
Appendix 4D

The Reject Shop Limited

Consolidated preliminary final report

**For the 26 weeks ended 29 December 2019
Compared to the 26 weeks ended 30 December 2018**

\$A'000

| | | | |
|---|------|------------------|--------------------------|
| Revenues from continuing operations | up | 0.7% to | 435,710 |
| Profit from continuing operations after tax attributable to members | down | (10.0%) to | 9,506 |
| Net profit for the period attributable to members | down | (10.0%) to | 9,506 |
| Dividends | | Amount per share | Franked amount per share |
| Interim dividend | | nil | n/a |
| Record date for determining entitlements to the dividend | n/a | | |
| Dividend payment date | n/a | | |

Commentary on the Company's trading result is included in the Company's media release and shareholder presentation for the half year ended 29 December 2019.

DIRECTORS' REPORT

Your directors present their report on the Company and its controlled entities for the half year ended 29 December 2019.

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:

Steven Fisher

Non-executive Director

Chairman of the Board (commenced as Chair on 1 October 2019), Member of the Audit and Risk Committee and Member of the Remuneration and Nominations Committee.

Michele Teague

Non-executive Director

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

Selina Lightfoot

Non-executive Director

Chair of the Audit and Risk Committee and Member of the Remuneration and Nominations Committee.

Zachary Midalia

Non-executive Director

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

William J Stevens (Retired on 16 October 2019)

Non-executive Director

Chairman of the Board (until resignation as Chair on 30 September 2019), Member of the Audit and Risk Committee and Member of the Remuneration and Nominations Committee.

Jack Hanrahan (Resigned on 15 October 2019)

Non-executive Director

Member of the Audit and Risk Committee and Chair of the Remuneration and Nominations Committee.

Review of operations

Sales grew +0.7% from \$432.7m to \$435.7m against the prior corresponding period (pcp). Comparable sales were up +0.5% for the half, where the first quarter was flat against the pcp and the second quarter was +0.9% above the pcp.

The profit of the consolidated entity for the half year after providing for income tax amounted to \$9,505,825.

This represents a fall of 10.0% on the prior corresponding period which reflects a combination of a depressed Gross Margin to Sales ratio during the half as the business dealt with a number of poor buying decisions in the June '19 half. In addition the adoption of the new lease accounting standard had a negative impact on pre-tax profit.

The half year ended 29 December 2019, 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 in the Company's media release for the half year ended 29 December 2019.

Seasonality

The first half of the Company's year traditionally produces a profit result significantly higher than the second half. This is 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 2019 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

There have been no dividends paid during the period. The company has not declared an interim dividend (pcp: 10.0cps) to be paid.

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 4.

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:



Steven Fisher
Chairman

27 February 2020



Auditor's Independence Declaration

As lead auditor for the review of The Reject Shop Limited for the half-year ended 29 December 2019, 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 black ink, appearing to read 'S. Lobley', written over a light grey horizontal line.

Sam Lobley
Partner
PricewaterhouseCoopers

Melbourne
27 February 2020

THE REJECT SHOP LIMITED

**Consolidated Statement of Comprehensive Income
For the Half Year Ended 29 December 2019**

| | Note | Half Year 2019 \$'000 | 2018 \$'000 |
|---|------|-----------------------------|----------------------|
| Revenue from continuing operations | | | |
| Sales revenue | 3 | 435,710 | 432,723 |
| Other income | 3 | 2 | 28 |
| | | <u>435,712</u> | <u>432,751</u> |
| | | | |
| Cost of sales | | 249,120 | 245,183 |
| Store expenses | | 146,225 | 147,792 |
| Administrative expenses | | 22,800 | 24,298 |
| | | <u>418,145</u> | <u>417,273</u> |
| | | | |
| Finance costs | 4 | 4,208 | 440 |
| Profit before income tax | | <u>13,359</u> | 15,038 |
| Income tax expense | 5 | 3,853 | 4,479 |
| Profit for the half year | | <u>9,506</u> | 10,559 |
| | | | |
| Other comprehensive income | | | |
| <i>Items that may be re-classified to profit or loss</i> | | | |
| Changes in the fair value of cash flow hedges | | (3,760) | 451 |
| Income tax relating to components of other comprehensive income | | 1,128 | (135) |
| Other comprehensive income for the half year, net of tax | | <u>(2,632)</u> | 316 |
| | | | |
| Total Comprehensive Income for the Half Year Attributable To Members of The Reject Shop Limited | | <u><u>6,874</u></u> | <u><u>10,875</u></u> |
| | | | |
| Earnings per share | | Cents | Cents |
| Basic earnings per share | 22 | 32.9 | 36.5 |
| Diluted earnings per share | 22 | 32.6 | 35.9 |

