

**BRISCOE GROUP LIMITED****Results for announcement to the market**

Reporting Period	Full Year 30 January 2012 to 27 January 2013
Previous Reporting Period	Full Year 31 January 2011 to 29 January 2012

	Amount (000s)	Percentage change
Sales revenue from ordinary activities	\$452,702	+3.3%
Profit from ordinary activities after tax attributable to shareholders	\$30,468	+10.7%
Net Profit attributable to shareholders.	\$30,468	+10.7%

Final Dividend	Gross amount per share	Imputed amount per share
	7.00 cents	7.00 cents

Audit	The abridged financial statements attached to this report have been audited.
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Comments:	Refer to the section "Full Year Review" for commentary.
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## Full Year Review

Highlights for the full year ended 27 January 2013:

- Total sales \$452.70 million, +3.35%
- Same store sales growth, +2.59%
- Gross profit \$181.10 million, +4.62%
- Gross profit margin 40.01% (Last year 39.52%)
- EBIT \$40.97 million, +11.74%
- NPAT \$30.47 million, +10.68%
- Final dividend 7.00 cents per share, +7.69%
- Total dividend for the year 11.00 cents per share, +10.00% excluding special dividend 21.00 cents per share, +110.00% including special dividend

The directors of Briscoe Group Limited announce an audited net profit after tax (NPAT) of \$30.47 million for the year ending 27 January 2013, which compares to \$27.53 million for the previous year.

Group Managing Director, Rod Duke, said "We are very pleased to announce another record profit for Briscoe Group, which was achieved in an extremely competitive market. This result continues the strong profit growth produced by the Group for the previous three years and reflects a range of initiatives implemented during that time. Constant focus on inventory management, cost control, people development, promotional planning, operational structure and expansion of our online operations has delivered this consistency in growth and underpins our commitment to continually reinforce our unique value proposition.

"We were particularly encouraged with the performance of Rebel Sport given the extremely high comparative numbers we were up against as a result of the significant boost in business generated by the Rugby World Cup in 2011. For Rebel Sport to deliver positive same store sales of +0.49% on the back of a +9.31% same store sales increase for the previous year, and significant increases to gross profit margin (39.42% vs 38.66%) and earnings before interest and tax (+13.24%), is extremely satisfying.

The directors have resolved to pay a final dividend of 7.00 cents per share (cps). This compares to last year's final dividend of 6.50 cps. The dividend is fully imputed and, when added to the interim dividend of 4.00 cps, brings the total dividend for the year to 11.00 cps (previous year 10.00 cps). This excludes the special dividend of 10.00 cps paid in June 2012.

The final dividend will be paid on 27 March 2013. The share register will close to determine entitlements to the dividend at 5 pm on 22 March 2013.

The earnings were generated on sales revenue of \$452.70 million, an increase of 3.35% on the \$438.04 million reported in the previous year. On a same store basis, the Group's sales for the year were 2.59% ahead of the same period last year.

The Group's gross profit margin for the year increased from 39.52% to 40.01%, reflecting the continued focus the Group has on inventory management, the impact of the new sales and service programme introduced to all stores during the year and also the benefits of a strong New Zealand dollar.

Earnings before interest and taxation (EBIT) increased 11.74% from \$36.67 million for 2011-12 to \$40.97 million for the 2012-13 year.

The number of homeware stores across the Group increased by 1 to 48 during the year with the reopening of the Salisbury Street Briscoes store in Christchurch. Everyone at Briscoe Group is particularly pleased and proud to have this store reopened and become one of the first major

retailers to rebuild and reopen a large format store since the February 2011 earthquake and to reinforce our commitment to this region. Total floor area of the Group's homeware operations increased during the year from 90,615 to 93,014 square metres. The number of sporting goods stores remained unchanged at 32 with total floor area increasing from 51,417 to 51,884 square metres, due to the closure of the outlet store on Auckland's North Shore during August and the opening of our newest Rebel Sport store in Blenheim during December.

