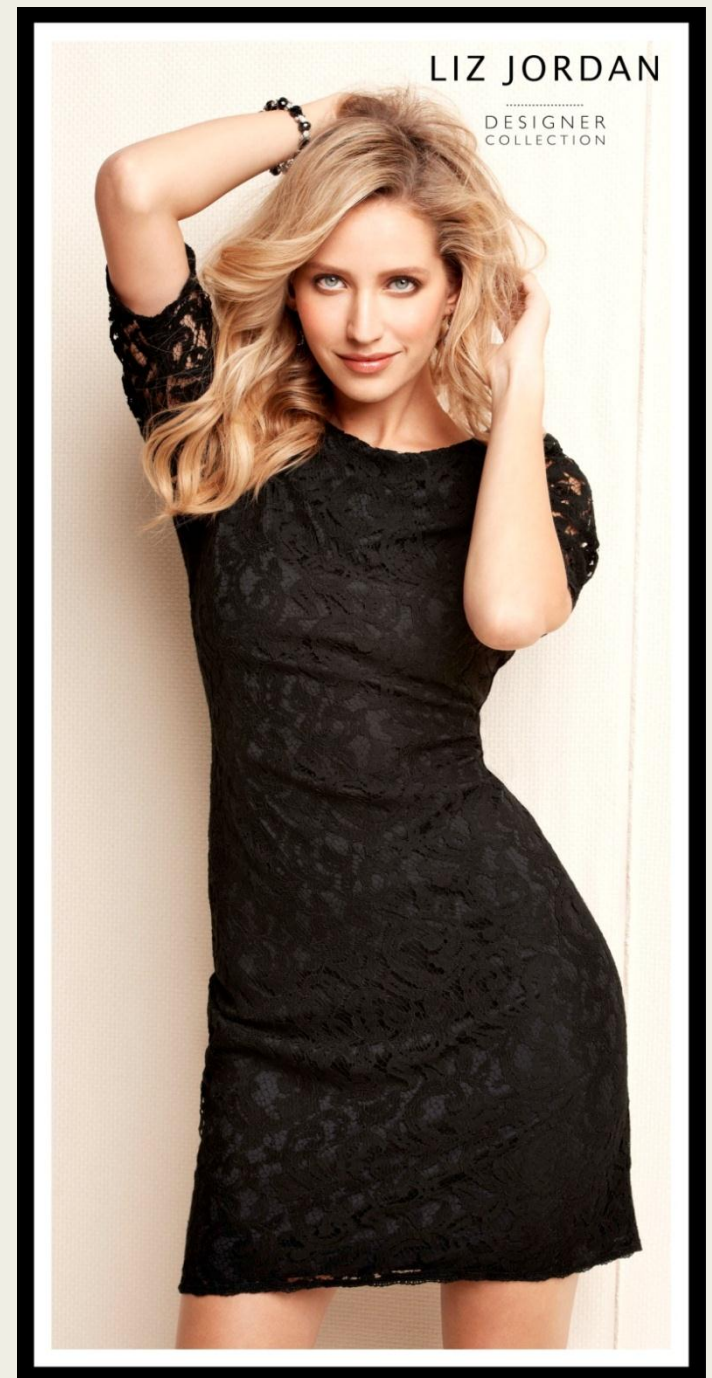


# NONI B

## Noni B Limited

Results presentation for 1H 2013

13 February 2013



# About Noni B

- Leading fashion retailer for today's busy woman who wants to look great and feel special
- Recognised for a wide choice of career, casual and evening wear with great value, style, fit and quality
- Two exclusive fashion labels: Noni B – our *classic* label; and Liz Jordan – our *designer* label, both targeting different customers
- 219 stores nationally – in all states and territories
- Brand established for over 35 years
- Differentiated through providing real service and specialised attention
- Management team who have experienced retail down-turns before and increased profits as demand recovered

# Financial summary

Results summary for the half year to	30 Dec 2012 \$'000	1 Jan 2012 \$'000	% change
Revenue	64,343	64,052	0.5%
EBITDA	4,151	5,081	(18.3%)
EBIT	2,750	3,356	(18.1%)
Profit before tax	2,823	3,468	(18.6%)
Net profit after tax	1,946	2,403	(19.0%)
Earnings per share (cents)	6.1	7.5	
<b>Interim dividend per share – fully franked (cents)</b>	<b>2.5</b>	<b>2.5</b>	

- NPAT at top end of January 2013 guidance of \$1.7m - \$1.9m.
- Fully franked 2.5 cent interim dividend payable on 27<sup>th</sup> March 2013 with a record date of 15<sup>th</sup> March 2013.

# Balance sheet (selected items)

	30 Dec 2012	1 Jan 2012	% change
Cash	14,326	14,162	1.2%
Inventory	17,242	17,199	0.2%
Borrowings	303	289	4.8%

- Cash position increased
- No bank borrowings
- Inventory per store below last year