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 2019**

| | Note | 29 December 2019 \$'000 | 30 June 2019 \$'000 |
|--------------------------------------|------|-------------------------------|---------------------------|
| Current Assets | | | |
| Cash | 6 | 53,435 | 26,308 |
| Inventories | 7 | 117,573 | 110,791 |
| Tax assets | | - | 2,696 |
| Derivative financial instruments | 29 | - | 2,107 |
| Other current assets | 8 | 5,932 | 2,245 |
| Total Current Assets | | <u>176,940</u> | <u>144,147</u> |
| Non Current Assets | | | |
| Property, plant and equipment | 9 | 54,602 | 60,975 |
| Right-of-use assets | 10 | 206,622 | - |
| Deferred tax assets | 11 | 24,780 | 20,196 |
| Total Non Current Assets | | <u>286,004</u> | <u>81,171</u> |
| Total Assets | | <u>462,944</u> | <u>225,318</u> |
| Current Liabilities | | | |
| Payables | 12 | 71,721 | 43,826 |
| Borrowings | 13 | 1,549 | 19,500 |
| Lease liabilities | 10 | 87,395 | - |
| Tax liabilities | | 6,872 | - |
| Provisions | 14 | 11,183 | 10,341 |
| Derivative financial instruments | 29 | 1,653 | - |
| Other current liabilities | 15 | 9,658 | 10,606 |
| Total Current Liabilities | | <u>190,031</u> | <u>84,273</u> |
| Non Current Liabilities | | | |
| Lease liabilities | 10 | 137,638 | - |
| Provisions | 16 | 2,990 | 2,930 |
| Other non current liabilities | 17 | - | 12,793 |
| Total Non Current Liabilities | | <u>140,628</u> | <u>15,723</u> |
| Total Liabilities | | <u>330,659</u> | <u>99,996</u> |
| Net Assets | | <u>132,285</u> | <u>125,322</u> |
| Equity | | | |
| Contributed equity | 18 | 46,247 | 46,247 |
| Reserves | 19 | 3,675 | 6,218 |
| Retained profits | 20 | 82,363 | 72,857 |
| Total Equity | | <u>132,285</u> | <u>125,322</u> |

The above consolidated statement of comprehensive income 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 2019**

| 2019 | F/X | | | | | | |
|---|---------------|------------|--------------|----------------|-------------|----------------|----------------|
| | Contributed | Capital | Share Based | Hedging | Translation | Retained | Total |
| | Equity | Profits | Payments | Reserve | Reserve | Earnings | |
| \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | |
| Balances as at 30 June 2019 | 46,247 | 739 | 4,004 | 1,476 | (1) | 72,857 | 125,322 |
| Profit for the period | - | - | - | - | - | 9,506 | 9,506 |
| Other comprehensive income | - | - | - | (2,632) | - | - | (2,632) |
| Foreign exchange translation | - | - | - | - | (2) | - | (2) |
| Transaction with owners in their capacity as owners: | | | | | | | |
| Dividends Paid | - | - | - | - | - | - | - |
| Share based remuneration | - | - | 150 | - | - | - | 150 |
| Tax credited/(debited) directly to equity | - | - | (59) | - | - | - | (59) |
| Balances as at 29 December 2019 | 46,247 | 739 | 4,095 | (1,156) | (3) | 82,363 | 132,285 |
| | | | | | | | |
| 2018 | F/X | | | | | | |
| | Contributed | Capital | Share Based | Hedging | Translation | Retained | Total |
| | Equity | Profits | Payments | Reserve | Reserve | Earnings | |
| \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | |
| Balances as at 01 July 2018 | 46,247 | 739 | 4,321 | 3,841 | 12 | 95,826 | 150,986 |
| Profit for the period | - | - | - | - | - | 10,559 | 10,559 |
| Other comprehensive income | - | - | - | 316 | - | - | 316 |
| Foreign exchange translation | - | - | - | - | (10) | - | (10) |
| Transaction with owners in their capacity as owners: | | | | | | | |
| Dividends Paid | - | - | - | - | - | (3,180) | (3,180) |
| Share based remuneration | - | - | 117 | - | - | - | 117 |
| Tax credited/(debited) directly to equity | - | - | (107) | - | - | - | (107) |
| Balances as at 30 December 2018 | 46,247 | 739 | 4,331 | 4,157 | 2 | 103,205 | 158,681 |

