007 $1.0 \phi$ ), with full imputation credits attached for New Zealand shareholders and full franking credits for Australian shareholders. The dividend will be paid on Monday, 1st April 2008 with the record date being Tuesday 18th March 2008.

## Cash Flows / Balance Sheets

The Group has reported net operating cash flows of $\$ 5.648 \mathrm{~m}$ for the six months, compared to $\$ 32.064 \mathrm{~m}$ for the previous year. The reduced surplus from operations, compared to last year, is a direct result of increased investment in inventory both for new stores but also to fund extended diamond ranges consistent with our brand strategy.

Since the announcement of a share buy-back on 26 March 2007, the company bought back $1,203,281$ shares amounting to $\$ 11.466 \mathrm{~m}$ which resulted in the reduction in contributed equity. The company also performed a 10 for 1 share split on the 19 November 2007.
The Group's balance sheet is very sound with an equity ratio of $42.5 \%$ as at 31 December 2007 (49.3\% in 2006) and a working capital ratio of 3.0:1 (3.2:1 in 2006).

## Summary

The Directors were pleased with the result for the six months which was achieved with a focus on supply chain and margin management which impacted on the second quarter.
The Group's philosophy of controlled profitable growth will continue and further new stores are being evaluated for all three countries as opportunities arise.
The Directors remain confident in the continued growth and profitability of the Group.


Michael Hill
Chairman
22 February 2008

## PRICENATERHOUSECOOPERS …

## ACCOUNTANTS' REPORT

to the shareholders of Michael Hill International Limited

## PricewaterhouseCoopers

ABN 52780433757
Riverside Centre 123 Eagle Street Brisbane Qld 4000 GPO Box 150

We have reviewed the interim financial statements ("financial statements") on pages 10-19. The financial statements provide information about the past financial performance and cash flows of the Group, comprising Michael Hill International Limited and its subsidiaries for the half year ended 31 December 2007 and its financial position as at that date. This information is stated in accordance with the accounting policies set out on page 15.

## Directors' responsibilities

The Company's Directors are responsible for the preparation and presentation of the financial statements that present fairly the financial position of the Group as at 31 December 2007 and its financial performance and cash flows for the half year ended on that date.

## Accountants' responsibilities

We are responsible for reviewing the financial statements presented by the Directors in order to report to you whether, in our opinion and on the basis of the procedures performed by us, anything has come to our attention that would indicate that the financial statements do not present fairly the matters to which they relate.

## Basis of opinion

A review is limited primarily to enquiries of company personnel and analytical review procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit on the financial statements and, accordingly, we do not express an audit opinion.
We have reviewed the financial statements of the Group for the half year ended 31 December 2007 in accordance with the Review Engagement Standards issued by the Institute of Chartered Accountants of New Zealand.
We have no relationship with or interests in Michael Hill International Limited or its subsidiaries other than in our capacities as accountants conducting this review, auditors under the Companies Act 1993, tax and accounting advisors.

## Review opinion

We have reviewed the financial performance and cash flows of the Group for the half year ended 31 December 2007 and its financial position as at that date.
Based on our review nothing has come to our attention that causes us to believe that the financial statements do not present fairly the financial position of the Group as at 31 December 2007 and its financial performance and cash flows for the half year ended on that date in
accordance with both International Accounting standard 34 and New Zealand Equivalent to International Accounting Standard 34, Interim Financial Reporting and International Financial Reporting Standard 1 and New Zealand Equivalent to International Financial Reporting Standard 1, First-time Adoption of International Financial Reporting Standards.
Our review was completed on 22 February 2008 and our review opinion is expressed as at that date.


Chartered Accountants
Brisbane

I, Robert Roach, am currently a member of The Institute of Chartered Accountants in Australia and my membership number is 20656.
PricewaterhouseCoopers was the firm appointed to undertake the review of Michael Hill International Ltd for the half year ended 31 December 2007. I was responsible for the execution of the review and delivery of our firm's accountants' report. The review work was completed on 22 February 2008.