Net assets	27,570	27,217	1.3%
------------	--------	--------	------

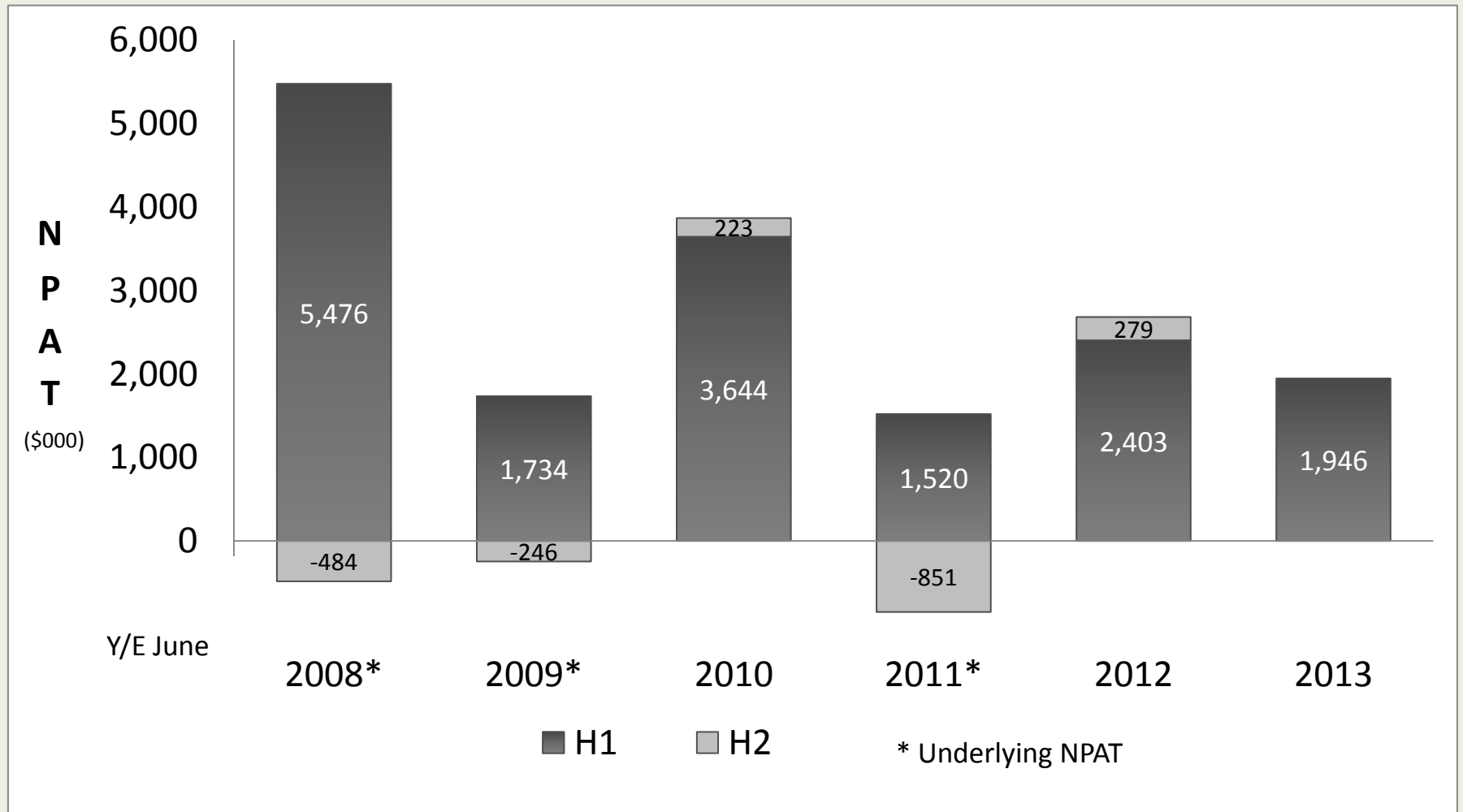
- Net assets up 1.3%

# Cash flow

Cash flow for the half year to	30 Dec 2012 \$'000	1 Jan 2012 \$'000	% change
Cash from operations	7,862	9,565	(18%)
Cash used in investing	(1,636)	(822)	99%
Cash used in financing*	(1,228)	(64)	1,819%
Net increase in cash and cash equivalents	4,998	8,679	(42%)
Cash and cash equivalents at beginning of year	9,328	5,483	70%
<b>Cash and cash equivalents at end of year</b>	<b>14,326</b>	<b>14,162</b>	<b>1%</b>

- 5 stores opened, compared with only 2 stores in the same period last year.
- Store refurbishment program continues
- \*final dividend paid in current year

# NPAT history



# Key drivers of the results

- The women's fashion market remains challenging which led to only a slight increase in total revenue
- Comparable store sales down 1.3%, reflecting one less week this half
- Product margins maintained
- Aggressive industry discounting continued
- Total expenses grew in line with inflation and store staffing, training and support were maintained
- Store numbers grew to 219, from 215 in June 2012. Five stores opened (two in Queensland and one each in NSW, Victoria and Western Australia) and one underperforming store in NSW closed. Four of the new stores opened in late November/early December 2012

# Key focus areas 2H13

- Continue conservative management of what we can control;
  - Control wage costs but maintain customer service
  - Focus on the profitability of each store and continue to close non performing stores
  - Control inventory levels to minimise mark-downs and protect margin
  - Maintain strong balance sheet and cash position
- Differentiate Noni B for long-term growth
  - Continue to deliver quality product through Noni B and Liz Jordan labels
  - Continually update the product ranges to suit customers' changing needs – e.g. NONI+
  - Maintain high levels of personal service and advice to meet customers' expectations
  - Engage directly with customers
  - Increase online sales
  - Continue store refurbishment program



# Outlook

- Market conditions will remain challenging
- Continue to manage margins, reduce discounting, control costs and strengthen balance sheet
- Maintain service standards for long term growth
- Confident Noni B is well placed to improve performance as demand recovers

# Questions

*"Our core value is customer service above all else."*



N O N I B

# Executive Team

**David Kindl**

Joint Managing Director  
Strategy

**James Kindl**

Joint Managing Director  
Operations

Chief Financial Officer  
and Company Secretary

**Ann Phillips**

General Manager  
Buying and Marketing

**Rhonda Kilpatrick**

General Manager  
Human Resource  
Services

**Philip Fikkers**

NONI B

