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# Appendix 4D

## The Reject Shop Limited

(ABN 33 006 122 676)

### Consolidated preliminary half year report

For the 26 weeks ended 29 December 2013

Compared to the 26 weeks ended 30 December 2012

				\$A'000
Revenues from continuing operations	up	17.7%	to	385,448
Profit from continuing operations after tax attributable to members	down	15.9%	to	16,877
Net profit for the period attributable to members	down	15.9%	to	16,877
<b>Dividends</b>		Amount per share		Franked amount per share
Interim dividend		21.5¢		100%
Record date for determining entitlements to the dividend		26 March 2014		
Dividend payment date		14 April 2014		

Commentary on the Company's trading result is included in the media release and on pages 2 to 4 of the half year report enclosed.

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**THE REJECT SHOP LIMITED**

**Overview of Financial Performance**

\$ Amounts are in '000's / %'s are to Sales	HYE14	HYE13
Sales	385,448	327,518
Gross Profit (i)	44.9%	46.2%
Cost of Doing Business (ii)	36.3%	36.1%
EBITDA	33,315	36,137
Depreciation and Amortisation	8,620	6,750
EBIT	24,695	29,387
Net Interest Expense	585	1,061
Profit Before Tax	24,110	28,326
Income Tax Expense	7,233	8,268
Net Profit After Tax	16,877	20,058
Reconciliation of EBIT	HYE14	HYE13
EBIT as reported	24,695	29,387
Excl. Ipswich DC Insurance Claim	-	(2,874)
Excl. Excess New Store Costs	3,625	1,428
Normalised EBIT	28,320	27,941
(i) Non IFRS Measure		
(ii) Unaudited		

**Sales**

Sales grew by 17.7% from \$327.5m to \$385.4m against the corresponding period last year.

Comparable store sales despite trending positively for most of the half were flat overall with disappointing sales over the peak weeks leading into Christmas. This was particularly evident in stores in major shopping centres, which continue to drag down very good growth generally in other store locations.

Overall sales growth was driven by 33 new store openings in the half, as well as growth from stores opened in the prior year.

**Gross Profit**

Gross Profit (sales less cost of sales) as a percent to sales was down on the Company's expectations and the prior year, reflecting higher than planned markdowns and poor returns from some higher margin categories, and despite achieving stronger sales in lower margin categories.

**Cost of Doing Business (CODB)**

CODB (consisting of store and administrative expenses but excluding depreciation and amortisation) as a percent to sales increased slightly during the half. This was the net effect of the following:

- ➔ Store expenses inclusive of store wages, new store opening costs, occupancy costs, other store operating costs and advertising were up as a percentage to sales, mainly due to the expansion of the new store network during the half, with new store opening costs increasing from \$1.4m (17 new stores) to \$3.6m (33 new stores). A revised mix of advertising spend between catalogues and television saw the advertising spend as a % to sales reduce during the half. Occupancy costs as a percent to sales were flat, aided by a number of lease rental reductions for renewals during the period; and

- Administrative expenses, which reduced as a percentage to sales, as the fixed cost base was able to be leveraged against the increased sales base of a significantly expanded business.

Depreciation and amortisation expense increased significantly on the back of the significant number of store openings over the last twelve month period.

### **Earnings**

The Company EBIT of \$24.7m is down on the prior half. However, the comparability of the two periods is impacted by two material items:

- In the prior half there was a \$2.9m receipt relating to the final settlement relating to the flooding of Company's Ipswich Distribution Centre; and
- The new store opening costs in HY14 were \$3.6m compared to only \$1.4m borne in the prior half.

After adjusting for the above two items, the Company recorded a modest 1.3% increase in EBIT during the half.

### **Dividends**

The Company has declared an interim dividend of 21.5 cents per share which has a record date of 26 March 2014 and will be paid on 14 April 2014. This dividend is indicative of an increased payout ratio of 60% of Net Profit After Tax, which is up from the 50% which has been applied since the flooding of the Ipswich Distribution Centre in FY2011. This increased payout is also reflective of the strong balance sheet position at the end of the half and the strong operating cashflow the business has generated in the half and will continue to generate into the future.