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

THE REJECT SHOP LIMITED

**Consolidated Statement of Cash Flows
For the Half Year Ended 29 December 2019**

| | Note | Half Year | |
|---|------|-----------------|----------------|
| | | 2019 \$'000 | 2018 \$'000 |
| Cash Flows from Operating Activities | | | |
| Receipts from customers (inclusive of goods and services tax) | | 479,281 | 475,995 |
| Payments to suppliers and employees (inclusive of goods and services tax) | | (377,424) | (453,483) |
| Interest received | | 2 | 28 |
| Borrowing costs paid | | (4,208) | (440) |
| Income tax received/(paid) | | 2,202 | (3,698) |
| Net cash inflows from operating activities | 21 | <u>99,853</u> | <u>18,402</u> |
| Cash Flows from Investing Activities | | | |
| Payments for property, plant and equipment | | <u>(5,977)</u> | <u>(6,996)</u> |
| Net cash outflows used in investing activities | | <u>(5,977)</u> | <u>(6,996)</u> |
| Cash Flows from Financing Activities | | | |
| Proceeds from borrowings | | 124,699 | 118,000 |
| Repayment of borrowings | | (142,650) | (118,000) |
| Principal elements of lease payments | | (48,798) | - |
| Dividends paid | 24 | - | (3,180) |
| Net cash outflows used in financing activities | | <u>(66,749)</u> | <u>(3,180)</u> |
| Net increase / (decrease) in cash held | | 27,127 | 8,226 |
| Cash at the beginning of the half year | | <u>26,308</u> | <u>14,754</u> |
| Cash at the end of the half year | 21 | <u>53,435</u> | <u>22,980</u> |

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 2019 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 2019 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 continuing viability of the Group and its ability to continue as a going concern and meet its debt and commitments as they fall due is dependent on the Group's ability to access funding over the 12 month period from the date of the half year financial report.

The current Australia and New Zealand Banking Group (ANZ) facilities are due to mature on 31 August 2020. Subsequent to half year end, the Group has received written communication from the ANZ of its intention to renew the working capital and seasonal facilities to 31 March 2021 subject to compliance with certain terms and covenants.

Importantly, the proposed terms and covenants include:

- Completion of the capital raise of \$20-25m by 31 March 2020,
- Reduction in the working capital facility by \$15m to \$10m and a \$5m security deposit to be held for the duration of the drawing of the \$20m seasonal facility (from October to December 2020), and
- Compliance with new covenants including fixed cover charge and net tangible worth.

Additionally, the new facility is subject to a letter of offer being issued and accepted.

Due to the above matters, the Group is dependent on both the ability to raise funds through the completion of the planned capital raise; and ongoing compliance with covenants as well as maintaining debt levels within the new, lower bank debt facility limits.

As a result of these matters, there is a material uncertainty that may cast significant doubt on the Group's ability to continue as a going concern and, therefore, that it may be unable to realise its assets and discharge its liabilities in the normal course of business.

