



JB Hi-Fi Limited

Macquarie Emerging Leaders Conference

May 2009

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Agenda



1. **Half Year 2009 Results**
2. **Historical Performance**
3. **Trading Update**
4. **Store Update**
5. **Investment Checklist**

Richard Uechtritz
CEO

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1. Half Year 2009 Results

Strong performance for 6 months to 31 December 2008



Sales up 28%, Profit up 41% and Dividend up 50%

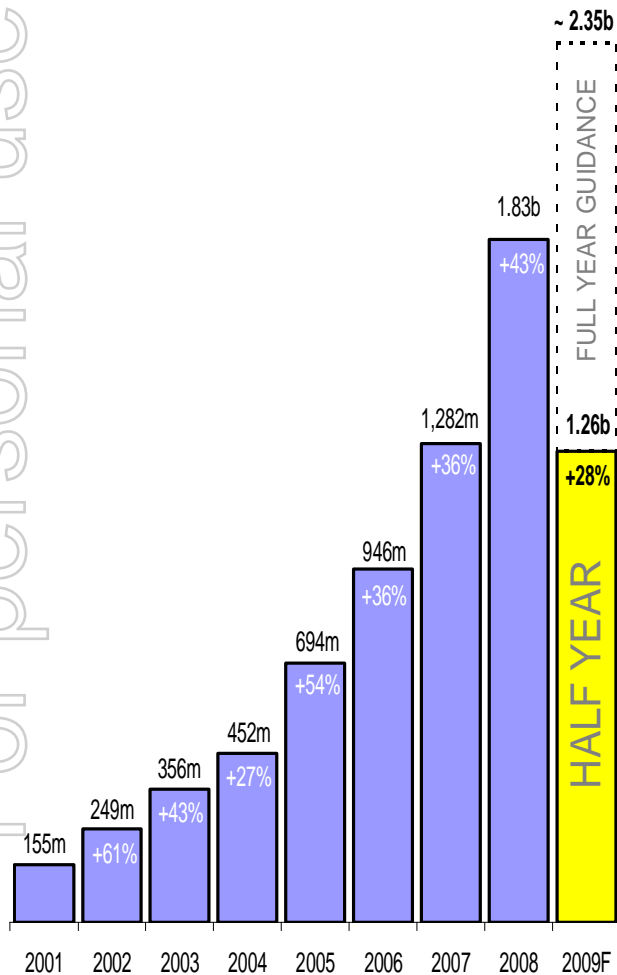
	HY09	HY08	
q Sales	\$1.26b	\$988.5m	27.6%
q Comparable store sales growth	11.1%	18.8%	
q Gross Margin	21.4%	21.6%	-22 bps
q Cost of Doing Business	13.4%	14.3%	-92 bps
q EBIT Margin	7.3%	6.6%	+69 bps
q NPAT	\$59.0m	\$41.9m	40.8%
q Earnings per share	55.3 cps	40.0 cps	38.3%
q Interim dividend - fully franked	15.0 cps	10.0 cps	50.0%

2. HISTORICAL PERFORMANCE

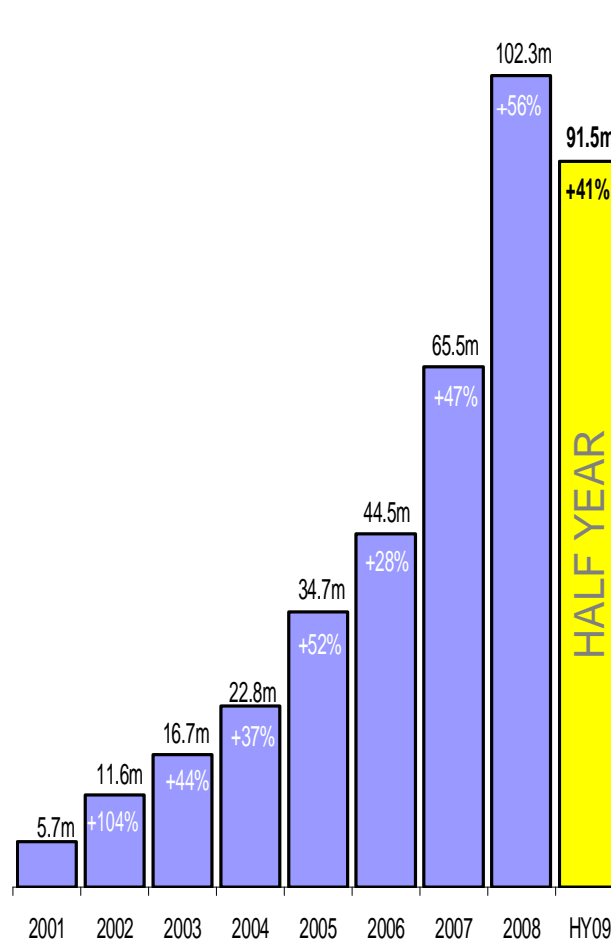
Strong growth in sales & earnings since MBI in July 2000