### **Financial Position and Capital Investment**

In April 2013 the company raised \$43m in additional equity via an Institutional and Share Placement Plan to support the significant capital expenditure and working capital requirements of an accelerated new store opening program which has taken place over the 12 month period ending December 2013.

This equity raising, combined with a strong operating cashflow generation during the December half, has allowed the Company to be in a net cash position of \$14.8m at the end of the half. This is despite the business having spent \$20.5m on capital expenditure during HYE14, including a record \$13.9m on new stores. We have also invested approximately \$8m in working capital (primarily inventory) required to service these new stores.

This reduced net debt position saw interest expense reduce by \$0.5m on the prior half.

### **Overview of Operational Performance and Outlook**

The Company's result was below expectations. This reflects flat overall comparable store sales for the half, resulting from an unexpected poor December trading period, coupled with a disappointing gross margin outcome. This detracted from positive improvements in key operating metrics, and the successful execution of 33 new store openings during the half.

The Company remains conscious of the requirement to improve operating returns, after significant periods of investing in stores and infrastructure for the future.

The Company's strategic approach to its store portfolio remains paramount to ensure the Company operates in long term viable locations. This half, the Company is considering closing 4 stores subject to finalization of negotiations with landlords. These exits, as previously noted, are being balanced with new stores opening in locations where the Company believes it can sustain long-term profitable growth.

The Company has 12 new store openings scheduled for the second half, however in relative terms the significant amount of focus, time and incremental expenditure on new stores is largely in the past.

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**THE REJECT SHOP LIMITED**

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This half the Company is targeting moderate comparable store sales growth, gross margin percentage in line with the prior corresponding half and continued improvement in other key metrics. The reducing AUD will continue to require significant focus and planning over this half and into next year, and we have already addressed some of the areas which resulted in a lower margin result this half.

The Company expects full year NPAT, inclusive of opening costs, to be between \$17m and \$18m, compared to \$19.5 million for the previous full year (which included an insurance recovery of \$2.0m after tax relating to a prior period).

## **DIRECTORS' REPORT**

Your directors present their report on the Company and its controlled entities for the half year ended 29 December 2013.

### **Directors**

The following persons were directors of The Reject Shop Limited during the whole of the half year and up to the date of this report:

William J Stevens

*Non-executive Director*

Chairman of the Board, Member of the Remuneration Committee and Member of the Audit Committee.

Chris J Bryce

*Managing Director*

Kevin J Elkington

*Non-executive Director*

Chairman of the Audit Committee and Member of the Remuneration Committee.

Denis R Westhorpe

*Non-executive Director*

Member of the Audit Committee and Member of the Remuneration Committee.

Melinda Conrad

*Non-executive Director*

Chairman of the Remuneration Committee and Member of the Audit Committee.

### **Review of operations**

The profit of the consolidated entity for the half year after providing for income tax amounted to \$16,877,418.

The half year ended 29 December 2013, incorporates 26 weeks trading.

A review of the operations of the consolidated entity during the half year and the results of these operations are set out on pages 2 and 3 of the Appendix 4D and the Company's media release.

### **Seasonality**

The first half of the Company's year traditionally produces a profit result significantly higher than the second half due to the significant sales increase during the peak trading period of November and December which provides profit leverage given a fixed cost base which does not increase during this same two month period.

The balance sheet as at 29 December 2013 reflects a reduced level of borrowings as compared to other times during the year due to the seasonal nature of the consolidated entity's activities.

### **Dividends**

On 14 October 2013, a fully franked final ordinary dividend of 13.0 cents per share totalling \$3,747,412 was paid. On 19 February 2014, the directors declared a fully franked interim dividend of 21.5 cents per share to be paid on 14 April 2014.

The Company's dividend reinvestment plan is not currently active.

### **Auditor's independence declaration**

A copy of the auditor's independence declaration as required under section 307C of the *Corporations Act 2001* is set out on page 7.

**Rounding of amounts to nearest thousand dollars**

The consolidated entity is of a kind referred to in Class Order 98/100 issued by the Australian Securities and Investments Commission, relating to the "rounding off" of amounts in the directors' report and financial report. Amounts in the directors' report and financial report have been rounded off to the nearest thousand dollars in accordance with that Class Order.

