

---

# Appendix 4D

## The Reject Shop Limited

(ABN 33 006 122 676)

### Consolidated preliminary half year report

For the 26 weeks ended 25 December 2011

Compared to the 26 weeks ended 26 December 2010

				\$A'000
Revenues from continuing operations	up	6.1%	to	292,794
Profit from continuing operations after tax attributable to members	up	4.0%	to	16,553
Net profit for the period attributable to members	up	4.0%	to	16,553
<b>Dividends</b>		Amount per share	Franked amount per share	
Interim dividend		24.0¢	100%	
Record date for determining entitlements to the dividend		28 March 2012		
Dividend payment date		16 April 2012		

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.

---

**Overview of Financial Performance**

Sales grew by 6.1% from \$275.9m to \$292.8m against the corresponding period last year. Comparable store sales declined by 1.6%. The first quarter sales were down 4.1% while second quarter sales progressively improved on the back of the reinstatement of the Ipswich Distribution Centre (DC) and a strong seasonal trade to be up 1.0%.

The uncertainty over the availability of the Ipswich Distribution Centre made the ability to plan inventory levels and sales for the first quarter challenging, which is reflected in the first few months of trading. The re-opening of the Ipswich DC (which had been closed since the January 2011 floods) and the October 2011 transfer of stock between Melbourne and Brisbane coincided with the peak seasonal trade, with a progressive improvement in sales throughout the second quarter.

Overall sales growth was driven by ten new store openings in the half, as well as growth from stores opened in the prior year. Two stores were successfully relocated during the half although several existing stores were negatively impacted by retail centre developments during the period.

Gross margin (after logistics and warehousing costs) increased from 43.6% to 44.8% as a percentage of sales compared to the corresponding period last year. As noted last year, the implementation of the Ipswich DC and the need to service two separate sites required significant changes to the overall supply chain of the business. Increasing the use of overseas consolidation centres added complexity to the sourcing process. The change led to increased shipping costs for products sourced overseas last year, with some process issues increasing these costs higher than anticipated.

In addition to the changes to product costing above, the overall logistics and warehousing costs increased this half due to the Ipswich DC being out of commission. The continuing need to service the entire store portfolio from Melbourne during the first four months of this year meant additional costs were incurred primarily in accumulating, storing and transferring inventory from Melbourne to Ipswich on the re-opening of the facility. The treatment of such recoverable costs (as a component of cost of sales) makes the reported gross margin not reflective of normalised gross margin.

Adjusting for the impact of the flood on logistics and warehousing costs, the underlying gross margin improved significantly from the prior year, reflecting a combination of:

- Significant process improvements in the use of overseas consolidation centres which reduced shipping costs for overseas inventory purchases; and
- Improved seasonal sales leading to a reduction in seasonal markdowns;

The overall margin improvement was despite:

- The need to clean out inventory imbalances via markdowns in the first few months as a result of the disruption to trading; and
- Continued price deflation offset to some degree by a strong currency.

Overall operating costs, as a percentage of sales, were well managed; however with less leverage of fixed costs as a result of negative comparable store sales. Despite the tough trading conditions, the Company ensured store standards were maintained. We also incurred additional costs on an extensive marketing trial to enhance brand awareness, primarily in South Australia.

From mid-September the Ipswich DC facility progressively returned to full capacity. The efficiency improvements evident prior to the flood quickly returned, with scope for further improvement still available. Accordingly, the Company expects the second half reported gross margin and operating costs to reflect a more normalised cost structure.

Depreciation and amortisation expense, as a percentage of sales, decreased from 2.1% to 2.0% during the half, as no significant capital expenditure was incurred other than new store openings.

Interest expense increased on the corresponding prior half based on the higher levels of borrowings required to fund the further investment in the Ipswich DC and the negative impact on cash flows of the Ipswich flood.

The Company's tax expense ratio increased from 29.0% to 29.6% as the prior corresponding period benefited from a higher level of qualifying research and development expenditure.

---

## THE REJECT SHOP LIMITED

---

The Company significantly reduced its debt primarily as a result of being able to better plan and control inventory levels once the re-instatement of the Ipswich DC was complete. Whilst the Company has reduced its debt significantly over the half, the Board considers the conservative approach to capital management be maintained for the near term. The Board has therefore declared an interim fully franked dividend of 24.0 cents per share, representing 50% of the estimated full year earnings, and this dividend ratio is expected to remain at least until the end of the financial year.