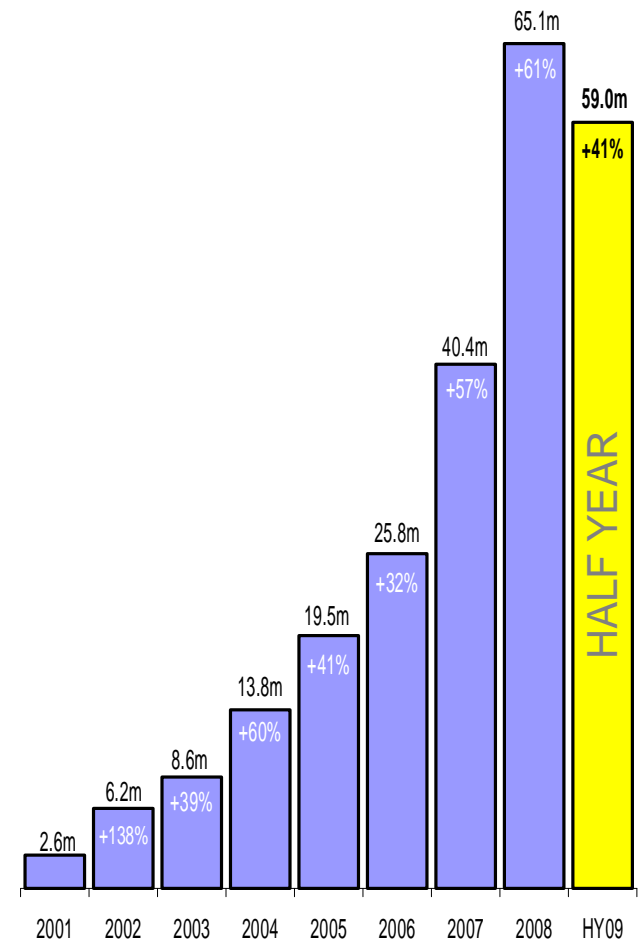
SALES +28%



EBIT +41%



NPAT +41%



3. TRADING UPDATE



Trading Performance

- § Sales YTD continue to meet internal expectations.
- § Comp store sales YTD still strong.
- § Margins in some areas under pressure.
- § CODB continues to decline.
- § Company has traded well since the start of the financial crisis and economic downturn in Jan 08.
- § Thus we are cautiously confident that we will continue to trade well in the tough times ahead.
- § Consumers still spending on home entertainment/technology as well as home consumer staples (i.e. WES and WOW results).
- § All about sentiment – consumers still have purchasing power they had in better times, somewhat more with lower interest rates, lower petrol prices and increased savings.
- § Consumers have the capacity to spend when given a good reason to spend (i.e. new technology, technology upgrades and sales – i.e. Christmas etc).
- § Rising unemployment is a risk but still low historically.
- § JB should receive its share of the governments stimulus packages - a good portion being spent on home entertainment.
- § Industry continues to rationalise.
- § JB should be bigger and stronger when better times return as we grow the company through these tough times.
- § Company is comfortable with average analysts forecast for FY09 of \$87.1 million NPAT which was revised upward after half year release.