## INCOME STATEMENT for the six months ended 31 December 2007

|  | $\begin{array}{r} 31 \text { Dec } 07 \\ \$ 000 \end{array}$ | $\begin{array}{r} 31 \text { Dec } 06 \\ \$ 000 \end{array}$ |
| :---: | :---: | :---: |
| Revenue from continuing operations | 209,191 | 199,569 |
| Other income | 1,565 | 55 |
| Cost of goods sold | $(78,292)$ | $(81,711)$ |
| Employee benefits expense | $(52,300)$ | $(48,671)$ |
| Occupancy costs | $(14,934)$ | $(13,119)$ |
| Depreciation and amortisation expense | $(4,090)$ | $(3,634)$ |
| Loss on disposal of property, plant and equipment | (20) | (171) |
| Other expenses | $(30,160)$ | $(27,779)$ |
| Finance costs | $(2,479)$ | $(2,115)$ |
| Profit before income tax | 28,481 | 22,424 |
| Income tax expense | $(9,001)$ | $(7,093)$ |
| Profit for the half-year | 19,480 | 15,331 |
| Profit attributable to members of Michael Hill International Ltd | \$ 19,480 | \$ 15,331 |
| Earnings per share for profit attributable to the ordinary equity holders of the Company during the year: |  |  |
| Basic earnings per share | $5.10 ¢$ | $3.91 \not \subset$ |
| Diluted earnings per share | 5.07¢ | $3.88 ¢$ |

The comparative basic and diluted earnings per share have been re-stated for the half-year ended 31 December 2006 due to the 10 to 1 share split. Basic earnings per share was restated from $39.1 \notin$ to $3.91 申$ and diluted earnings per share was restated from $38.8 \not \subset$ to $3.88 \phi$.

STATEMENT OF CHANGES IN EQUITY for the six months
ended 31 December 2007

|  | NOTES | $\begin{array}{r} 31 \text { Dec } 07 \\ \$ 000 \end{array}$ | $\begin{array}{r} 31 \text { Dec } 06 \\ \$ 000 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| Total equity at the beginning of the half-year |  | 72,504 | 74,759 |
| Exchange differences on translation of foreign operations | 4 | 1,161 | $(4,434)$ |
| Profit for the half-year |  | 19,480 | 15,331 |
| Total recognised income and expense for the half year |  | 20,641 | 10,897 |

Transactions with equity holders in their capacity as equity holders:
Share buyback
Treasury stock movement
Dividends provided for or paid
Options reserve

| 3 | $\mathbf{( 2 , 3 6 0})$ | - |
| ---: | ---: | ---: |
| 3 | $\mathbf{1 4 9}$ | - |
| 5 | $\mathbf{( 6 , 0 9 6 )}$ | $(5,646)$ |
| 4 | $\mathbf{2}$ | 3 |
|  | $\mathbf{( 8 , 3 0 5 )}$ | $(5,643)$ |

Total equity at the end of the half-year
\$ 84,840 \$ 80,013

STATEMENT OF SEGMENTED RESULTS for the six months ended
31 December 2007


## Segment results



| Segment assets | 38,343 | 38,173 | 0.4\% | 90,234 | 86,552 | 4.3\% | 23,345 | 13,538 | 72.4\% | 151,922 | 138,263 | 9.9\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unallocated |  |  |  |  |  |  |  |  |  | 47,802 | 24,045 | 98.8\% |
| Total |  |  |  |  |  |  |  |  |  | \$199,724 | \$162,308 | 23.1\% |
| Segment liabilities | 9,685 | 8,217 | 17.9\% | 12,484 | 11,264 | 10.8\% | 3,738 | 1,977 | 89.1\% | 25,907 | 21,458 | 20.7\% |
| Unallocated |  |  |  |  |  |  |  |  |  | 88,977 | 60,837 | 46.3\% |
| Total |  |  |  |  |  |  |  |  |  | \$114,884 | \$82,295 | 39.6\% |