However, the directors believe that the Group will be successful in the above matters and, accordingly, have prepared the financial report on a going concern basis.

The accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period unless otherwise noted in note 1(a) below.

Note 1: Basis of preparation of half-year report (continued)

(a) New and amended standards adopted by the Group

The following new or amended standards became applicable for the current reporting period:

- AASB 16 *Leases*

The Group has adopted AASB 16 from 1 July 2019, but has not restated comparatives for the prior reporting period, as permitted under the specific transitional provisions in the standard. The reclassifications arising from the new leasing rules are therefore recognised in the balance sheet as at 01 July 2019.

(i) Adjustments recognised on adoption of AASB 16

On adoption of AASB 16, the group recognised lease liabilities in relation to leases which had previously been classified as 'operating leases' under the principles of AASB 117 *Leases*. These liabilities were measured at the present value of the remaining lease payments, discounted using the lessee's incremental borrowing rate on 1 July 2019 of 3.25%.

| | 2019 \$'000 |
|--|-----------------------|
| Operating lease commitments disclosed as at 30 June 2019 | 280,869 |
| Discounted using the group's incremental borrowing rate of 3.25% | 1,092 |
| (less): adjusted as a result of Motor Vehicles and Outgoings not included in lease liability | (36,398) |
| Lease liability recognised as at 1 July 2019 | <u>245,563</u> |
| Of which are: | |
| Current lease liabilities | 88,068 |
| Non-current lease liabilities | 157,495 |
| | <u>245,563</u> |

The associated right-of-use assets were measured at the amount equal to the lease liability, adjusted by the amount of any lease incentive provisions and lease escalation provisions recognised in the balance sheet as at 30 June 2019.

The recognised right-of-use assets relate to the following types of assets:

| | 1 July 2019 \$'000 |
|----------------------------------|-----------------------|
| Properties | 228,313 |
| Motor Vehicles | 355 |
| Total right-of-use assets | <u>228,668</u> |

The change in accounting policy affected the following items in the balance sheet on 1 July 2019:

- right-of-use assets - increase by \$228,668,000
- lease liabilities - increase by \$245,563,000
- other current and non-current liabilities - decrease by \$16,895,000

In applying AASB 16 for the first time, the group has used a single discount rate to a portfolio of leases with reasonably similar characteristics as a practical expedient as permitted by the standard.

The group has also elected not to reassess whether a contract is, or contains a lease at the date of initial application. Instead, for contracts entered into before the transition date the group relied on its assessment made applying AASB 117 and Interpretation 4 *Determining whether an Arrangement contains a Lease*.

Note 1: Basis of preparation of half-year report (continued)

(a) New and amended standards adopted by the Group (continued)

(ii) The group's leasing activities and how these are accounted for

The group leases various retail stores, distribution centres, offices and vehicles. Rental contracts are typically made for fixed periods of 3 to 7 years but may have extension options as described below. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. The lease agreements do not impose any covenants, but leased assets may not be used as security for borrowing purposes.

Until the 2020 financial year, leases described above were classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) were charged to the profit or loss on a straight-line basis over the period of the lease.

From 1 July 2019, leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the group. Each lease payment is allocated between the liability and finance cost. The finance cost is charged to profit or loss over the lease period so as to produce constant periodic rate of interest on the remaining balance of the liability for each period. The right-of-use asset is depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the fixed payments (including in-substance fixed payments), less any lease incentives receivable.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be determined, the lessee's incremental borrowing rate is used, being the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions.

Right-of-use assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liability
- any lease payments made at or before the commencement date less any lease incentives received
- any initial direct costs, and

Payments associated with short-term leases and leases of low-value assets are recognised on a straight-line basis as an expense in profit or loss. Short-term leases are leases with a lease term of 12 months or less. Low-value assets comprise IT-equipment and small items of office furniture.

(b) Impact of standards issued but not yet applied by the Group

There are no other standards that are not yet effective and that are expected to have a material impact on the entity in the current or future reporting periods and on foreseeable future transactions.