4. STORE UPDATE



Ø 20 new stores to open in FY09 . . . GOAL 150 JB Stores (currently 104 JB stores)

§ 17 JB Hi-Fi stores open or to open at:

- **WA:** Malaga, Cockburn, Cannington, Joondalup, Perth City, Claremont, Rockingham
- **NSW:** Tweed Heads
- **VIC:** Melbourne*
- **QLD:** Morayfield, Cairns, Gold Coast
- **SA:** Gepps Cross*
- **ACT:** DFO Fyshwick
- **NEW ZEALAND:** St Lukes, Wellington, Botany*

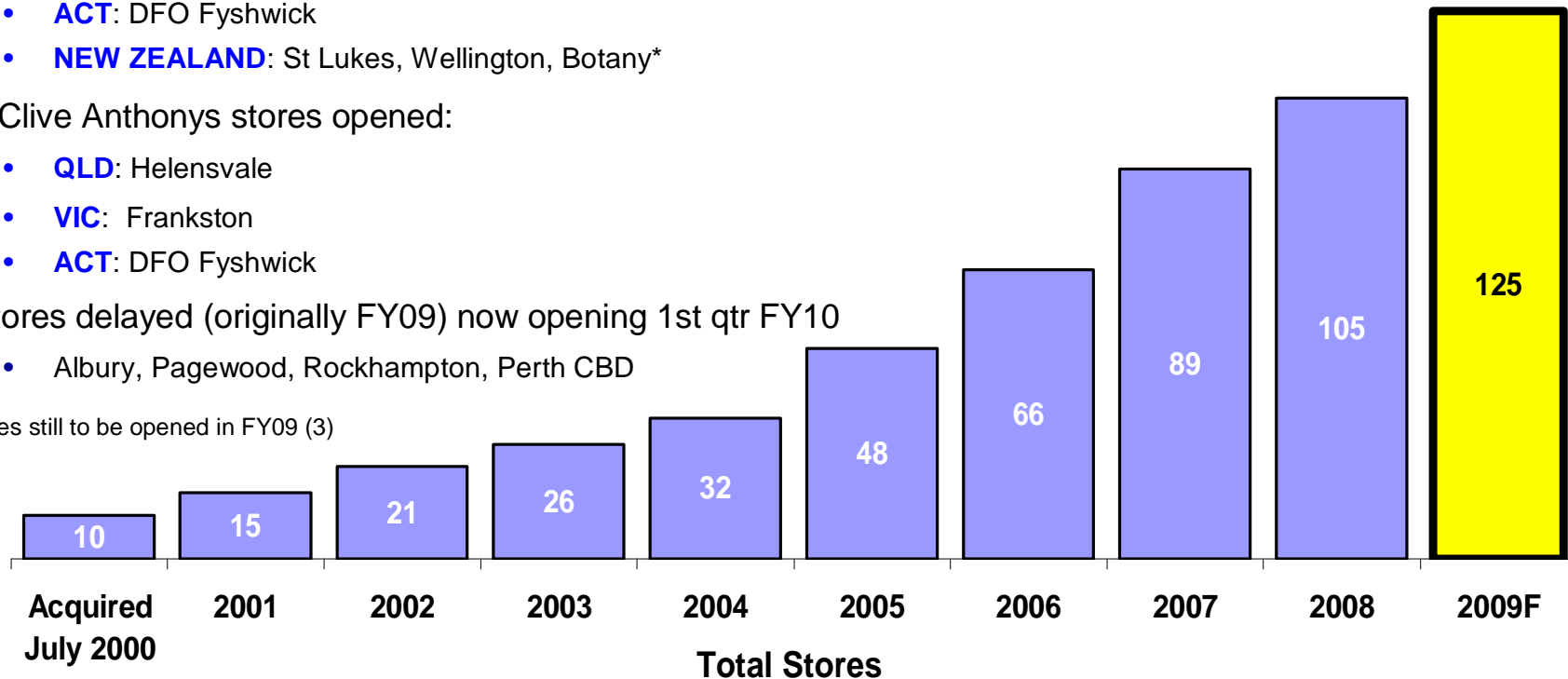
§ 3 Clive Anthonys stores opened:

- **QLD:** Helensvale
- **VIC:** Frankston
- **ACT:** DFO Fyshwick

§ Stores delayed (originally FY09) now opening 1st qtr FY10

- Albury, Pagewood, Rockhampton, Perth CBD

* stores still to be opened in FY09 (3)