### ***Overview of Operational Performance***

The closure of the Ipswich DC continued to impact operating capability throughout the first few months of FY2012. This required extensive focus by the business to continue to service stores from Melbourne, as well as plan for and execute the re-instatement of the DC. From mid-September the business progressively increased the operating capacity of the Ipswich DC and finalised the transfer of stock between Melbourne and Brisbane in mid-October.

Ten new stores were opened during the period with the Company finishing the half with 228 stores. The store openings were widespread with five in Queensland, two in Victoria and one store in each of Western Australia, New South Wales, and South Australia. Overall the new stores performed well.

During the half the Company continued to review its existing store portfolio to ensure it maintains profitability in all retail stores. This ongoing review will enable the Company to assess all existing sites prior to lease renewals to ensure occupancy costs are realistic and the retail precinct remains viable over the long term. While this could lead to reduced occupancy costs in selected sites, it is also likely to lead to an increased level of store relocations and/or closures to ensure the Company positions its stores in the best possible locations.

### ***Finalisation of Ipswich Re-Opening***

The Ipswich DC is now fully operational and servicing an increased number of stores compared to the period prior to the flood. Post-flood there are two significant outstanding, namely:

- The finalisation of the insurance claim process. To date the Company has received \$18.2m in recoveries with \$6.2m received during the half. During the first half the Company recorded \$2.1m in the income statement for both loss of sales and increased costs of working. As at 25<sup>th</sup> December the Company has an insurance receivable of \$1.2m. The Company fully expects to recover this amount.
- The Flood Mitigation Plan over the facility is now complete. The Plan incorporates a Flood Barrier System (FBS) which physically protects the site in the event of flooding. The FBS is a self installation system which will be delivered in early March 2012. Whilst certain other actions will also be required within the operating environment of the site itself, the Company is confident the FBS offers the best alternative to protect against a future flood event. The \$2 million capital cost of the system is considerable, however the Company believes the investment is required to provide ongoing certainty over the site until lease end.

### ***Outlook for the FY2012 and Beyond***

The Company has spent most of the last 12 months re-establishing a “business as usual” operating environment. This is largely complete however, as previously announced, forecasting sales for the coming half was challenging given the impacts the flood had on lost inventory and sales, and the lack of distribution centre capacity through to October 2011.

The Company expects challenging retail conditions will continue in the foreseeable future given the current world economic instability and lack of consumer confidence locally. The Company has therefore taken a prudent approach to inventory investment this half, to ensure the business does not overcompensate for the impact of the flood in the corresponding half last year.

Despite the current retail environment the Company remains confident in its business model its long term growth plans. With the business now operating with fully functional distribution centres, management focus can now move to other opportunities. In the short term these include a satellite Western Australian distribution centre, improvements to its SAP IT platform, and to overall stock-flow efficiency. In addition, increased time will be spent on assessing the potential for a greater on-line presence, and reviewing overseas sourcing alternatives.

## **THE REJECT SHOP LIMITED**

---

The Company will continue to expand its store footprint with seven new store openings planned in the second half. Consistent with prior years, the initial profit contribution from these stores is not expected to cover their opening costs during the period. The Company continues to assess alternative store locations including the opening of stores in smaller towns.

The Company did not provide full year profit guidance in August 2011 given the uncertainty over a number of significant outstanding matters at that time. These included the timing and cost of the reinstatement of the Ipswich DC, and the flow on impact on trading and the ongoing insurance claim. Whilst the Ipswich DC is now fully functional, the final settlement of the insurance claim remains outstanding and this may influence the overall profit result for the financial year.

The Company will also report on a 53 week basis this financial year versus 52 weeks last year. This will impact the comparability of the periods from a sales and profit perspective.

Although the first quarter results were significantly impacted by the flood, the second quarter trading results were pleasing. The first seven weeks of the second half have yielded positive comparable sales (against distorted sales in the corresponding half last year); however on balance the retail climate has not improved. The Company expects trading to remain volatile and therefore inventory investment this half to date reflects a prudent approach to sales growth.