Note 2: Critical accounting estimates and judgments

Critical accounting estimates and judgements are consistent with those in the prior financial year and corresponding period except as detailed below:

(a) Impairment test for corporate and distribution centre assets

Due to impairment indicators at the half year, corporate and distribution centre assets are tested for impairment using a value in use discounted cash flow model. The Group determines value in use by making certain assumptions over forecast cash flows, giving regard to external industry forecasts and board approved budgets, and estimating the present value of these cash flows using a discount rate reflecting the Group's cost of capital.

Impairment assessments are sensitive to the judgments made in the impairment test. The recoverable amount continues to remain above its carrying value and any adverse movements in key assumptions may lead to an impairment, as described in the 2019 Annual Report.

THE REJECT SHOP LIMITED

| | Half Year | |
|--|----------------|---------|
| | 2019 | 2018 |
| | \$'000 | \$'000 |
| Note 3: Revenue From Continuing Operations | | |
| Sales Revenue | | |
| Sales of goods | 435,710 | 432,723 |
| Other Income | | |
| Interest | 2 | 28 |
| | 435,712 | 432,751 |
| Note 4: Expenses | | |
| Profit before income tax expense includes the following expenses: | | |
| Interest and finance charges paid/payable - borrowings | 439 | 440 |
| Interest and finance charges paid/payable - leases | 3,769 | - |
| | 4,208 | 440 |
| <u>Depreciation of owned assets and amortisation expenses included in:</u> | | |
| Cost of sales | 1,848 | 1,799 |
| Store expenses | 6,584 | 6,795 |
| Administrative expenses | 1,167 | 1,159 |
| | 9,599 | 9,753 |
| <u>Depreciation of right-of-use assets expenses included in:</u> | | |
| Cost of sales | 3,193 | - |
| Store expenses | 46,350 | - |
| Administrative expenses | 468 | - |
| | 50,011 | - |
| Expense relating to variable lease payments not included in lease liabilities (included in store expenses) | 271 | (58) |
| Impairment of store assets | 872 | 261 |
| Store asset write off | 380 | (90) |
| Employee benefits expense | 91,139 | 91,234 |
| New store opening costs (inc. refurbishments and deficits) | 566 | 719 |

THE REJECT SHOP LIMITED

| | | Half Year | |
|--|----|----------------------|----------------------|
| | | 2019 | 2018 |
| | | \$'000 | \$'000 |
| Note 5: Income Tax | | | |
| (a) Income tax expense | | | |
| Current tax | | 7,368 | 4,444 |
| Deferred tax | | <u>(3,515)</u> | <u>35</u> |
| | | <u>3,853</u> | <u>4,479</u> |
| Deferred income tax expense included in income tax expense comprises: | | | |
| Decrease / (Increase) in net deferred tax assets | | (3,515) | 35 |
| (b) Numerical reconciliation of income tax expense to prima facie tax payable | | | |
| Profit before income tax expense | | 13,359 | 15,038 |
| Tax at the Australian tax rate of 30% (2018 – 30%) | | 4,008 | 4,511 |
| Tax effect of amounts which are not deductible in calculating taxable income: | | | |
| Research and development | | <u>(154)</u> | <u>-</u> |
| | | <u>3,854</u> | <u>4,511</u> |
| (Over) / Under provided in prior years | | <u>(1)</u> | <u>(32)</u> |
| Income tax expense | | <u>3,853</u> | <u>4,479</u> |
| (c) Amounts recognised directly in equity | | | |
| 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>(59)</u> | <u>(107)</u> |
| (d) Tax (expense) / income relating to items of other comprehensive income | | | |
| Cash flow hedges | | <u>1,128</u> | <u>(135)</u> |
| | | 29 December | 30 June |
| | | 2019 | 2019 |
| | | \$'000 | \$'000 |
| Note 6: Current Assets – Cash | | | |
| Cash on hand | 21 | 1,908 | 1,643 |
| Cash at bank | 21 | <u>51,527</u> | <u>24,665</u> |
| | | <u>53,435</u> | <u>26,308</u> |

