

# MICHAEL HILL

INTERNATIONAL LIMITED

## ASX AND NZX ANNOUNCEMENT

### Trading Update

23 October 2024

Michael Hill International Limited (ASX/NZX: MHJ) Annual General Meeting is being held today. The AGM presentation incorporates a trading update for the first 14-weeks of FY25.

- **Group Sales** – Group sales were up 4.3% on LY, and Group same store sales were up 4.0%, driven by particularly strong performance from both Australian and Canadian segments.

		<b>FY25 to Wk14 All Stores % Var to LY</b>	<b>FY25 to Wk14 Same Stores % Var to LY</b>
<b>Revenue for retail operations</b>			
<b>Segment figures in local currency</b>			
Australia segment	AUD	6.5%	6.3%
Canada segment	CAD	5.7%	4.7%
New Zealand segment	NZD	-4.8%	-4.2%
<b>Group Sales</b>	<b>AUD</b>	<b>4.3%</b>	<b>4.0%</b>

- **Gross margin** – As previously signaled, product and brand initiatives are delivering group gross margin recovery, resulting in meaningful improvement since FY24H2.
- **Cash management** – The Group remains focused on inventory management, capital and operational cost control, along with optimisation of store rostering.
- **Store network** – During the period, the new brand design elements were incorporated into four Michael Hill stores (three refurbishments and one new store). Additionally, two conversion Bevilles stores were opened during this period, bringing the Bevilles network to 38 stores in total.

**Commenting on the result, Managing Director and CEO of Michael Hill International Limited, Daniel Bracken said:**

*“As we prepare for the all-important Christmas trading period, the positive momentum we have seen in the first 14 weeks is very encouraging. I’m particularly excited about the launch of our new Pendant Bar concept, providing a unique gifting proposition for Christmas. Couple this with next week’s launch of our new campaign – “It’s a Michael Hill Christmas”, together with our best-in-class instore visual merchandising and focused retail execution from our teams, I’m confident that we are well-placed for the critical Christmas trading period.”*

This announcement is authorised for release by the Board.

ENDS

**For more information, please contact:**

**Investors:**

Andrew Lowe  
CFO & Company Secretary  
+61 7 3114 3500  
andrew.lowe@michaelhill.com.au

**Investors:**

Anthea Noble  
General Manager - Investor Relations & Treasury  
+61 438 770 704  
anthea.noble@michaelhill.com.au

## **ABOUT MICHAEL HILL INTERNATIONAL LIMITED**

Michael Hill International was founded by Sir Michael Hill in 1979 when he opened his first jewellery store in Whangarei, New Zealand. The Group currently has 297 stores globally across Australia, New Zealand and Canada. The Group's global headquarters, including its wholesale and manufacturing divisions, are located in Brisbane, Australia. The Company is listed on the ASX (ASX:MHJ) and the NZX (NZX:MHJ).

[www.investor.michaelhill.com](http://www.investor.michaelhill.com)

### **Disclaimer**

Certain statements in this report constitute forward-looking statements. Forward-looking statements are statements (other than statements of historical fact) relating to future events and the anticipated or planned financial and operational performance of Michael Hill International Limited and its related bodies corporate (the Group). The words "targets", "believes", "expects", "aims", "intends", "plans", "seeks", "will", "may", "might", "anticipates", "projects", "assumes", "forecast", "likely", "outlook", "would", "could", "should", "continues", "estimates" or similar expressions or the negatives thereof, generally identify these forward-looking statements. Other forward-looking statements can be identified in the context in which the statements are made. Forward-looking statements include, among other things, statements addressing matters such as the Group's future results of operations; financial condition; working capital, cash flows and capital expenditures; and business strategy, plans and objectives for future operations and events, including those relating to ongoing operational and strategic reviews, sustainability targets, expansion into new markets, future product launches, points of sale and production facilities.

Although the Group believes that the expectations reflected in these forward-looking statements are reasonable, they are not guarantees or predictions of future performance or statements of fact. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause the Group's actual results, performance, operations or achievements or industry results, to differ materially from any future results, performance, operations or achievements expressed or implied by such forward-looking statements.

Such risks, uncertainties and other important factors include, among others: global and local economic conditions; changes in market trends and end-consumer preferences; fluctuations in the prices of raw materials, currency exchange rates, and interest rates; the Group's plans or objectives for future operations or products, including the ability to introduce new jewellery and non-jewellery products; the ability to expand in existing and new markets and risks associated with doing business globally and, in particular, in emerging markets; competition from local, national and international companies in the markets in which the Group operates; the protection and strengthening of the Group's intellectual property rights, including patents and trademarks; the future adequacy of the Group's current warehousing, logistics and information technology operations; changes in laws and regulations or any interpretation thereof, applicable to the Group's business; increases to the Group's effective tax rate or other harm to the Group's business as a result of governmental review of the Group's transfer pricing policies, conflicting taxation claims or changes in tax laws; and other factors referenced to in this report.

Should one or more of these risks or uncertainties materialise, or should any underlying assumptions prove to be incorrect, the Company's actual financial condition, cash flows or results of operations could differ materially from that described herein as anticipated, believed, estimated or expected. Accordingly, you are cautioned not to place undue reliance on any forward-looking statements, as there can be no assurance the actual outcomes will not differ materially from the forward-looking statements in this report.

Except as required by applicable laws or regulations (including the ASX Listing Rules), the Group does not intend, and does not assume any obligation, to update any forward-looking statements contained herein. All subsequent written and oral forward-looking statements attributable to us or to persons acting on the Group's behalf are expressly qualified in their entirety by the cautionary statements referred to above and contained elsewhere in this report.