Despite the current retail environment the Company is committed to significantly investing in marketing to increase overall brand awareness during this half. An initial trial in the first half, primarily in South Australia, produced pleasing results and therefore will be broadened from February 2012, to encompass other trade areas. While increased advertising may increase sales in the short term, the Company is not forecasting an immediate significant sales return from the expenditure in the current half, however believes this investment will yield long term benefits.

Based upon the first half trading result and a prudent sales forecast (inclusive of the increased marketing activity), the Company believes it can achieve NPAT of between \$20.5m and \$22.0m for the full 53 week period (or approximately \$19.0m to \$20.5m on a 52 week basis).

## DIRECTORS' REPORT

Your directors present their report on the Company and its controlled entities for the half year ended 25 December 2011.

### 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, unless otherwise stated:

WJ Stevens

*Non-executive Director*

Chairman of the Board and Chairman of the Remuneration Committee.

CJ Bryce

*Managing Director*

KJ Elkington

*Non-executive Director*

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

DR Westhorpe

*Non-executive Director*

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

M Conrad

*Non-executive Director*

Ms Conrad was appointed as a Director, member of the Audit Committee and a member of the Remuneration Committee on 19 August 2011 and continues in these offices at the date of this report.

### Review of operations

The profit of the consolidated entity for the half year after providing for income tax amounted to \$16,553,045.

The half year ended 25 December 2011, 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 4 of the Appendix 4D and the Company's media release.

### Seasonality

The half year reflects trading results that cannot be reasonably expected for the remainder of the year, due to the seasonal nature of the consolidated entity's activities.

The balance sheet as at 25 December 2011 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 10 October 2011, a fully franked final dividend of 8.0 cents per share totalling \$2,085,694 was paid. On 15 February 2012, the directors declared a fully franked interim dividend of 24.0 cents per share to be paid on 16 April 2012.

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.


**THE REJECT SHOP LIMITED**

---

**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:



WJ Stevens  
Chairman  
15 February 2012



CJ Bryce  
Managing Director



## Auditor's Independence Declaration

As lead auditor for the review of The Reject Shop Limited for the half year ended 25 December 2011, 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 dark ink, appearing to read 'Daniel Rosenberg', written in a cursive style.

Daniel Rosenberg  
Partner  
PricewaterhouseCoopers

Melbourne  
15 February 2012

**THE REJECT SHOP LIMITED**

**Consolidated Statement of Comprehensive Income**  
**For the Half Year Ended 25 December 2011**

		Half Year	
	Note	2011 \$'000	2010 \$'000
Revenues from continuing operations			
Sales revenue	2	292,794	275,897
Other income	2	2,093	8
		<u>294,887</u>	<u>275,905</u>
Cost of sales		161,742	155,703
Store expenses		91,056	80,617
Administrative expenses		16,793	15,566
		<u>269,591</u>	<u>251,886</u>
Finance costs	3	1,794	1,601
<b>Profit before income tax</b>		<b>23,502</b>	<b>22,418</b>
Income tax expense	5	6,949	6,504
<b>Profit for the half year</b>		<b>16,553</b>	<b>15,914</b>
Other comprehensive income			
Changes in the fair value of cash flow hedges		2,623	(3,524)
Income tax relating to components of other comprehensive income		(787)	1,057
Other comprehensive income for the half-year, net of tax		<u>1,836</u>	<u>(2,467)</u>
<b>Total Comprehensive Income for the Half Year Attributable To Members Of The Reject Shop Limited</b>		<u><b>18,389</b></u>	<u><b>13,447</b></u>

Earnings per Share		Cents	Cents
Basic Earnings Per Share	25	63.5	61.1
Diluted Earnings Per Share	25	62.8	60.5

