

# Noni B Limited

## Results presentation for the full year to 29 June 2008

20 August 2008

### About Noni B

- One of Australia's leading women's fashion retailers
- Founded in 1977; listed on ASX in 2000
- 204 Noni B stores nationally
- Two brands: Noni B and Liz Jordan
- Strong people focus; family culture; highly motivated team
- Market capitalisation: \$55.3 million
- Kindl family owns 40% of shares

## Results summary

Results summary for the full year to 29 June 2008	Reported (Note 1)		Continuing Business (Note 2)		
	FY2008	FY2007	FY2008	FY2007	Change %
Sales	130,664	123,814	123,910	119,362	3.2
EBITDA (Earnings before interest, tax, depreciation and amortisation)	10,307	15,118	13,168	15,459	-14.8
EBIT (Earnings before interest and tax)	6,846	11,318	9,707	11,922	-18.6
Profit before tax	7,195	11,856	10,056	12,460	-19.3
Profit after tax	5,027	8,264	7,039	8,687	-19.0
Earnings per share (cents)	15.7	25.8	22.0	27.2	-19.1
Total ordinary dividends per share (cents - fully franked)	20.0	19.0			5.3

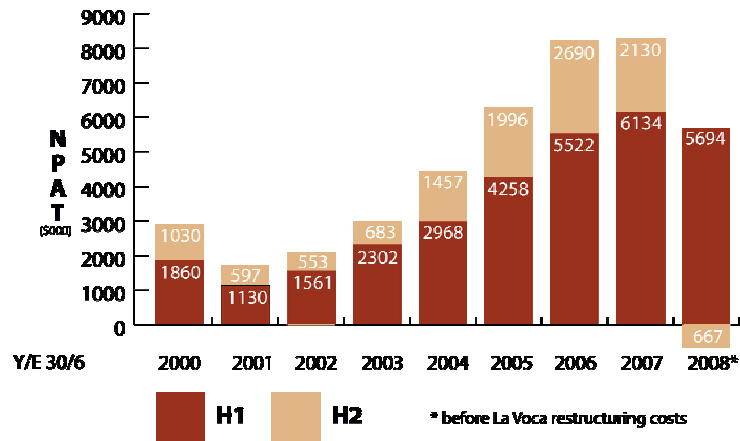
(Note 1) – Excluding La Voca restructuring costs of \$2.489 after tax

(Note 2) – Results from continuing business exclude La Voca's trading losses and restructuring costs.

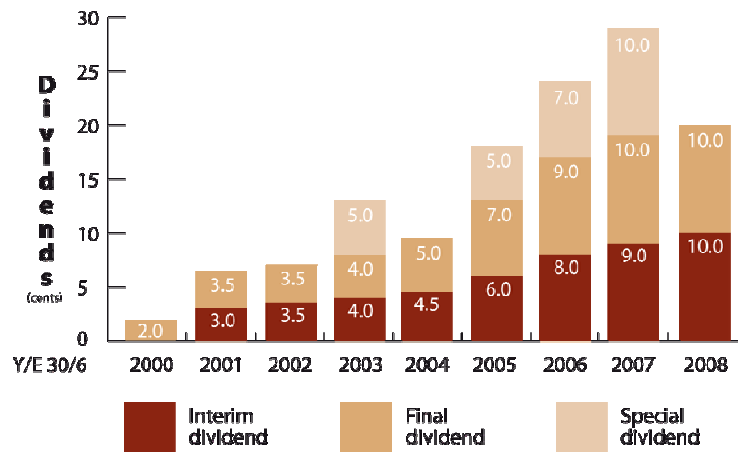
## Operational review

- Weakening consumer spending on women's fashion
- La Voca concept to cease trading
- Opened 10 Noni B stores, 201 stores at 29 June 2008
- Closed 3 underperforming Noni B stores
- Invested \$2.7 million in refurbishing or relocating 32 Noni B stores
- Noni B Loyalty Program: 850,000 members

## Profit history



## Seven years of increasing ordinary dividends



## Outlook

- Management now fully focused on core business – Noni B
- Strengthening relationship with loyalty members, containing expenses and continuing to control inventory
- Maintaining branding investment, including new website [www.nonib.com.au](http://www.nonib.com.au), plus increasing expenditure on training and development
- Share buy-back
- FY2009 net profit after tax expected to be \$6.5 million to \$7.5 million



## Questions