Segment acquisitions of


| and intangibles | 1,025 | 676 | 51.6\% | 4,328 | 3,172 | 36.4\% | 1,759 | 905 | 94.4\% | 7,112 | 4,753 | 49.6\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unallocated |  |  |  |  |  |  |  |  |  | 1,370 | 1,062 | 29.0\% |
| Total |  |  |  |  |  |  |  |  |  | \$8,482 | \$5,815 | 45.9\% |
| Segment depreciation and amortisation expense | 769 | 788 | -2.4\% | 2,154 | 1,825 | 18.0\% | 273 | 189 | 44.4\% | 3,196 | 2,802 | 14.1\% |
| Unallocated |  |  |  |  |  |  |  |  |  | 894 | 832 | -7.6\% |
| Total |  |  |  |  |  |  |  |  |  | \$4,090 | \$3,634 | 12.6\% |

Notes: 1. The company operates in 3 geographical segments; New Zealand, Australia and Canada and is managed on a global basis.
2. Michael Hill International Limited and its controlled entities operate predominantly in one business segment being the sale of jewellery and related services.
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, interest, company taxation and general corporate expenses.

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

## BALANCE SHEET as at 31 December 2007

| NOTES | 31 Dec 07 | 31 Dec 06 | 30 June 07 |
| ---: | ---: | ---: | ---: | ---: |
|  | $\$ 000$ | $\$ 000$ | $\$ 000$ |

ASSETS

## Current assets

Cash and cash equivalents
Trade and other receivables
Inventories
Current tax receivables

| $\mathbf{8 , 6 5 1}$ | 8,231 | 8,426 |
| ---: | ---: | ---: |
| $\mathbf{8 , 0 3 9}$ | 9,113 | 5,568 |
| $\mathbf{1 3 9 , 9 2 5}$ | 109,089 | 101,592 |
| $\mathbf{-}$ | - | 863 |
| $\mathbf{1 5 6 , 6 1 5}$ | 126,433 | 116,449 |

## Non-current assets

Property, plant and equipment
Deferred tax assets
Intangible assets
Total non-current assets

| 2 | $\mathbf{3 3 , 9 4 5}$ | 27,689 | 28,748 |
| ---: | ---: | ---: | ---: |
| $\mathbf{8 , 1 1 5}$ | 6,851 | 7,938 |  |
| $\mathbf{1 , 0 4 9}$ | 1,335 | 1,205 |  |
|  | $\mathbf{4 3 , 1 0 9}$ | 35,875 | 37,891 |


| Total assets | $\$ 199,724$ | $\$ 162,308$ | $\$ 154,340$ |
| :--- | :--- | :--- | :--- |

## LIABILITIES

## Current liabilities

| Trade and other payables | $\mathbf{4 5 , 8 4 0}$ | 36,356 | 29,952 |
| :--- | ---: | ---: | ---: | ---: |
| Current tax liabilities | $\mathbf{4 , 6 2 7}$ | 1,813 | - |
| Provisions | $\mathbf{1 , 7 7 7}$ | 1,600 | 1,422 |
| Total current liabilities | $\mathbf{5 2 , 2 4 4}$ | 39,769 | 31,374 |

## Non-current liabilities

| Borrowings | 61,587 | 41,317 | 49,515 |
| :---: | :---: | :---: | :---: |
| Provisions | 1,053 | 1,209 | 947 |
| Total non-current liabilities | 62,640 | 42,526 | 50,462 |
| Total liabilities | \$ 114,884 | \$ 82,295 | \$ 81,836 |
|  |  |  |  |
| Net assets | \$ 84,840 | \$ 80,013 | \$ 72,504 |

EQUITY

| Contributed equity | $\mathbf{3}$ | $\mathbf{2 , 5 4 1}$ | 13,858 | 4,752 |
| :--- | ---: | ---: | ---: | ---: |
| Reserves <br> Retained earnings | $4(\mathrm{a})$ | $\mathbf{5 1 4}$ | $(341)$ | $(649)$ |
|  | $4(\mathrm{~b})$ | $\mathbf{8 1 , 7 8 5}$ | 66,496 | 68,401 |
|  |  | $\mathbf{8 4 , 8 4 0}$ | 80,013 | $\mathbf{7 2 , 5 0 4}$ |
| Total equity | $\mathbf{\$ 8 4 , 8 4 0}$ | $\mathbf{\$ 8 0 , 0 1 3}$ | $\mathbf{\$ 7 2 , 5 0 4}$ |  |