Signed in accordance with a resolution of the directors:



William J Stevens  
Chairman



Chris J Bryce  
Managing Director

19 February 2014



## Auditor's Independence Declaration

As lead auditor for the review of The Reject Shop Limited for the half-year ended 29 December 2013, I declare that to the best of my knowledge and belief, there have been:

- a) no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the review; and
- b) no contraventions of any applicable code of professional conduct in relation to the review.

This declaration is in respect of The Reject Shop Limited and the entities it controlled during the period.

A handwritten signature in blue ink that reads 'Daniel Rosenberg'.

Daniel Rosenberg  
Partner  
PricewaterhouseCoopers

Melbourne  
19 February 2014

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**THE REJECT SHOP LIMITED**

**Consolidated Statement of Comprehensive Income  
For the Half Year Ended 29 December 2013**

	Note	Half Year 2013 \$'000	2012 \$'000
<b>Revenues from continuing operations</b>			
Sales revenue	2	385,448	327,518
Other income	2,4	30	3,194
		385,478	330,712
Cost of sales		213,931	177,411
Store expenses		127,288	105,446
Administrative expenses		19,534	18,441
		360,753	301,298
Finance costs	3	615	1,088
<b>Profit before income tax</b>		<b>24,110</b>	28,326
Income tax expense	5	7,233	8,268
<b>Profit for the half year</b>		<b>16,877</b>	20,058
<b>Other comprehensive income</b>			
<i>Items that may be re-classified to profit or loss</i>			
Changes in the fair value of cash flow hedges		(3,508)	(646)
Income tax relating to components of other comprehensive income		1,052	194
Other comprehensive income for the half-year, net of tax		(2,456)	(452)
<b>Total Comprehensive Income for the Half Year Attributable To Members Of The Reject Shop Limited</b>		<b>14,421</b>	19,606

<b>Earnings per Share</b>		<b>Cents</b>	Cents
Basic Earnings Per Share	24	58.5	76.9
Diluted Earnings Per Share	24	57.8	76.0

The above consolidated statement of comprehensive income should be read in conjunction with the accompanying notes.

**THE REJECT SHOP LIMITED**

**Consolidated Balance Sheet  
As at 29 December 2013**

	Note	29 December 2013 \$'000	30 June 2013 \$'000
<b>Current Assets</b>			
Cash	6	15,323	8,274
Receivables	7	1,209	847
Inventories	8	89,237	85,071
Derivative financial instruments	30	3,345	6,853
Other	9	1,680	624
<b>Total Current Assets</b>		<b>110,794</b>	101,669
<b>Non-Current Assets</b>			
Property, plant and equipment	10	98,351	86,738
Deferred tax assets	11	9,008	5,745
<b>Total Non-Current Assets</b>		<b>107,359</b>	92,483
<b>Total Assets</b>		<b>218,153</b>	194,152
<b>Current Liabilities</b>			
Payables	12	38,405	26,726
Borrowings	13	481	8,389
Tax liabilities		6,292	3,074
Provisions	14	8,562	8,911
Other	15	14,443	9,488
<b>Total Current Liabilities</b>		<b>68,183</b>	56,588
<b>Non-Current Liabilities</b>			
Borrowings	16	-	-
Provisions	17	13,147	11,147
Other	18	1,150	1,350
<b>Total Non-Current Liabilities</b>		<b>14,297</b>	12,497
<b>Total Liabilities</b>		<b>82,480</b>	69,085
<b>Net Assets</b>		<b>135,673</b>	125,067
<b>Equity</b>			
Contributed equity	19	46,247	46,277
Reserves	20	7,642	10,136
Retained profits	21	81,784	68,654
<b>Total Equity</b>		<b>135,673</b>	125,067

The above consolidated balance sheet should be read in conjunction with the accompanying notes.