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



**Consolidated Statement of Financial Position**  
**As at 25 December 2011**

	<b>Note</b>	<b>25 December 2011 \$'000</b>	<b>26 June 2011 \$'000</b>
<b>Current Assets</b>			
Cash	6	7,888	5,097
Receivables	7	1,616	5,584
Current tax receivable		-	1,336
Inventories	8	62,821	62,499
Derivative financial instruments	9	670	-
Other	10	2,195	1,490
<b>Total Current Assets</b>		<b>75,190</b>	<b>76,006</b>
<b>Non-Current Assets</b>			
Property, plant and equipment	11	74,942	71,942
Deferred tax assets	12	6,940	5,603
<b>Total Non-Current Assets</b>		<b>81,882</b>	<b>77,545</b>
<b>Total Assets</b>		<b>157,072</b>	<b>153,551</b>
<b>Current Liabilities</b>			
Payables	13	36,249	29,033
Borrowings	14	10,662	39,967
Tax liabilities		5,254	-
Provisions	15	8,455	7,366
Derivative financial instruments	9	-	1,954
Other	16	9,804	7,153
<b>Total Current Liabilities</b>		<b>70,424</b>	<b>85,473</b>
<b>Non-Current Liabilities</b>			
Borrowings	17	6,000	4,400
Provisions	18	9,866	9,478
Other	19	1,075	1,150
<b>Total Non-Current Liabilities</b>		<b>16,941</b>	<b>15,028</b>
<b>Total Liabilities</b>		<b>87,365</b>	<b>100,501</b>
<b>Net Assets</b>		<b>69,707</b>	<b>53,050</b>
<b>Equity</b>			
Contributed equity	20	3,366	3,366
Reserves	21	5,292	3,102
Retained profits	22	61,049	46,582
<b>Total Equity</b>		<b>69,707</b>	<b>53,050</b>

The above consolidated statement of financial position should be read in conjunction with the accompanying notes.

**THE REJECT SHOP LIMITED**

**Consolidated Statement of Changes in Equity  
For the Half Year Ended 25 December 2011**

2011	Contributed Equity \$'000	Capital Profits \$'000	Share Based Payments \$'000	Hedging Reserve \$'000	Retained Earnings \$'000	Total \$'000
<b>Balances as at 27 June 2011</b>	<b>3,366</b>	<b>739</b>	<b>3,731</b>	<b>(1,368)</b>	<b>46,582</b>	<b>53,050</b>
<b>Total comprehensive income</b>	-	-	-	1,836	16,553	18,389
<b>Transaction with owners in their capacity as owners:</b>						
Dividends Paid	-	-	-	-	(2,086)	(2,086)
Share based remuneration	-	-	350	-	-	350
Tax credited directly to equity	-	-	4	-	-	4
<b>Balances as at 25 December 2011</b>	<b>3,366</b>	<b>739</b>	<b>4,085</b>	<b>468</b>	<b>61,049</b>	<b>69,707</b>

2010	Contributed Equity \$'000	Capital Profits \$'000	Share Based Payments \$'000	Hedging Reserve \$'000	Retained Earnings \$'000	Total \$'000
<b>Balances as at 28 June 2010</b>	<b>3,366</b>	<b>739</b>	<b>3,142</b>	<b>608</b>	<b>43,688</b>	<b>51,543</b>
<b>Total comprehensive income</b>	-	-	-	(2,467)	15,914	13,447
<b>Transaction with owners in their capacity as owners:</b>						
Dividends Paid	-	-	-	-	(7,289)	(7,289)
Share based remuneration	-	-	401	-	-	401
Tax credited directly to equity	-	-	177	-	-	177
<b>Balances as at 26 December 2010</b>	<b>3,366</b>	<b>739</b>	<b>3,720</b>	<b>(1,859)</b>	<b>52,313</b>	<b>58,279</b>

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

**Consolidated Cash Flow Statement  
For the Half Year Ended 25 December 2011**

		<b>Half Year</b>	
	<b>Note</b>	<b>2011 \$'000</b>	<b>2010 \$'000</b>
<b>Cash Flows from Operating Activities</b>			
Receipts from customers (inclusive of goods and services tax)		<b>321,585</b>	303,102
Payments to suppliers and employees (inclusive of goods and services tax)		<b>(282,670)</b>	(278,040)
Insurance claims received		<b>6,200</b>	-
Interest received		<b>27</b>	8
Borrowing costs paid		<b>(1,411)</b>	(1,542)
Income tax paid		<b>(2,479)</b>	(4,819)
<b>Net cash inflows from operating activities</b>	24	<b>41,252</b>	18,709
<b>Cash Flows from Investing Activities</b>			
Proceeds from sale of property, plant and equipment		<b>322</b>	105
Payments for property, plant and equipment		<b>(8,992)</b>	(8,997)
<b>Net cash outflows used in investing activities</b>		<b>(8,670)</b>	(8,892)
<b>Cash Flows from Financing Activities</b>			
Repayment net of finance leases / hire purchases		<b>(659)</b>	(1,454)
Proceeds from borrowings		<b>127,000</b>	138,400
Repayment of borrowings		<b>(154,000)</b>	(140,900)
Dividends paid	27	<b>(2,086)</b>	(7,289)
<b>Net cash outflows used in financing activities</b>		<b>(29,745)</b>	(11,243)
<b>Net increase/(decrease) in cash held</b>		<b>2,837</b>	(1,426)
Cash at the beginning of the half year		<b>4,894</b>	4,339
<b>Cash at the end of the half year</b>	24	<b>7,731</b>	2,913

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

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

This general purpose interim financial report for the half year reporting period ended 25 December 2011 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 26 June 2011 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.