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

CASH FLOW STATEMENT for the six months ended 31 December 2007

|  | NOTES | $\begin{array}{r} 31 \text { Dec } 07 \\ \$ 000 \end{array}$ | $\begin{array}{r} 31 \text { Dec } 06 \\ \$ 000 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |
| Receipts from customers (incl. of goods and services tax) |  | 229,220 | 220,636 |
| Payments to suppliers and employees (incl. of goods and services tax) |  | $(210,377)$ | $(181,091)$ |
|  |  | 18,843 | 39,545 |
| Interest received |  | 165 | 442 |
| Other revenue |  | 474 | 281 |
| Interest paid |  | $(2,518)$ | $(1,811)$ |
| Income tax paid |  | $(3,261)$ | $(4,215)$ |
| Net goods and services tax |  | $(8,055)$ | $(2,178)$ |
| Net cash inflow from operating activities | 9 | \$ 5,648 | \$ 32,064 |
| Cash flows from investing activities |  |  |  |
| Payments for property, plant and equipment |  | $(8,373)$ | $(5,712)$ |
| Payments for intangible assets |  | (109) | (103) |
| Proceeds from sale of property, plant and equipment |  | 99 | 154 |
| Net cash outflow from investing activities |  | $(\$ 8,383)$ | (\$5,661) |
| Cash flows from financing activities |  |  |  |
| Proceeds from borrowings |  | 35,844 | 7,006 |
| Repayment of borrowings |  | $(24,960)$ | $(23,354)$ |
| Proceeds from sale of treasury stock |  | 149 | - |
| Share buy-back |  | $(2,360)$ | - |
| Dividends paid to company's shareholders | 5 | $(6,096)$ | $(5,646)$ |
| Net cash inflow / (outflow) from financing activities |  | \$ 2,577 | (\$ 21,994) |
| Net (decrease) / increase in cash and cash equivalents |  | (158) | 4,409 |
| Cash and cash equivalents at the beginning of the half-year |  | 8,426 | 4,088 |
| Effects of exchange rate changes on cash and cash equivalents |  | 383 | (266) |
| Cash and cash equivalents at end of the half-year |  | \$ 8,651 | \$ 8,231 |

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

## NOTES TO THE FINANCIAL STATEMENTS

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

These general purpose financial statements for the interim half year reporting period ended 31 December 2007 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.
These interim financial statements do not include all the notes of the type normally included in an annual financial report. Accordingly, this report is to be read in conjunction with the annual report for the year ended 30 June 2007. The accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period.

## 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 22 February 2008. The reporting currency used in the preparation of these consolidated financial statements is New Zealand dollars, rounded to the nearest thousands.

## 2. PROPERTY, PLANT AND EQUIPMENT

## Acquisitions and disposals

During the six months ended 31 December 2007, the Group acquired assets with a total cost of \$8,373,000 (31 December 2006 - \$5,712,000). Assets with a net book value of \$120,000 were disposed of during the six months ended 31 December 2007 (31 December 2006-\$325,000), resulting in a net loss on disposal of \$20,000 (31 December 2006-\$171,000 loss). The book value and net loss on sale of property, plant and equipment includes those assets classified as 'held for sale'.