**THE REJECT SHOP LIMITED**

**Consolidated Statement of Changes in Equity  
For the Half Year Ended 29 December 2013**

2013	Contributed Equity \$'000	Capital Profits \$'000	Share Based Payments \$'000	Hedging Reserve \$'000	Retained Earnings \$'000	Total \$'000
<b>Balances as at 30 June 2013</b>	46,277	739	4,600	4,797	68,654	125,067
<b>Profit for the period</b>					16,877	16,877
<b>Other comprehensive income</b>				(2,456)		(2,456)
<b>Transaction with owners in their capacity as owners:</b>						
Cost of capital raising	(30)					(30)
Dividends Paid					(3,747)	(3,747)
Share based remuneration			(48)			(48)
Tax credited directly to equity			10			10
<b>Balances as at 29 December 2013</b>	<b>46,247</b>	<b>739</b>	<b>4,562</b>	<b>2,341</b>	<b>81,784</b>	<b>135,673</b>

2012	Contributed Equity \$'000	Capital Profits \$'000	Share Based Payments \$'000	Hedging Reserve \$'000	Retained Earnings \$'000	Total \$'000
<b>Balances as at 1 July 2012</b>	3,366	739	3,971	277	60,162	68,515
<b>Profit for the period</b>	-	-	-	-	20,058	20,058
<b>Other comprehensive income</b>	-	-	-	(452)	-	(452)
<b>Transaction with owners in their capacity as owners:</b>						
Dividends Paid	-	-	-	-	(4,697)	(4,697)
Share based remuneration	-	-	289	-	-	289
Tax credited directly to equity	-	-	10	-	-	10
<b>Balances as at 30 December 2012</b>	<b>3,366</b>	<b>739</b>	<b>4,270</b>	<b>(175)</b>	<b>75,523</b>	<b>83,723</b>

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes.

**Consolidated Statement of Cash Flows  
For the Half Year Ended 29 December 2013**

		Half Year	
	Note	2013 \$'000	2012 \$'000
<b>Cash Flows from Operating Activities</b>			
Receipts from customers (inclusive of goods and services tax)		423,326	359,858
Payments to suppliers and employees (inclusive of goods and services tax)		(377,517)	(327,508)
Insurance claims received		-	7,854
Interest received		30	27
Borrowing costs paid		(615)	(642)
Income tax paid		(6,217)	(5,093)
<b>Net cash inflows from operating activities</b>	23	<b>39,007</b>	<b>34,496</b>
 <b>Cash Flows from Investing Activities</b>			
Proceeds from sale of property, plant and equipment		234	405
Payments for property, plant and equipment		(20,507)	(12,465)
<b>Net cash outflows used in investing activities</b>		<b>(20,273)</b>	<b>(12,060)</b>
 <b>Cash Flows from Financing Activities</b>			
Costs associated with share issue		(30)	-
Proceeds from borrowings		127,200	101,100
Repayment of borrowings		(134,200)	(125,500)
Dividends paid	26	<b>(3,747)</b>	<b>(4,697)</b>
<b>Net cash outflows used in financing activities</b>		<b>(10,777)</b>	<b>(29,097)</b>
 <b>Net increase / (decrease) in cash held</b>		 <b>7,957</b>	 <b>(6,661)</b>
Cash at the beginning of the half year		<b>6,885</b>	9,043
<b>Cash at the end of the half year</b>	23	<b>14,842</b>	<b>2,382</b>

The above consolidated statement of cash flows should be read in conjunction with the accompanying notes.

**Note 1: Basis of preparation of half-year report**

This condensed consolidated interim financial report for the half year reporting period ended 29 December 2013 has been prepared in accordance with Accounting Standard *AASB 134 Interim Financial Reporting* and the Corporations Act 2001.

This interim financial report does not include all the notes of the type normally included in an annual financial report. Accordingly, this report is to be read in conjunction with the annual report for the year ended 30 June 2013 and any public announcements made by The Reject Shop Limited during the interim reporting period in accordance with the continuous disclosure requirements of the *Corporations Act 2001*.

The accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period.