	Half Year	
	2011 \$'000	2010 \$'000
<b>Note 2: Revenue From Continuing Operations</b>		
<b>Sales Revenue</b>		
Sales of goods	<u>292,794</u>	<u>275,897</u>
<b>Other Income</b>		
Interest	27	-
Income from insurance claims	<u>2,066</u>	<u>8</u>
	<u>2,093</u>	<u>8</u>
	<u>294,887</u>	<u>275,905</u>

**Note 3: Expenses**

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

Interest and finance charges paid/payable	1,794	1,601
Depreciation and amortisation	5,679	5,665
Unrealised foreign exchange (gain)	(131)	(206)
Net (gain) on disposal of property, plant and equipment	(10)	(33)
Rental expenses relating to operating leases:		
Minimum lease payments	36,891	33,172
Provision for rent escalations	189	579
Rent paid on percentage of sales basis	294	225
Employee benefits expenses	59,106	53,305

**Note 4: Accounting for Insurance Claims**

The Company had a number of insured losses during the financial year. The most material of these claims related to the flooding of the Company's Ipswich Distribution Centre in Queensland.

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

Cost of sales	1,702	-
Store expenses	-	-
Administrative expenses	364	-
<b>Total insured expenses</b>	<u>2,066</u>	<u>-</u>
Recoveries from insurance claims relate to:		
Loss of gross profits	615	-
Property, plant and equipment	163	-
Expenses	<u>1,288</u>	<u>-</u>
	<u>2,066</u>	<u>-</u>

		Half Year	
		2011 \$'000	2010 \$'000
<b>Note 5: Income Tax</b>			
<b>(a) Income tax expense</b>			
Current tax		9,189	6,940
Deferred tax		(2,240)	(445)
Under provided in prior years		-	9
		<u>6,949</u>	<u>6,504</u>
Deferred income tax expense included in income tax expense comprises:			
(Increase) in net deferred tax assets		(2,240)	(445)
<b>(b) Numerical reconciliation of income tax expense to prima facie tax payable</b>			
Profit before income tax expense		23,502	22,418
Tax at the Australian tax rate of 30% (2010 – 30%)		7,050	6,725
Tax effect of amounts which are deductible in calculating taxable income:			
Research and development		(101)	(230)
		<u>6,949</u>	<u>6,495</u>
Under provided in prior years		-	9
Income tax expense		<u>6,949</u>	<u>6,504</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 / (debited) directly to equity		(783)	1,234
<b>(d) Tax (expense) / income relating to items of other comprehensive income</b>			
Cash flow hedges		(787)	1,057
		<u>(787)</u>	<u>1,057</u>
		25 December 2011 \$'000	26 June 2011 \$'000
<b>Note</b>			
<b>Note 6: Current Assets – Cash Assets</b>			
Cash on hand	24	1,076	786
Cash at bank	24	6,812	4,311
		<u>7,888</u>	<u>5,097</u>
<b>Note 7: Current Assets – Receivables</b>			
Other debtors		244	34
Insurance receivable		1,372	5,550
		<u>1,616</u>	<u>5,584</u>