## NOTES TO THE FINANCIAL STATEMENTS cont.

| 3.CONTRIBUTED EQUITY | 31 Dec 07 Shares | $\begin{aligned} & 31 \text { Dec } 06 \\ & \text { Shares } \end{aligned}$ | 30 June 07 Shares | $\begin{array}{r} 31 \text { Dec } 07 \\ \$ 000 \end{array}$ | $\begin{array}{r} 31 \text { Dec } 06 \\ \$ 000 \end{array}$ | 30 June 07 $\$ 000$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (a) Share capital Ordinary shares |  |  |  |  |  |  |
| Fully paid (no par value) | 381,053,190 | 39,308,600 | 39,308,600 | 2,832 | 14,235 | 14,235 |
| Shares purchased through buy-back not yet cancelled | - | - | $(956,876)$ | - | - | $(9,106)$ |
| Treasury stock held for employee share scheme | $(584,290)$ | $(75,654)$ | $(75,654)$ | (291) | (377) | (377) |
|  | 380,468,900 | 39,232,946 | 38,276,070 | 2,541 | 13,858 | 4,752 |
|  | 31 Dec 07 Shares | 31 Dec 06 Shares | 30 June 07 Shares | $\begin{array}{r} 31 \text { Dec } 07 \\ \$ 000 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Dec } 06 \\ \$ 000 \end{array}$ | $\begin{array}{r} 30 \text { June } 07 \\ \$ 000 \end{array}$ |
| Opening balance of ordinary shares issued | 39,308,600 | 39,308,600 | 39,308,600 | 14,235 | 14,235 | 14,235 |
| Issues of ordinary shares during the year |  |  |  |  |  |  |
| Employee share scheme issue | 17,225 | - | - | 149 | - | - |
| Transfer from treasury stock | $(17,225)$ | - | - | (86) | - | - |
| Shares bought back in prior periods and cancelled during the half-year | $(956,876)$ | - | - | $(9,106)$ | - | - |
| Shares bought back on-market and cancelled | $(246,405)$ | - | - | $(2,360)$ | - | - |
| 10 for 1 share issue | 342,947,871 | - | - | - | - | - |
| Closing balance of ordinary shares issued | 381,053,190 | 39,308,600 | 39,308,600 | 2,832 | 14,235 | 14,235 |

(b) Employee share scheme

During the half-year, 17,225 shares were issued to the Michael Hill Employee Share Ownership Plan at an average price of $\$ 8.65$.
Michael Hill International Limited acquired nil shares through on-market purchases on the New Zealand Stock Exchange during the half-year.

## (c) Options

On 7 November 2007, the board resolved to issue 475,000 share options to subscribe for ordinary shares in the Company to a director and employees. The options have an exercise price of $\$ 12.53$, which was $30 \%$ above the volume weighted average market price of the Company's ordinary shares in the 20 business days following the announcement on 17 August 2007 of the Company's results for the year to 30 June 2007 to New Zealand Stock Exchange.

## NOTES TO THE FINANCIAL STATEMENTS cont.

(d) Share buy-back

On 26 March 2007, Michael Hill International Limited announced an on-market share buyback program in order to optimise the balance sheet structure and gearing ratios, taking advantage of the current strong cash flow of the group. Share purchases could occur from 30 March 2007 and continue for a period not exceeding 12 months.
During August 2007, the company purchased 246,405 ordinary shares on-market. The shares were acquired at an average cost of $\$ 9.50$ per share. The total cost of $\$ 2,360,000$, including $\$ 19,000$ of transaction costs, was deducted from ordinary shareholder equity.
The share buy-back was completed on 30 August 2007, and all shares acquired through the program have been cancelled.
(e) Share Split

On 22 August 2007, the board resolved that shareholders would receive 9 ordinary shares for every registered share held on 19 November 2007, which constituted a 10 for 1 share split. No payment was required for the issue of shares and a total of $342,947,871$ shares were issued.
4. RESERVES AND RETAINED EARNINGS
(a) Reserves

Share-based payments reserve
Foreign currency translation reserve

## (b) Retained earnings

Movements in retained earnings were as follows:
Balance 1 July
Profit for the half-year
Dividends
Balance 31 December

| 31 Dec 07 <br> $\$ 000$ | 31 Dec 06 <br> $\$ 000$ | 30 June 07 <br> $\$ 000$ |
| ---: | ---: | ---: |
| $\mathbf{4 0}$ | 35 | 38 |
| $\mathbf{4 7 4}$ | $(376)$ | $(687)$ |
| $\mathbf{5 1 4}$ | $(341)$ | $(649)$ |


| $\mathbf{6 8 , 4 0 1}$ | 56,811 | 56,811 |
| :---: | :---: | :---: |
| $\mathbf{1 9 , 4 8 0}$ | 15,331 | 21,017 |
| $\mathbf{( 6 , 0 9 6})$ | $(5,646)$ | $(9,427)$ |
| $\mathbf{8 1 , 7 8 5}$ | 66,496 | 68,401 |

## NOTES TO THE FINANCIAL STATEMENTS cont.

## 5. DIVIDENDS

(a) Ordinary shares

Final dividend for the year ended 30 June 2007 of 16 cents (2006-14 cents) per fully paid share paid on 15 October 2007 (2006-16 October 2006)
(b) Dividends not recognised at the end of the half-year