On a same store basis the homeware and sporting goods segments returned sales increases of 3.63% and 0.49% respectively for the year ended 27 January 2013.

During the year \$5.83 million of capital investment was made by the Group including for the fit-out of one store relocation and two new stores, three store refurbishments and the continuation of the store counter re-alignment project started last year.

Inventories totaled \$64.57 million at year-end, being \$2.51 million higher than the \$62.06 million reported for last year, due to the increase in inventory holding for product directly imported by the Group as well as the two new stores opened during the year.

Cash and bank balances as at 27 January 2013 were \$77.54 million, \$17.80 million lower than the \$95.34 million as at 29 January 2012, primarily as a result of the special dividend of \$21.39 million paid to shareholders in June 2012.

Net cash inflows from operating activities were \$31.41 million, \$10.62 million below those of last year, primarily as a result of higher inventory balances due to new store openings and increased payments to suppliers reflecting increased sales volume and timing of creditor payments at year-end.

Net cash outflows from investing activities were \$5.80 million reflecting investment made in store fit-outs and refurbishments during the year.

The results are for the 52 week period from 30 January 2012 to 27 January 2013.

Group Managing Director, Rod Duke, said "The Group's store opening / refurbishment programme continued during the year. In August we were delighted to reopen our Salisbury Street, Christchurch Briscoes Homeware store, which was completely rebuilt after being demolished in 2011. Our commitment to the Christchurch region is also demonstrated through the major extension to the Briscoes Homeware store at Hornby, which was completed in January 2013

"In May we relocated our Rebel Sport Hamilton store to the Centre Place shopping centre and in December we opened a new Rebel Sport store in Blenheim, which now shares parking, management, storage and office facilities with the adjacent, recently refurbished Briscoes Homeware store. Briscoes Homeware Cambridge was also refurbished during the year. The Cambridge and Blenheim stores service regional catchments and the new and improved formats have been welcomed by customers.

"Our online business has seen significant sales growth during the year across all three brands and we will continue to develop this important channel by making our offer more efficient, attractive and easier to use. Our websites are also having a strongly positive impact on in-store sales as increasing numbers of customers research online ahead of making purchases.

"The Sales and Service programme launched earlier in the year is now no longer seen as a programme but rather "the way we do things". It is a great example of recognising how important it is to value the customer and to continually look for ways to reinforce our unique product quality, range and value combination and to ensure a great in-store experience.

“We are not counting on any significant changes during this year to the overall economic retailing environment, and anticipate it will continue to be very competitive, but we are pleased with the start we have made to our financial year and expect to continue to strengthen our position as New Zealand’s leading retailer of homeware and sporting goods.

“On behalf of the Board I would like to acknowledge the huge contribution again, from all team members and thank them for their continued support and effort over the past 12 months.”

Thursday 7<sup>th</sup> March 2013

Contact for enquiries:

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<b>BRISCOE GROUP LIMITED</b> <b>CONSOLIDATED INCOME STATEMENT</b> <b>for the 52 week period ended 27 January 2013</b>
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	Period ended 27 January 2013 \$000	Period ended 29 January 2012 \$000
Sales revenue	452,702	438,037
Cost of goods sold	(271,598)	(264,933)
<b>Gross profit</b>	<b>181,104</b>	173,104
Other operating income	221	81
Store expenses	(86,082)	(82,898)
Administration expenses	(54,273)	(53,621)
<b>Operating profit</b>	<b>40,970</b>	36,666
Net finance income	1,702	1,697
<b>Profit before income tax</b>	<b>42,672</b>	38,363
Income tax expense	(12,204)	(10,834)
<b>Net profit attributable to shareholders</b>	<b>30,468</b>	27,529