**THE REJECT SHOP LIMITED**

	Note	Half Year	
		2013 \$'000	2012 \$'000
<b>Note 2: Revenue From Continuing Operations</b>			
<b>Sales Revenue</b>			
Sales of goods		<u>385,448</u>	<u>327,518</u>
<b>Other Income</b>			
Interest		30	27
Income from insurance claims	4	-	3,167
		<u>30</u>	<u>3,194</u>
		<u>385,478</u>	<u>330,712</u>

**Note 3: Expenses**

**Profit before income tax expense includes the following expenses:**

Interest and finance charges paid/payable	615	1,088
Depreciation and amortisation	8,620	6,750
Unrealised foreign exchange (gain)	(13)	(6)
Net loss / (gain) on disposal of property, plant and equipment	40	(58)
Rental expenses relating to operating leases:		
Minimum lease payments	48,046	40,560
Provision for rent escalations	466	499
Rent paid on percentage of sales basis	211	250
Employee benefits expenses	79,661	66,673
New store opening costs	3,625	1,428

**Note 4: Accounting for Insurance Claims**

Losses recognised in the Consolidated Statement of Comprehensive Income which are the subject of insurance recoveries are as follows:

Cost of sales	-	13
Store expenses	-	70
Administrative expenses	-	-
<b>Total insured expenses</b>	<u>-</u>	<u>83</u>
Recoveries from insurance claims relate to:		
Inventory write-offs	-	13
Loss of gross profits	-	3,084
Property, plant and equipment Expenses	-	70
	<u>-</u>	<u>3,167</u>

**THE REJECT SHOP LIMITED**

		Half Year	
		2013 \$'000	2012 \$'000
<b>Note 5: Income Tax</b>			
<b>(a) Income tax expense</b>			
Current tax		9,443	10,543
Deferred tax		<u>(2,210)</u>	<u>(2,275)</u>
		<u>7,233</u>	<u>8,268</u>
Deferred income tax expense included in income tax expense comprises:			
(Increase) in net deferred tax assets		(2,210)	(2,275)
<b>(b) Numerical reconciliation of income tax expense to prima facie tax payable</b>			
Profit before income tax expense		24,110	28,326
Tax at the Australian tax rate of 30% (2012 – 30%)		7,233	8,498
Tax effect of amounts which are deductible in calculating taxable income:			
Research and development		-	(230)
		<u>7,233</u>	<u>8,268</u>
Under provided in prior years		-	-
		<u>7,233</u>	<u>8,268</u>
Income tax expense		<u>7,233</u>	<u>8,268</u>
<b>(c) Amounts recognised directly in equity</b>			
Aggregate current and deferred tax arising in the reporting period and not recognised in net profit or loss but directly debited or credited in equity			
Current tax – credited directly to equity		<u>10</u>	<u>204</u>
<b>(d) Tax (expense) / income relating to items of other comprehensive income</b>			
Cash flow hedges		<u>1,052</u>	<u>194</u>
		<u>29 December 2013 \$'000</u>	<u>30 June 2013 \$'000</u>
	<b>Note</b>		
<b>Note 6: Current Assets – Cash</b>			
Cash on hand	23	1,502	1,235
Cash at bank	23	<u>13,821</u>	<u>7,039</u>
		<u>15,323</u>	<u>8,274</u>
<b>Note 7: Current Assets – Receivables</b>			
Other debtors		751	228
Insurance receivable		<u>458</u>	<u>619</u>
		<u>1,209</u>	<u>847</u>

