

FY25  
RESULTS  
MICHAEL HILL  
INTERNATIONAL LIMITED





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# Michael Hill International Limited

## Interim CEO FY25 Update

- FY25 Performance Overview
- FY25 Financial Results
  - Group Results
  - Segment Results
- Current Trading Update
- Core Priorities
- Appendices



# FY25 Performance Overview



- Global economic uncertainty and challenging retail trading conditions persisted across all markets, particularly in New Zealand
- Our two largest segments Australia and Canada delivered revenue growth
- FY25H2 saw improvement in same store sales across all segments
- Strong digital traffic, with customers embracing omni-channel, supported the increase in digital sales
- Significant progress on *Michael Hill* initiatives:
  - Opened second global flagship store in Bourke St, AU
  - Refurbished Queenstown, NZ store with the new brand identity
  - Successfully launched the Pendant Bar concept, with a focus on both build-your-own and ready-to-wear gifting
  - Elevated the quality of sustainable “LAB.” diamond offering
  - Established a New Zealand Distribution Centre

# FY25 Group Results

- Group revenue, gross margin and comparable EBIT were broadly flat to LY
- Even with gold at multiple record highs throughout the year, continued active management of inventory saw year-end holdings close at \$199m
- Year-end net debt closed broadly in line with prior year at \$42m
- No final dividend declared

	FY25	FY24	Change
<b>Revenue</b>	\$644m	\$645m	-0.2%
<b>Gross Profit</b>	\$389m	\$391m	-0.4%
<b>Gross Margin</b>	60.5%	60.6%	-10 bps
<b>Comparable EBIT</b>	\$15.3m	\$15.9m	-3.5%
<b>Inventory</b>	\$199m	\$196m	+\$3m
<b>Net Cash/(Debt)</b>	(\$42m)	(\$39m)	-\$3m
<b>Total Dividend</b>	-	AU1.75c	-AU1.75c
<b>Store Network</b>	287 (incl. 37 Bevilles)	300 (incl. 36 Bevilles)	-13

# FY25 Segment Results

	Australia <sup>1</sup> (AUD)			Canada (CAD)			New Zealand (NZD)		
	FY25	FY24	Change	FY25	FY24	Change	FY25	FY24	Change
Revenue	<b>364m</b>	359m	+1.4%	<b>162m</b>	157m	+3.4%	<b>109m</b>	115m	-5.0%
Gross profit	<b>217m</b>	217m	+0.2%	<b>98m</b>	95m	+2.5%	<b>64m</b>	68m	-7.1%
Gross margin	<b>59.7%</b>	60.4%	-70 bps	<b>60.1%</b>	60.6%	-50 bps	<b>58.3%</b>	59.6%	-130 bps
Segment Comparable EBIT	<b>24.7m</b>	29.6m	-16.4%	<b>18.9m</b>	18.8m	+0.4%	<b>13.7m</b>	14.6m	-5.9%
Comparable EBIT as a % of statutory revenue	<b>6.8%</b>	8.2%	-140 bps	<b>11.6%</b>	12.0%	-40 bps	<b>12.6%</b>	12.7%	-10 bps
Store network	<b>160</b> (incl. 37 Bevilles)	171 (incl. 36 Bevilles)	-11	<b>82</b>	85	-3	<b>45</b>	44	+1

- Australian segment achieved revenue growth with eleven fewer stores
- Canada delivered yet another record performance
- External economic factors continue to present challenging retail conditions in New Zealand

<sup>1</sup> Includes Bevilles



# Current Trading Update



- For the first seven weeks of FY26, Group same store sales were **up 3.2%** on prior year, with same store sales for the:
  - Australian segment up 3.4%
  - Canadian segment up 6.8%
  - New Zealand segment down 3.2%
- Total sales for the Group were **up 3.0%** for the first seven weeks of FY26.

# Core priorities

**1. Embedding the repositioning of the Michael Hill brand across all markets**

**2. Internal strategic review of New Zealand to improve performance**

**3. Reinforce retail fundamentals, brand identity and awareness of the Bevilles brand**





# Q & A

You are able to listen to Q&A via this platform.

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# Appendix A: Bridge from Comparable EBIT to Reported EBIT

Calculated as follows:

(AUD million)	FY25	FY24
Comparable EBIT	15.3	15.9
Impact of AASB16 <i>Leases</i>	11.4	10.1
Impact of IFRIC SaaS-related guidance	-0.9	-4.4
Litigation judgement	3.0	-4.0
Bevilles Brand Impairment	-7.4	-
Bevilles integration costs	-1.0	-2.4
CEO transition costs	-0.4	
Employee restructure costs	-1.2	-1.0
Reported EBIT	18.9	14.2





# Appendix B: AASB16 *Leases* & SaaS Impact

(AUD million)	FY25 Stat	Impact of AASB16 & SaaS	FY25 pre-adjustments	FY24 pre-adjustments	Change pre-adjustments
Revenue	643.7	-	643.7	644.9	-0.2%
Cost of sales	-254.2	-	-254.2	-254.0	0.1%
<b>Gross profit</b>	<b>389.4</b>	-	<b>389.4</b>	<b>390.9</b>	<b>-0.4%</b>
Employee benefits expense	-179.7	-4.4	-175.3	-176.7	-0.8%
Occupancy costs	-15.1	57.4	-72.4	-71.6	1.2%
Marketing expenses	-37.5	-	-37.5	-42.1	-10.9%
Selling expenses	-24.8	-	-24.8	-22.3	11.0%
Other income/(expenses)	-48.0	-4.0	-44.0	-43.1	-2.2%
<b>EBITDA</b>	<b>84.4</b>	<b>49.0</b>	<b>35.4</b>	<b>35.2</b>	<b>0.7%</b>
Depreciation and amortisation expenses	-65.5	-38.5	-27.0	-26.6	1.7%
<b>EBIT</b>	<b>18.9</b>	<b>10.5</b>	<b>8.4</b>	<b>8.6</b>	<b>-2.5%</b>
Finance expenses	-16.7	11.2	-5.5	-4.0	38.9%
<b>Profit before tax</b>	<b>2.2</b>	<b>-0.7</b>	<b>2.9</b>	<b>4.6</b>	<b>-38.0%</b>



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