<b>BRISCOE GROUP LIMITED</b> <b>CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME</b> <b>for the 52 week period ended 27 January 2013</b>
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	Period ended 29 January 2012 \$000	Period ended 29 January 2012 \$000
Net Profit attributable to shareholders	<b>30,468</b>	27,529
<b>Other comprehensive income:</b>		
Fair value loss recycled to income statement	<b>1,422</b>	3,963
Fair value loss taken to the cashflow hedge reserve	<b>(1,744)</b>	(3,103)
Deferred tax on fair value hedge taken to income statement	<b>(398)</b>	(1,110)
Deferred tax on fair value transfers to cashflow hedge reserve	<b>488</b>	869
<b>Total other comprehensive income</b>	<b>(232)</b>	619
<b>Total comprehensive income attributable to shareholders</b>	<b>30,236</b>	28,148

**BRISCOE GROUP LIMITED**  
**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**  
**for the 52 week period ended 27 January 2013**

	Share Capital \$000	CashFlow Hedge Reserve \$000	Share Options Reserve \$000	Retained Earnings \$000	Total Equity \$000
<b>Balance at 30 January 2011</b>	40,625	(1,022)	636	91,647	131,886
Net profit attributable to shareholders	-	-	-	27,529	27,529
<b>Other comprehensive income:</b>					
Fair value loss recycled to income statement	-	3,963	-	-	3,963
Fair value loss taken to the cashflow hedge reserve	-	(3,103)	-	-	(3,103)
Deferred tax on fair value hedge taken to income statement	-	(1,110)	-	-	(1,110)
Deferred tax on fair value transfers to cashflow hedge reserve	-	869	-	-	869
Total comprehensive income for the period	-	619	-	27,529	28,148
<b>Transactions with owners:</b>					
Dividends paid	-	-	-	(20,169)	(20,169)
Share options charged to income statement	-	-	406	-	406
Share options exercised	1,107	-	(166)	-	941
Transfer for share options lapsed and forfeited	-	-	(216)	216	-
<b>Balance at 29 January 2012</b>	<b>41,732</b>	<b>(403)</b>	<b>660</b>	<b>99,223</b>	<b>141,212</b>
Net profit attributable to shareholders	-	-	-	<b>30,468</b>	<b>30,468</b>
<b>Other comprehensive income:</b>					
Fair value loss recycled to income statement	-	<b>1,422</b>	-	-	<b>1,422</b>
Fair value loss taken to the cashflow hedge reserve	-	<b>(1,744)</b>	-	-	<b>(1,744)</b>
Deferred tax on fair value hedge taken to income statement	-	<b>(398)</b>	-	-	<b>(398)</b>
Deferred tax on fair value transfers to cashflow hedge reserve	-	<b>488</b>	-	-	<b>488</b>
Total comprehensive income for the period	-	<b>(232)</b>	-	<b>30,468</b>	<b>30,236</b>
<b>Transactions with owners:</b>					
Dividends paid	-	-	-	<b>(43,806)</b>	<b>(43,806)</b>
Share options charged to income statement	-	-	<b>458</b>	-	<b>458</b>
Share options exercised	<b>585</b>	-	<b>(104)</b>	-	<b>481</b>
Transfer for share options lapsed and forfeited	-	-	<b>(92)</b>	<b>92</b>	-
<b>Balance at 27 January 2013</b>	<b>42,317</b>	<b>(635)</b>	<b>922</b>	<b>85,977</b>	<b>128,581</b>

**BRISCOE GROUP LIMITED**  
**CONSOLIDATED BALANCE SHEET**  
**as at 27 January 2013**

	27 January 2013 \$000	29 January 2012 \$000
<b>EQUITY</b>		
Share capital	42,317	41,732
Cashflow hedge reserve	(635)	(403)
Share options reserve	922	660
Retained earnings	85,977	99,223
<b>Total equity</b>	<b>128,581</b>	<b>141,212</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Employee benefits	575	572
<b>Total non-current liabilities</b>	<b>575</b>	<b>572</b>
<b>Current liabilities</b>		
Trade and other payables	50,532	54,674
Provisions	89	84
Derivative financial instruments	855	653
Taxation payable	3,561	3,001
Employee benefits	7,638	7,109
<b>Total current liabilities</b>	<b>62,675</b>	<b>65,521</b>
<b>TOTAL LIABILITIES</b>	<b>63,250</b>	<b>66,093</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>191,831</b>	<b>207,305</b>
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	44,563	45,144
Intangible assets	1,307	1,254
Deferred tax	1,237	770
<b>Total non-current assets</b>	<b>47,107</b>	<b>47,168</b>
<b>Current assets</b>		
Cash and cash equivalents	77,541	95,337
Trade and other receivables	2,534	2,622
Inventories	64,573	62,057
Derivative financial instruments	76	121
<b>Total current assets</b>	<b>144,724</b>	<b>160,137</b>
<b>TOTAL ASSETS</b>	<b>191,831</b>	<b>207,305</b>
 <b>Net Tangible Assets per Security (cents)</b>	 <b>59.56</b>	 <b>65.69</b>