**THE REJECT SHOP LIMITED**

	<b>29 December 2013 \$'000</b>	30 June 2013 \$'000
<b>Note 8: Current Assets – Inventories</b>		
Inventory at cost	88,639	84,423
Inventory at net realisable value	598	648
	<b>89,237</b>	<b>85,071</b>
 <b>Note 9: Current Assets – Other</b>		
Prepayments	1,463	427
Other current assets	217	197
	<b>1,680</b>	<b>624</b>
 <b>Note 10: Non-Current Assets – Property, Plant And Equipment</b>		
<b>Leasehold improvements</b>		
At cost	55,760	44,162
Less accumulated depreciation	(19,161)	(16,583)
	<b>36,599</b>	<b>27,579</b>
 <b>Plant and equipment</b>		
At cost	115,682	107,305
Less accumulated depreciation	(53,930)	(48,146)
	<b>61,752</b>	<b>59,159</b>
 Total property, plant and equipment	<b>98,351</b>	<b>86,738</b>
 The consolidated entity has capital commitments totalling \$1,194,050 (Dec 2012: \$Nil), all payable within one year.		
 <b>Note 11: Non-Current Assets – Deferred Tax Assets</b>		
<b>The balance comprises temporary differences attributable to:</b>		
Amounts recognised in profit or loss		
Employee benefits	3,816	3,111
Lease escalation	2,667	2,527
Inventories	678	1,029
Lease incentives	897	838
Sundry items	1,204	465
Employee share trust	322	416
Equity raising costs	228	261
Other provisions and accruals	1,095	122
	<b>10,907</b>	<b>8,769</b>
 Set-off of deferred tax liabilities of consolidated entity pursuant to set off provisions:		
Depreciation	(758)	(782)
Insurance receivable	(137)	(186)
Hedging reserve	(1,004)	(2,056)
	<b>9,008</b>	<b>5,745</b>
 Deferred tax assets expected to be recovered within 12 months	<b>5,064</b>	<b>2,401</b>
Deferred tax assets expected to be recovered after more than 12 months	<b>3,944</b>	<b>3,344</b>
	<b>9,008</b>	<b>5,745</b>

**THE REJECT SHOP LIMITED**

<b>29 December</b>	30 June
<b>2013</b>	2013
<b>\$'000</b>	\$'000

**Note 12: Current Liabilities – Payables**

Unsecured liabilities		
Trade creditors	28,940	21,569
Sundry creditors and accruals	9,465	5,157
	<u>38,405</u>	<u>26,726</u>

**Note 13: Current Liabilities – Borrowings**

Secured Liabilities		
Bank overdraft	481	1,389
Commercial bills	-	7,000
	<u>481</u>	<u>8,389</u>

**Note 14: Current Liabilities – Provisions**

Employee entitlements	<u>8,562</u>	<u>8,911</u>
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**Note 15: Current Liabilities – Other**

Accrued expenses	12,173	7,501
Deferred income	2,270	1,987
	<u>14,443</u>	<u>9,488</u>

**Note 16: Non-Current Liabilities – Borrowings**

Secured liabilities		
Commercial bills	<u>-</u>	<u>-</u>

**Note 17: Non-Current Liabilities – Provisions**

Employee entitlements	4,258	2,724
Provision for rent escalation	8,889	8,423
	<u>13,147</u>	<u>11,147</u>

**Note 18: Non-Current Liabilities – Other**

Deferred income	<u>1,150</u>	<u>1,350</u>
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**Note 19: Equity – Contributed Equity**

Movements in ordinary share capital

Date	Details	No. of shares	Issue Price per share \$	Contributed Equity \$'000
<b>1 July 2012</b>	<b>Balance</b>	<b>26,071,170</b>		<b>3,366</b>
9 July 2012	Exercise of performance rights	21,050	-	-
24 April 2013	Capital raising	1,851,852	16.20	30,000
29 May 2013	Capital raising	864,176	16.20	14,000
29 May 2013	Capital raising costs	-		(1,089)
<b>30 June 2013</b>	<b>Balance</b>	<b>28,808,248</b>		<b>46,277</b>
9 July 2013	Exercise of performance rights	18,000	-	-
11 July 2013	Capital raising costs	-		(30)
<b>29 December 2013</b>	<b>Balance</b>	<b>28,826,248</b>		<b>46,247</b>



**THE REJECT SHOP LIMITED**

**Reconciliation of Cash**

Cash at the end of the half year as shown in the statement of cash flows is reconciled to the related items in the balance sheet as follows:

Cash on hand	1,502	1,111
Cash at bank	13,821	1,301
Bank overdrafts	(481)	(30)
	14,842	2,382

	Half Year	
	2013 Cents	2012 Cents
<b>Note 24: Earnings per share</b>		
Basic earnings per share	58.5	76.9
Diluted earnings per share	57.8	76.0
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	28,825,363	26,088,539
Weighted average number of ordinary shares and potential ordinary shares used as the denominator in calculating diluted earnings per share	29,206,908	26,398,523