**THE REJECT SHOP LIMITED**

	<b>25 December 2011 \$'000</b>	<b>26 June 2011 \$'000</b>
<b>Note 8: Current Assets – Inventories</b>		
Inventory at cost	<b>62,271</b>	61,643
Inventory at net realisable value	<b>550</b>	856
	<b>62,821</b>	62,499
<b>Note 9: Current Assets – Derivative Financial Instruments</b>		
Forward foreign exchange contracts-cash flow hedges	<b>670</b>	(1,954)
<b>Note 10: Current Assets – Other</b>		
Prepayments	<b>1,523</b>	1,145
Other current assets	<b>672</b>	345
	<b>2,195</b>	1,490
<b>Note 11: Non-Current Assets – Property, Plant And Equipment</b>		
<b>Leasehold improvements</b>		
At cost	<b>33,857</b>	30,533
Less accumulated depreciation	<b>(14,415)</b>	(12,089)
	<b>19,442</b>	18,444
Under finance lease and hire purchase	<b>1,372</b>	2,680
Less accumulated amortisation	<b>(488)</b>	(1,281)
	<b>884</b>	1,399
<b>Plant and equipment</b>		
At cost	<b>97,036</b>	87,687
Less accumulated depreciation	<b>(43,483)</b>	(37,795)
	<b>53,553</b>	49,892
Under finance lease and hire purchase	<b>4,055</b>	9,839
Less accumulated amortisation	<b>(2,992)</b>	(7,632)
	<b>1,063</b>	2,207
Total property, plant and equipment	<b>74,942</b>	71,942
<b>Note 12: Non Current Assets – Deferred Tax Assets</b>		
<b>The balance comprises temporary differences attributable to:</b>		
Amounts recognised in profit or loss		
Employee benefits	<b>3,042</b>	2,535
Non deductible accruals	<b>2,824</b>	2,627
Inventories	<b>812</b>	829
Lease incentives	<b>731</b>	679
Sundry items	<b>267</b>	709
Employee share trust	<b>324</b>	341
Hedging reserve	<b>-</b>	586
	<b>8,000</b>	8,306

**THE REJECT SHOP LIMITED**

	<b>25 December 2011 \$'000</b>	<b>26 June 2011 \$'000</b>
Set-off of deferred tax liabilities of consolidated entity pursuant to set off provisions:		
Depreciation	<b>(409)</b>	(929)
Sundry items	<b>(38)</b>	(109)
Insurance receivable	<b>(412)</b>	(1,665)
Hedging reserve	<b>(201)</b>	-
	<u><b>6,940</b></u>	<u>5,603</u>
Deferred tax assets expected to be recovered within 12 months	<b>3,980</b>	2,760
Deferred tax assets expected to be recovered after more than 12 months	<b>2,960</b>	2,843
	<u><b>6,940</b></u>	<u>5,603</u>

**Note 13: Current Liabilities – Payables**

Unsecured liabilities		
Trade creditors	<b>27,925</b>	26,046
Sundry creditors and accruals	<b>8,324</b>	2,987
	<u><b>36,249</b></u>	<u>29,033</u>

**Note 14: Current Liabilities – Borrowings**

Secured Liabilities		
Bank overdraft	<b>157</b>	203
Commercial bills	<b>10,400</b>	39,000
Hire purchase liability	<b>105</b>	764
	<u><b>10,662</b></u>	<u>39,967</u>

**Note 15: Current Liabilities – Provisions**

Employee entitlements	<b>8,455</b>	<b>7,366</b>
-----------------------	--------------	--------------

**Note 16: Current Liabilities – Other**

Accrued expenses	<b>8,443</b>	6,040
Deferred income	<b>1,361</b>	1,113
	<u><b>9,804</b></u>	<u>7,153</u>

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

Secured liabilities		
Commercial bills	<b>6,000</b>	4,400

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

Employee entitlements	<b>2,109</b>	1,909
Provision for rent escalation	<b>7,757</b>	7,569
	<u><b>9,866</b></u>	<u>9,478</u>

**Note 19: Non-Current Liabilities – Other**

Deferred income	<b>1,075</b>	<b>1,150</b>
-----------------	--------------	--------------



**Note 20: Equity – Contributed Equity**

Movements in ordinary share capital

Date	Details	No. of shares	Issue Price per share \$	Contributed Equity \$'000
<b>27 June 2010</b>	<b>Closing balance</b>	<b>25,973,070</b>		<b>3,366</b>
6 July 2010	Exercise of performance rights	60,500	-	-
<b>26 June 2011</b>	<b>Closing balance</b>	<b>26,033,570</b>		<b>3,366</b>
15 July 2011	Exercise of performance rights	37,600	-	-
<b>25 December 2011</b>	<b>Closing balance</b>	<b>26,071,170</b>		<b>3,366</b>