In addition to the above dividends, since the end of the half-year the directors have recommended the payment of an interim dividend of 1.2 cents per fully paid ordinary share (2006-10 cents), fully franked based on tax paid at $33 \%$. The aggregate amount of the proposed dividend expected to be paid on 1 April 2008 out of retained profits at 31 December 2007, but not recognised as a liability at the end of the half-year, is
consolidated half-year ended
31 Dec 0731 Dec 06
\$000
$\$ 000$

6,096
5,646

The dividends are fully imputed. Supplementary dividends of $\$ 178,000$ (2006: $\$ 153,000$ ) were paid to shareholders not tax-resident in New Zealand for which the Group received a foreign investor tax credit entitlement.

## 6. CONTINGENCIES

(a) Contingent liabilities

The Group had contingent liabilities at 31 December 2007 in respect of guarantees to bankers and other financial institutions of subsidiary companies' overdraft facilities and fixed assets at 31 December 2007 of \$45,940,000 (31 December 2006-\$45,376,000).
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.

## 7. RELATED PARTY TRANSACTIONS

There were no loans to directors by the company or associated persons at 31 December 2007. The gross remuneration of the directors and key management personnel during the period was \$1,987,000 (31 December 2006-\$1,412,000).
8. EVENTS OCCURRING AFTER THE BALANCE SHEET DATE

There were no events occurring after balance date that would cause a material misstatement to the financial information presented in this interim financial report.

## NOTES TO THE FINANCIAL STATEMENTS cont.

9. RECONCILIATION OF PROFIT AFTER INCOME TAX TO NET CASH INFLOW FROM OPERATING ACTIVITIES

|  | consolidated half-year ended |  |
| :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Dec } 07 \\ \$ 000 \end{array}$ | $\begin{array}{r} 31 \text { Dec } 06 \\ \$ 000 \end{array}$ |
| Profit for the half-year |  |  |
| Add/(less) non-cash items | 19,480 | 15,331 |
| Depreciation and amortisation | 4,090 | 3,634 |
| Non-cash employee benefits expense - share based payments | 2 | 3 |
| Net loss on sale of non-current assets | 20 | 171 |
| Deferred taxation | (177) | 433 |
| Net exchange differences | 1,198 | $(6,421)$ |
| Add/(less) changes in operating assets and liabilities |  |  |
| (Increase) / decrease in trade and other receivables | $(2,471)$ | 1,696 |
| (Increase) / decrease in inventories | $(38,333)$ | 12,962 |
| Increase in trade and other payables | 15,888 | 1,320 |
| Increase in current tax liabilities | 5,490 | 2,535 |
| Increase in provisions | 461 | 400 |
| Net cash inflow from operating activities | 5,648 | 32,064 |



## CORPORATE DIRECTORY

## DIRECTORS

R.M. Hill, c.n.z.m (Chairman)
M.R. Parsell (Chief Executive

Officer)
G.J. Gwynne
L.W. Peters a.d.Bus, m.B.A., A.S.IA., M.A.I. I.D.
M.R. Doyle
A.C. Hill Dip F.A.
E.J. Hill b.com., м.в.A.

## COMPANY SECRETARY

W.K. Butler b.com., c.A., f.c.IS.

## REGISTERED OFFICE

The Offices of Kensington Swan Level 9
89 The Terrace
Wellington
(All communications to GPO Box 2922, Brisbane, Australia)

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Metroplex on Gateway
7 Smallwood Place
Murarrie, Qld 4172
GPO Box 2922
Brisbane Qld 4001, Australia
Telephone (07) 33990200
Fax (07) 61733990270

## SHARE REGISTRAR

Computershare Investor Services Limited
Level 2, 159 Hurstmere Rd
Takapuna
North Shore City
Investor Enquiries (09) 4888777

## SOLICITORS

Kensington Swan
PO Box 10246
Wellington
New Zealand


## AUDITORS

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Riverside Centre, Level 15
123 Eagle Street
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Australia


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## EMAIL

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## BANKERS

ANZ Banking Group (New Zealand) Limited
Australia and New Zealand Banking Group Limited