**BRISCOE GROUP LIMITED**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**for the 52 week period ended 27 January 2013**

	Period ended 27 January 2013 \$000	Year ended 29 January 2012 \$000
<b>OPERATING ACTIVITIES</b>		
Receipts from customers	452,904	437,516
Rent received	46	76
Dividends received	4	5
Insurance recovery	171	-
Interest received	1,778	1,690
<b>Operating Cash Inflows</b>	<b>454,903</b>	<b>439,287</b>
Payments to suppliers & employees	(397,001)	(373,973)
Interest paid	(12)	(33)
Income tax paid	(12,021)	(10,192)
Net GST paid	(14,463)	(13,059)
<b>Operating Cash Outflows</b>	<b>(423,497)</b>	<b>(397,257)</b>
<b>Net cash flows from operating activities</b>	<b>31,406</b>	<b>45,030</b>
<b>INVESTING ACTIVITIES</b>		
Proceeds from sale of property, plant and equipment	24	82
<b>Investing Cash Inflows</b>	<b>24</b>	<b>82</b>
Purchase of property, plant and equipment	(5,175)	(9,340)
Purchases of intangible assets	(651)	(1,178)
<b>Investing Cash Outflows</b>	<b>(5,826)</b>	<b>(10,518)</b>
<b>Net cash flows from investing activities</b>	<b>(5,802)</b>	<b>(10,436)</b>
<b>FINANCING ACTIVITIES</b>		
Issue of new shares	481	941
<b>Financing Cash Inflows</b>	<b>481</b>	<b>941</b>
Dividends paid	(43,806)	(20,169)
<b>Financing Cash Outflows</b>	<b>(43,806)</b>	<b>(20,169)</b>
<b>Net cash applied to financing activities</b>	<b>(43,325)</b>	<b>(19,228)</b>
<b>Net increase (decrease) in cash held</b>	<b>(17,721)</b>	<b>12,366</b>
Cash at beginning of year	95,337	82,794
Cash flow hedge adjustment	(75)	177
<b>Cash at end of year</b>	<b>77,541</b>	<b>95,337</b>

## Earnings per Security (EPS)

Calculation of basic and fully diluted EPS in accordance with IAS 33: Earnings Per Share

	Current full year (cents per share)	Previous corresponding full year (cents per share)
Basic EPS	14.3	13.0
Diluted EPS	14.0	12.6

## Dividends Paid / Payable

	Date Paid / To be paid	Cents per share (fully imputed)
Special Dividend for the period ended 27 January 2013	28 June 2012	10.00
Interim Dividend for the period ended 27 January 2013	27 September 2012	4.00
Final Dividend for the period ended 27 January 2013	27 March 2013	7.00

## Segment Information

	Homeware \$000	Sporting goods \$000	Eliminations / Unallocated \$000	Total Group \$000
<b>For the period ended 27 January 2013</b>				
Sales Revenue	307,051	145,651	-	452,702
Earnings Before Interest and tax	29,251	10,370	1,349	40,970

	Homeware \$000	Sporting Goods \$000	Eliminations / Unallocated \$000	Total Group \$000
<b>For the period ended 29 January 2012</b>				
Sales Revenue	294,442	143,595	-	438,037
Earnings Before Interest and tax	26,169	9,158	1,339	36,666