<b>25 December 2011</b>	<b>26 June 2011</b>
<b>\$'000</b>	<b>\$'000</b>

**Note 21: Equity – Reserves**

Capital profits reserve	<b>739</b>	739
Share based payments reserve	<b>4,085</b>	3,731
Hedging reserve – cash flow hedges	<b>468</b>	(1,368)
	<b>5,292</b>	3,102

**Note 22: Equity – Retained Profits**

Retained profits at the beginning of the financial period	<b>46,582</b>	43,688
Net profit attributable to members of the consolidated entity	<b>16,553</b>	16,171
Dividends provided for or paid	<b>(2,086)</b>	(13,277)
Retained profits at reporting date	<b>61,049</b>	46,582

**Note 23: Contingent Liabilities**

Estimates of the maximum amounts of contingent liabilities that may become payable:

Letters of credit established for acquisition of goods for resale

-	76
---	----

ANZ Bank indemnity guarantee to landlords

<b>1,298</b>	1,298
--------------	-------

<b>1,298</b>	1,374
--------------	-------

**Note 24: Cash Flow Information**

**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:

	Half Year	
	2011 \$'000	2010 \$'000
<b>Reconciliation of cash flow from operations with profit from ordinary activities</b>		
Profit from ordinary activities after income tax	16,553	15,914
Non-cash flows in profit from ordinary activities:		
Depreciation	5,679	5,665
(Profit) on sale of property, plant and equipment	(10)	(33)
Non-cash share based expense	350	400
Tax credited directly to equity	4	177
Changes in operating assets and liabilities, net of effects of purchase and disposal of subsidiaries		
(Increase) / decrease in receivables and other assets	3,262	(766)
(Increase) in inventories	(321)	(13,777)
Increase in trade and other creditors and other provisions	10,482	10,678
Increase in income tax payable	6,590	1,529
(Increase) in deferred taxes	(1,337)	(1,078)
Net cash provided by operations	<u>41,252</u>	<u>18,709</u>

**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	1,076	860
Cash at bank	6,812	2,173
Bank overdrafts	(157)	(120)
	<u>7,731</u>	<u>2,913</u>

**Note 25: Earnings per share**

	Half Year	
	2011 Cents	2010 Cents
Basic earnings per share	63.5	61.1
Diluted earnings per share	62.8	60.5
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	<u>26,070,137</u>	<u>26,032,240</u>
Weighted average number of ordinary shares and potential ordinary shares used as the denominator in calculating diluted earnings per share	<u>26,356,597</u>	<u>26,282,780</u>

**THE REJECT SHOP LIMITED**

	<b>25 December 2011 Cents</b>	26 June 2011 Cents
<b>Note 26: Net Tangible Assets Per Share</b>		
Net tangible asset backing per ordinary share	<b>267.4</b>	203.8
Total shares outstanding as at end of period	<u><b>26,071,170</b></u>	<u>26,033,570</u>

	<b>Half Year 2011 \$'000</b>	2010 \$'000
<b>Note 27: Dividends</b>		
Fully franked final dividend paid on 10 October 2011 (2010: 11 October 2010)	<b>2,086</b>	7,289
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	<b>33,873</b>	27,972

**Note 28: Segment Information**

The Reject Shop operates within the one reportable segment (retailing of discount variety merchandise). Total revenues of \$292,794,745 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 29: Dividend Reinvestment Plan**

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

**Note 30: Matters Subsequent to the End of the Half Year**

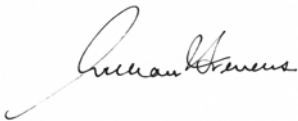
No matters or circumstances have arisen since the end of the half year which have significantly affected or may significantly affect the operations of the consolidated entity, the results of operations, or the state of affairs of the consolidated entity in future financial years

**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 25 December 2011 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.



WJ Stevens  
Chairman



CJ Bryce  
Managing Director

Melbourne  
15 February 2012



## **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, which comprises the consolidated statement of financial position as at 25 December 2011, and the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the half-year ended on that date, selected explanatory notes and the directors' declaration for The Reject Shop Limited (the consolidated entity). The consolidated entity comprises both The Reject Shop Limited and the entities it controlled during that half-year.

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

The directors of The Reject Shop Limited 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 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 an Interim 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 25 December 2011 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.

*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 25 December 2011 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.



PricewaterhouseCoopers



Daniel Rosenberg  
Partner

Melbourne  
15 February 2012