THE REJECT SHOP LIMITED

| | 29 December 2019 \$'000 | 30 June 2019 \$'000 |
|---|--|------------------------------------|
| Note 7: Current Assets – Inventories | Note | |
| Inventory at cost | 116,622 | 107,675 |
| Inventory at net realisable value | 951 | 3,116 |
| | <u>117,573</u> | <u>110,791</u> |
| Note 8: Current Assets – Other | | |
| Prepayment | 3,436 | 1,486 |
| Other current assets | 2,496 | 759 |
| | <u>5,932</u> | <u>2,245</u> |
| Note 9: Non-Current Assets – Property, Plant And Equipment | | |
| Leasehold improvements | | |
| At cost | 85,301 | 84,894 |
| Less accumulated depreciation | (54,988) | (60,754) |
| | <u>30,313</u> | <u>24,140</u> |
| Plant and equipment | | |
| At cost | 163,219 | 161,954 |
| Less accumulated depreciation | (138,930) | (125,119) |
| | <u>24,289</u> | <u>36,835</u> |
| Total property, plant and equipment | <u>54,602</u> | <u>60,975</u> |
| Note 10: Leases | | |
| Right-of-use assets | | |
| Property | 206,366 | - |
| Vehicles | 256 | - |
| | <u>206,622</u> | <u>-</u> |
| Lease Liabilities | | |
| Current | 87,395 | - |
| Non-current | 137,638 | - |
| | <u>225,033</u> | <u>-</u> |

For adjustments recognised on adoption of AASB 16 on 1 July 2019, refer to note 1(a).

THE REJECT SHOP LIMITED

| | 29 December 2019 | 30 June 2019 |
|---|-----------------------------|-------------------------|
| Note | \$'000 | \$'000 |
| Note 11: Non-Current Assets – Deferred Tax Assets | | |
| The balance comprises temporary differences attributable to: | | |
| Amounts recognised in profit or loss | | |
| Lease liabilities | 67,510 | - |
| Employee benefits | 4,252 | 3,683 |
| Lease escalation | - | 3,027 |
| Inventories | 1,364 | 1,800 |
| Lease incentives | - | 2,042 |
| Depreciation | 14,483 | 11,267 |
| Other provisions and accruals | 595 | 736 |
| Employee share trust | 14 | 29 |
| Tax Losses | 291 | 291 |
| Hedging reserve | 496 | - |
| | 89,005 | 22,875 |
| Set-off of deferred tax liabilities of consolidated entity pursuant to set off provisions | | |
| Right-of-use assets | (61,987) | - |
| Depreciation | (2,118) | (1,981) |
| Receivables | (120) | (66) |
| Hedging reserve | - | (632) |
| Net deferred tax assets | 24,780 | 20,196 |
| Deferred tax assets expected to be recovered within 12 months | | |
| | 8,065 | 6,794 |
| Deferred tax assets expected to be recovered after more than 12 months | | |
| | 16,715 | 13,402 |
| Net deferred tax assets | 24,780 | 20,196 |
| Note 12: Current Liabilities – Payables | | |
| Unsecured liabilities | | |
| Trade payables | 67,464 | 39,783 |
| Sundry payables and accruals | 4,257 | 4,043 |
| | 71,721 | 43,826 |
| Note 13: Current Liabilities – Borrowings | | |
| Cash advance | | |
| | - | 19,500 |
| Premium Funding | 1,549 | - |
| | 1,549 | 19,500 |

THE REJECT SHOP LIMITED

| | 29 December 2019 | 30 June 2019 |
|--|-----------------------------|-------------------------|
| Note | \$'000 | \$'000 |
| Note 14: Current Liabilities – Provisions | | |
| Onerous leases | - | 174 |
| Employee entitlements | <u>11,183</u> | <u>10,167</u> |
| | <u>11,183</u> | <u>10,341</u> |
| Note 15: Current Liabilities – Other | | |
| Accrued expenses | 9,551 | 6,435 |
| Deferred income - current | 107 | 2,203 |
| Rent escalation - current | - | 1,968 |
| | <u>9,658</u> | <u>10,606</u> |
| Note 16: Non-Current Liabilities – Provisions | | |
| Onerous leases - non current | - | 206 |
| Employee entitlements - non current | <u>2,990</u> | <u>2,724</u> |
| | <u>2,990</u> | <u>2,930</u> |
| Note 17: Non-Current Liabilities – Other | | |
| Deferred income - non current | - | 4,671 |
| Rent escalation - non current | - | 8,122 |
| | <u>-</u> | <u>12,793</u> |