5. INVESTMENT CHECKLIST



- Strong and unique retail model.
- Operates mainly in high growth home entertainment and technology sector.
- Low cost of doing business – best of listed retailers.
- Many new store opportunities
 - JB circa 150 in Australia and New Zealand (currently only 104)
 - Clive Anthonys substantial growth potential
- Good growth potential from computer/IT and mobile consumer electronics (telco) categories.
- Size and continued high growth gives us great buying power and advertising synergies.
- Low capital investment and high return on invested capital.
- Low gearing and renewed debt facility.
- Strength and depth of management.

APPENDIX I



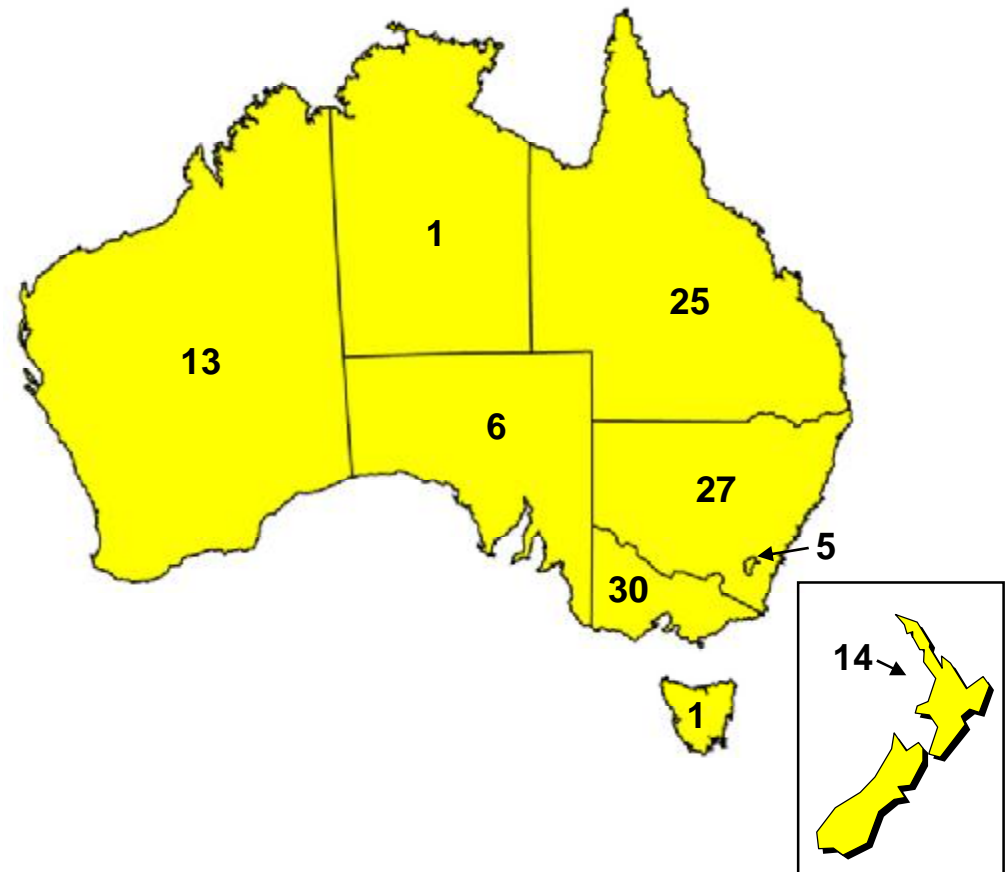
Store movements – YTD March 2009

	FY08	YTD 09		
		Opened	Closed	Total
AUSTRALIA				
JB Hi-Fi	85	12	-	97
Clive Anthony's	8	3	-	11
	93	15	-	108
NEW ZEALAND				
JB Hi-Fi	5	2	-	7
Hill & Stewart	7	-	-	7
	12	2	-	14
	105	17	-	122

Store Format:

Shopping centres	51	7	-	58	48%
Other	54	10	-	64	52%
	105	17	-	122	

Geographic breakdown



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