	30 December 2013 Cents	1 July 2013 Cents
	<b>Note 25: Net Tangible Assets</b>	
Net tangible asset backing per ordinary share	470.6	434.1

	Half Year	
	2013 \$'000	2012 \$'000
<b>Note 26: Dividends</b>		
Fully franked final dividend paid on 14 October 2013 (2012: 15 October 2012)	3,747	4,697
Balance of franking account at half year adjusted for franking credits arising from payment of income tax and dividends recognised as receivables, franking debits arising from payment of proposed dividends and any credits that may be prevented from distribution in subsequent years	37,217	41,047

**Note 27: Segment Information**

The Reject Shop operates within the one reportable segment (retailing of discount variety merchandise). Total revenues of \$385,447,882 all relate to the sale of discount variety merchandise in the Company's country of domicile (Australia), in this single reportable segment. The Company is not reliant on any single customer.

**Note 28: Dividend Reinvestment Plan**

The Company has established a dividend reinvestment plan which is not currently active.

**Note 29: Matters Subsequent to the End of the Half Year**

No matters or circumstances have arisen since the end of the half year which have significantly affected or may significantly affect the operations of the consolidated entity, the results of operations, or the state of affairs of the consolidated entity in future financial years.

**Note 30: Fair Value Measurements**

The only financial assets or financial liabilities carried at fair value are cash flow hedges. The directors consider the cash flow hedges to be Level 2 financial instruments because, unlike Level 1 financial instruments, their measurement is derived from inputs other than quoted prices that are observable for the assets or liabilities, either directly (as prices) or indirectly (derived from prices). There have been no transfers between levels 1, 2 and 3 for recurring fair value measurements during the half-year. The cash flow hedges fair values have been obtained from third party valuations derived from forward exchange rates at the balance sheet date.

The fair value of the cash flow hedges at 29 December 2013 was an asset of \$3,345,060 (30 June 2013: asset of \$6,853,334).

The directors consider that the carrying amount of financial assets and financial liabilities recorded in the financial statements approximate their fair values.

**DIRECTORS' DECLARATION**

In the directors' opinion:

- (a) the financial statements and notes set out on pages 8 to 19 are in accordance with the *Corporations Act 2001*, including:
  - (i) complying with Accounting Standards, the *Corporations Regulations 2001* and other mandatory professional reporting requirements; and
  - (ii) giving a true and fair view of the consolidated entity's financial position as at 29 December 2013 and of its performance, as represented by the results of its operations and its cash flows, for the half year ended on that date; and
- (b) there are reasonable grounds to believe that The Reject Shop Limited will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the directors.



William J Stevens  
Chairman



Chris J Bryce  
Managing Director

Melbourne  
19 February 2014



## Independent auditor's review report to the members of The Reject Shop Limited

### Report on the Half-Year Financial Report

We have reviewed the accompanying half-year financial report of The Reject Shop Limited (the company), which comprises the balance sheet as at 29 December 2013, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the half-year ended on that date, selected explanatory notes and the directors' declaration for The Reject Shop Limited Group (the consolidated entity). The consolidated entity comprises both The Reject Shop Limited (the company) and the entities it controlled during the half-year.

#### *Directors' responsibility for the half-year financial report*

The directors of the company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement whether due to fraud or error.

#### *Auditor's responsibility*

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity*, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the financial report is not in accordance with the *Corporations Act 2001* including: giving a true and fair view of the consolidated entity's financial position as at 29 December 2013 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*. As the auditor of The Reject Shop Limited ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### *Independence*

In conducting our review, we have complied with the independence requirements of the *Corporations Act 2001*.

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*Conclusion*

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of The Reject Shop Limited is not in accordance with the *Corporations Act 2001* including:

- (a) giving a true and fair view of the consolidated entity's financial position as at 29 December 2013 and of its performance for the half-year ended on that date; and
- (b) complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

A handwritten signature in blue ink, appearing to read 'PricewaterhouseCoopers', written in a cursive style.

PricewaterhouseCoopers

A handwritten signature in blue ink, appearing to read 'Daniel Rosenberg', written in a cursive style.

Daniel Rosenberg  
Partner

Melbourne  
19 February 2014