THE REJECT SHOP LIMITED

Note 18: Equity – Contributed Equity

Movements in ordinary share capital

| Date | Details | No. of shares | Issue Price per share \$ | Contributed Equity \$'000 |
|-------------------------|--------------------------------|-------------------|--------------------------------|---------------------------------|
| 01 July 2018 | Balance | 28,859,548 | | 46,247 |
| 23 August 2018 | Exercise of performance rights | 48,600 | | - |
| 30 December 2018 | Balance | 28,908,148 | | 46,247 |
| 30 June 2019 | Balance | 28,908,148 | | 46,247 |
| 29 December 2019 | Balance | 28,908,148 | | 46,247 |

All shares carry one vote per share and rank equally in terms of dividends and on winding up. Ordinary shares have no par value and the Group does not have a limited amount of authorised capital.

THE REJECT SHOP LIMITED

| | Note | 29 December 2019 \$'000 | 30 June 2019 \$'000 |
|--------------------------------------|-------------|--|--------------------------------|
| Note 19: Equity – Reserves | | | |
| Capital profits reserve | | 739 | 739 |
| Share based payments reserve | | 4,095 | 4,004 |
| Hedging reserve - cash flow hedges | | (1,157) | 1,476 |
| Foreign currency translation reserve | | (2) | (1) |
| | | <u>3,675</u> | <u>6,218</u> |

Note 20: Equity – Retained Profits

| | | |
|---|---------------|---------------|
| Retained profits at the beginning of the period | 72,857 | 95,826 |
| Net profit attributable to members of the consolidated entity | 9,506 | (16,899) |
| Dividends paid | - | (6,070) |
| Retained profits at reporting date | <u>82,363</u> | <u>72,857</u> |

| | Half Year | |
|--|------------------------|------------------------|
| | 2019 \$'000 | 2018 \$'000 |

Note 21: Cash Flow Information

Reconciliation of profit after income tax to net cash inflows from operating activities

| | | |
|--|---------------|---------------|
| Profit from ordinary activities after income tax | 9,506 | 10,559 |
| Non-cash flows in profit from ordinary activities: | | |
| Depreciation - owned assets | 9,599 | 9,753 |
| Depreciation - right-of-use assets | 50,011 | - |
| Impairment of store assets | 872 | 261 |
| Provision of onerous leases | - | (46) |
| Store asset write off | 380 | (90) |
| Non-cash share based payment expense | 150 | 117 |
| Tax credited directly to equity | (59) | (107) |
| Changes in operating assets and liabilities, net of effects of purchase and disposal of subsidiaries | | |
| (Increase) in receivables and other assets | (3,687) | (1,471) |
| (Increase) in inventories | (6,782) | (10,579) |
| Increase in right-of-use assets net of lease liabilities | 17,502 | - |
| Increase in trade and other creditors and other provisions | 17,377 | 8,978 |
| Increase in income tax payable | 9,568 | 820 |
| (Increase)/Decrease in deferred taxes | (4,584) | 207 |
| Net cash provided by operations | <u>99,853</u> | <u>18,402</u> |

THE REJECT SHOP LIMITED

| | Half Year | |
|-------------|------------------|---------------|
| Note | 2019 | 2018 |
| | \$'000 | \$'000 |

Note 21: Cash Flow Information (continued)

