

TREND STATEMENT

FINANCIAL PERFORMANCE	2015 \$000	2014 \$000	2013 \$000	2012 \$000	2011 \$000	2010 \$000
Group revenue	503,370	483,935	440,225	397,633	375,850	357,858
Earnings before interest, tax, depreciation and amortisation (EBITDA)	57,799	55,221	50,711	45,023	43,640	37,302
Depreciation and amortisation	15,738	13,070	10,452	9,611	8,814	8,712
Earnings before interest and tax (EBIT)	42,061	42,151	40,259	35,412	34,826	28,590
Net interest paid	4,659	5,376	2,522	3,002	4,359	4,278
Net profit before tax (NPBT)	37,402	36,775	37,737	32,410	30,467	24,312
Income tax	9,648	11,734	5,638	4,200	4,161	3,413
Net profit after tax (NPAT)	27,754	25,041	32,099	28,210	26,306	20,899
Net operating cash flow	54,566	14,689	41,686	40,662	33,386	10,426
Ordinary dividends paid	23,176	22,336	18,482	15,021	11,689	9,203
FINANCIAL POSITION	2015 \$000	2014 \$000	2013 \$000	2012 \$000	2011 \$000	2010 \$000
Cash	6,797	8,109	10,461	9,488	6,580	5,178
Inventories	182,232	179,280	154,293	147,089	133,374	119,535
Other current assets	39,378	25,204	15,653	9,319	6,590	7,857
Total current assets	228,407	212,593	180,407	165,896	146,544	132,570
Other non-current assets	67,734	58,488	52,232	36,739	32,532	32,251
Deferred tax assets	48,381	62,324	56,064	50,403	46,703	48,184
Total tangible assets	344,522	333,405	288,703	253,038	225,779	213,005
Intangible assets	6,491	6,413	3,632	1,511	117	231
Total assets	351,013	339,818	292,335	254,549	225,896	213,236
Total current liabilities	69,879	71,005	60,977	54,101	44,078	38,173
Non-current borrowings	45,116	56,000	28,000	26,000	35,000	42,700
Other long term liabilities	48,397	31,528	29,673	21,586	9,347	1,436
Total liabilities	163,392	158,533	118,650	101,687	88,425	82,309
Net assets	187,621	181,285	173,685	152,862	137,471	130,927
Reserves and retained profits	183,861	177,634	170,261	149,500	134,187	127,748
Paid up capital	3,767	3,702	3,515	3,482	3,448	3,419
Treasury stock	(7)	(51)	(91)	(120)	(164)	(240)
Total shareholder equity	187,621	181,285	173,685	152,862	137,471	130,927
Per ordinary share						
Basic earnings per share	7.24¢	6.54¢	8.38¢	7.37¢	6.88¢	5.46¢
Diluted earnings per share	7.22¢	6.43¢	8.24¢	7.34¢	6.85¢	5.45¢
Dividends declared per share - interim	nz2.5¢	nz2.5¢	nz2.5¢	nz2.0¢	nz1.5¢	nz1.5¢
- final	nz2.5¢	nz4.0¢	nz4.0¢	nz3.5¢	nz3.0¢	nz2.5¢
Net tangible asset backing	\$0.47	\$0.46	\$0.44	\$0.40	\$0.36	\$0.34

ANALYTICAL INFORMATION

	2015	2014	2013	2012	2011	2010
EBITDA to sales	11.5%	11.4%	11.5%	11.3%	11.6%	10.4%
EBIT to sales	8.4%	8.7%	9.1%	8.9%	9.3%	8.0%
Net profit after tax to sales	5.5%	5.2%	7.3%	7.1%	7.0%	5.8%
EBIT to total assets	12.0%	12.4%	13.8%	13.9%	15.4%	13.4%
Return on average shareholders' funds	15.0%	14.1%	19.7%	19.4%	19.6%	16.7%
Return on average total assets	8.0%	7.9%	11.7%	11.7%	12.0%	10.1%
Current ratio	3.3	3.0	3.0	3.1	3.3	3.5
EBIT interest expense cover	8.9	7.8	15.6	11.2	7.8	6.4
Effective tax rate	25.8%	31.9%	14.9%	13.0%	13.7%	14.0%

Gearing

Net borrowings to equity	20.4%	26.4%	10.1%	10.8%	20.7%	28.7%
Equity ratio	53.5%	53.3%	59.4%	60.1%	60.9%	61.4%

Other

Shares issued at year end excl Treasury	383,138,513	383,041,606	382,849,544	382,775,586	382,664,473	382,468,900
Treasury stock at year end	14,677	111,584	203,646	277,604	388,717	584,290
Exchange rate for translating						
New Zealand results	1.07	1.10	1.25	1.28	1.30	1.23
Canadian results	0.97	0.98	1.03	1.03	0.99	0.94
United States results	0.83	0.92	1.03	1.03	0.99	0.89
Number of Michael Hill stores						
Australia	167	164	162	153	146	141
New Zealand	52	52	52	53	52	53
Canada	60	54	45	37	33	29
USA	9	8	8	9	9	9
Total Michael Hill stores	288	278	267	252	240	232
Number of Emma & Roe stores						
Australia	7	6	5	-	-	-
New Zealand	1	-	-	-	-	-
Total Emma & Roe stores	8	6	5	-	-	-