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 | 1,908 | 2,236 |
| Cash at bank | <u>51,527</u> | <u>20,744</u> |
| | <u><u>53,435</u></u> | <u><u>22,980</u></u> |

| | Half Year | |
|------------------------------------|------------------|--------------|
| Note 22: Earnings per share | 2019 | 2018 |
| | Cents | Cents |

| | | |
|----------------------------|------|------|
| Basic earnings per share | 32.9 | 36.5 |
| Diluted earnings per share | 32.6 | 35.9 |

| | | |
|--|-------------------|-------------------|
| Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share | <u>28,908,148</u> | <u>28,893,995</u> |
|--|-------------------|-------------------|

| | | |
|--|-------------------|-------------------|
| Weighted average number of ordinary shares and potential ordinary shares used as the denominator in calculating diluted earnings per share | <u>29,169,292</u> | <u>29,391,201</u> |
|--|-------------------|-------------------|

| | 29 December | 30 June 2019 |
|-------------------------------------|--------------------|---------------------|
| Note 23: Net Tangible Assets | 2019 | Cents |
| | Cents | Cents |

| | | |
|---|-------|-------|
| Net tangible asset backing per ordinary share (i) | 457.6 | 433.5 |
|---|-------|-------|

(i) The net tangible asset backing per ordinary share includes right-of-use assets.

THE REJECT SHOP LIMITED

| | Half Year | |
|--|----------------|----------------|
| Note | 2019 \$'000 | 2018 \$'000 |
| Note 24: Dividends | | |
| No fully franked final dividend paid (2018: Paid on 15 October 2018) | - | 3,180 |
| Balance of franking account at half year adjusted for franking credits arising from payment/(refund) 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 | 49,628 | 52,721 |

Note 25: Segment Information

The Reject Shop operates within the one reportable segment (retailing of discount variety merchandise). Total revenues of \$435,710,043 all relate to the sale of discount variety merchandise in the Group's country of domicile (Australia), in this single reportable segment. The Group is not reliant on any single customer.

Note 26: Dividend Reinvestment Plan

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

Note 27: Capital Commitments

The consolidated entity has contractually committed to approximately \$2,550,334 (FY2019: \$5,368,090) in capital expenditure at the end of the reporting period.

Note 28: Matters Subsequent to the End of the Half Year

Since the end of the half year, the group has announced a capital raising of \$20-25m expected to be completed by 31 March 2020 (see note 1). This is to facilitate new management's strategic initiatives together with allowing working capital flexibility and reducing the Group's reliance on its banking facilities.

No other matter or circumstance has arisen since the end of the half year that has significantly affected the group's operations, results or state of affairs, or may do so in future years.

Note 29: Fair Value Measurements

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 2019 was a liability of \$1,652,636 (30 June 2019: asset of \$2,107,361).

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

THE REJECT SHOP LIMITED

DIRECTORS' DECLARATION

In the directors' opinion:

- (a) the financial statements and notes set out on pages 5 to 21 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 2019 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.



Steven Fisher
Chairman

Melbourne
27 February 2020



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) and the entities it controlled during the half-year (together the Group), which comprises the consolidated balance sheet as at 29 December 2019, 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 other explanatory notes and the directors' declaration.

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 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 gives a true and fair view and 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 Australian 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 half-year financial report is not in accordance with the *Corporations Act 2001* including giving a true and fair view of the Group's financial position as at 29 December 2019 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:

1. giving a true and fair view of the Group's financial position as at 29 December 2019 and of its performance for the half-year ended on that date;
2. complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

Material uncertainty related to going concern

We draw attention to Note 1 in the half-year financial report, which indicates that the Group is dependent on raising funds through a planned future capital raise and finalising the extension of the Group's bank debt facility which is subject to compliance with certain covenants. These conditions, along with other matters set forth in Note 1, indicate the existence of material uncertainty that may cast significant doubt about the Group's ability to continue as a going concern. Our conclusion is not modified in respect of this matter.

A handwritten signature in black ink, appearing to read 'M. ...', is positioned above the PricewaterhouseCoopers text.

PricewaterhouseCoopers

A handwritten signature in black ink, appearing to read 'S. Lobley', is positioned above the name and title of Sam Lobley.

Sam Lobley
Partner

Melbourne
27 February 2020