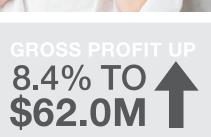


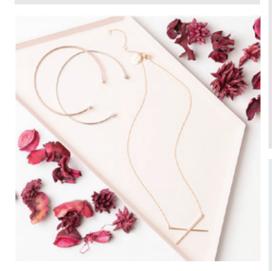




## \*\*NPAT UP 8.0% TO \$13.5M







**EBIT UP** 3.4% TO **\$17.9M** 



13.1% TO **\$82.6M** 













OF 6.67CPS, 75% FRANKED

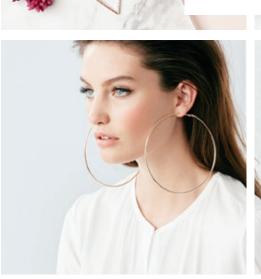


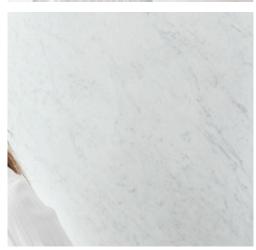




## **CONTENTS**









### DIRECTORS' REPORT

The Directors present their report on the consolidated entity consisting of Lovisa Holdings Limited and the entities it controlled at the end of, or during, the half year ended 27 December 2015.

#### 1. OPERATING AND FINANCIAL REVIEW

Lovisa's revenue for 1H FY2016 was \$82.6m. This is an increase of \$9.6m (+13.1%) on 1H FY2015. Revenue growth was achieved through like for like (LFL) sales performance of +4.1%, and the net opening of 10 new company owned stores, and 2 new franchise stores. Lovisa closed the half with 236 company owned stores and 15 franchise stores. Lovisa opened its first store in the UK in December 2015.

The gross profit for the half was \$62.0m, an increase of \$4.8m (+8.4%) on the prior half. Gross margin for the half was 75.0%. This is compared to 78.3% for the first half of the prior year. Margin for the half was impacted by the fall in the rate of the AUD against the USD, which increased the cost of goods. In addition to this, Lovisa undertook a strategy of clearing poor performing lines to refresh ranges in the lead up to Christmas.

Cost of doing business (CODB) for the half was 49.8%, compared to 50.4% for the first half of the prior year. Lovisa continues to achieve CODB improvements through leveraging the Australian Support Centre and opening stores in relatively low cost territories. This has been achieved whilst continuing to invest in resources for future growth.

Earnings before interest and tax were \$17.9m, an increase of \$0.6m (+3.4%) on the prior year (excluding one-off items associated with the IPO). The 1H FY2016 tax charge includes a one-off benefit of \$0.6m associated with the formation of a tax consolidation group in Australia.

#### 2. DIRECTORS

The following persons were Directors of Lovisa Holdings Limited during the whole of the half-year and up to the date of the report:

Paul Cave Non-Executive Chairman

Shane Fallscheer Director, Chief Executive Officer

Tracey Blundy Non-Executive Director

Neil Osborne Non-Executive Director

(was a Director from the beginning of the financial year until his resignation effective

17 November 2015)

## 3. AUDITORS 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 22.

#### 4. ROUNDING OF AMOUNTS

The company 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 in accordance with that Class Order to the nearest thousand dollars, or in certain cases, to the nearest dollar.

Signed in accordance with a resolution of Directors

Paul Cave Non-Executive Chairman

Shane Fallscheer Chief Executive Officer

Melbourne, 18 February 2016



#### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 27 December 2015

Consolidated (\$000s)	Note	27 December 2015	28 June 2015
Assets			
Cash and cash equivalents		8,583	4,251
Trade and other receivables		2,181	2,147
Inventories		16,789	15,012
Derivatives		-	30
Total current assets		27,553	21,440
Deferred tax assets		3,471	3,541
Property, plant and equipment	4	12,591	10,400
Intangible assets and goodwill	5	1,390	1,610
Total non-current assets		17,452	15,551
Total assets		45,005	36,991
Liabilities			
Bank overdraft	7	-	1,908
Trade and other payables		8,963	7,770
Employee benefits - current		1,609	1,382
Provisions - current	6	1,097	612
Derivatives		211	-
Current tax liabilities		3,909	3,628
Total current liabilities		15,789	15,300
Employee benefits - non current		346	279
Loans and borrowings	7	12,000	12,000
Provisions - non current	6	1,840	2,603
Total non-current liabilities		14,186	14,882
Total liabilities		29,975	30,182
Net assets		15,030	6,809
Equity			
Issued capital		208,526	208,526
Common control reserve		(208,906)	(208,906)
Other reserves		(1,165)	(119)
Retained earnings/(losses)		16,575	7,308
Total equity		15,030	6,809

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

## CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME For the 26 weeks ended 27 December 2015

Consolidated (\$000s)	Note	27 December 2015	28 December 2014
Revenue		82,622	73,036
Cost of sales		(20,638)	(15,839)
Gross profit		61,984	57,197
Salaries and employee benefits expense		(19,746)	(18,131)
Property expenses		(12,536)	(11,840)
Depreciation and amortisation expense		(2,863)	(2,993)
Loss on disposal of property, plant and equipment		12	(54)
IPO transaction costs		-	(2,115)
Change in value of put option liability		-	14,756
Other expenses		(8,905)	(6,816)
Operating profit		17,946	30,004
Finance income		21	3
Finance costs		(352)	(47)
Net finance costs		(331)	(44)
Profit before tax		17,615	29,960
Income tax expense		(4,075)	(4,438)
Profit		13,540	25,522
Other comprehensive income			
Items that may be reclassified to profit or loss:			
Foreign operations - foreign currency translation differences		(1,081)	(125)
		(1,081)	(125)
Other comprehensive income, net of tax		(1,081)	(125)
Total comprehensive income		12,459	25,397
Profit attributable to:			
Owners of the Company		13,540	25,522
		13,540	25,522
			·
Total comprehensive income attributable to:			
Owners of the Company		12,459	25,397
Total comprehensive income for the period		12,459	25,397
· •			
Earnings per share			
Basic and diluted earnings per share (dollars)		0.13	0.24

The above consolidated statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying notes.

### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

As at 27 December 2015

#### Attributable to Equity Holders of the Company

Consolidated (\$000s)	Note	Share Capital	Common Control Reserve	Retained Earnings	Share Based Payments Reserve	Foreign Currency Translation Reserve	Total Equity
Balance at 30 June 2014		1,086	7	(8,699)	-	156	(7,450)
Total comprehensive income for the period							
Profit or loss		-	-	25,522	-	-	25,522
Foreign operations - foreign currency translation differences		-	-	-	-	(125)	(125)
Total comprehensive income for the year		-	-	25,522	-	(125)	25,397
Transactions with owners of the Company							
Contributions and distributions							
Dividends	3	-	-	(7,587)	-	-	(7,587)
Total contributions and distributions		-	-	(7,587)	-	-	(7,587)
Changes in ownership interests							
Acquisitions of subsidiaries through common control		208,914	(208,914)	-	-	-	-
Transaction costs		(1,474)	-	-	-	-	(1,474)
Total changes in ownership interests		207,440	(208,914)	-	-	-	(1,474)
Total transactions with owners of the Company		207,440	(208,914)	(7,587)	-	-	(9,061)
Balance at 28 December 2014		208,526	(208,906)	9,236	-	31	8,887
Balance at 29 June 2015		208,526	(208,906)	7,308	-	(119)	6,809
Total comprehensive income							
Profit or loss		-	-	13,540	-	-	13,540
Foreign operations - foreign currency translation differences		-	-	-	-	(1,081)	(1,081)
Total comprehensive income for the year		-	-	13,540	-	(1,081)	12,459
Transactions with owners of the Company							
Contributions and distributions							
Employee share schemes		-	-	-	35	-	35
Dividends	3	-	-	(4,273)	-	-	(4,273)
Total contributions and distributions		-	-	(4,273)	35	-	(4,238)
Total transactions with owners of the Company		-	-	(4,273)	35	-	(4,238)
Balance at 27 December 2015		208,526	(208,906)	16,575	35	(1,200)	15,030

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

#### CONSOLIDATED STATEMENT OF CASH FLOWS

For the 26 weeks ended 27 December 2015

Consolidated (\$000s)	Note	27 December 2015	28 December 2014
Cash flows from operating activities			
Cash receipts from customers		91,388	80,430
Cash paid to suppliers and employees		(71,074)	(59,634)
Cash generated from operating activities		20,314	20,796
Interest received		21	3
Interest paid		(352)	(47)
Income taxes paid		(3,786)	(3,197)
Net cash from operating activities		16,197	17,555
Cash flows from investing activities			
Acquisition of fixed assets	4	(5,456)	(2,445)
Proceeds from sale of property, plant and equipment		52	96
Net cash (used in) investing activities		(5,404)	(2,349)
Cash flows from financing activities			
Repayment of shareholder loans		-	(5,524)
Proceeds from cash advance facility		-	10,000
Share issue costs		-	(812)
Dividends paid	3	(4,273)	(7,587)
Net cash (used in) financing activities		(4,273)	(3,923)
Net increase in cash and cash equivalents		6,520	11,283
Cash and cash equivalents at the beginning of the period		2,342	1,845
Effect of movement in exchange rates on cash held		(279)	229
Cash and cash equivalents at the end of the period		8,583	13,357

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



For the 26 weeks ended 27 December 2015

#### 1 Summary of significant accounting policies

Lovisa Holdings Limited (the "Company") is a for-profit company incorporated and domiciled in Australia with its registered office at 41-45 Camberwell Road, Hawthorn East, Victoria 3123. The consolidated financial statements comprise the Company and its subsidiaries (collectively the "Group" and individually "Group companies"). The Group is primarily involved in the retail sale of fashion jewellery and accessories.

Lovisa Holdings Limited operates within a retail financial period. The current financial period was a 26 week period ended on the 27 December 2015 (2014: 26 week period ending 28 December 2014).

The principal accounting policies adopted in the preparation of this consolidated financial report are set out below. These policies have been consistently applied to all the periods presented.

#### **Basis of accounting**

This condensed consolidated interim financial report for the half-year reporting period ended 27 December 2015 has been prepared in accordance with Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Act 2001.

This condensed consolidated 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 28 June 2015.

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

#### Acquisition of entities under common control

Lovisa Holdings Limited was incorporated on 6 November 2014. On 18 December 2014, as part of a reorganisation of the corporate structure of the Group, Lovisa Holdings Limited became the new holding company and parent company of the Group. As part of this restructure, Lovisa Pty Limited and Lovisa International Pte. Limited became subsidiaries of Lovisa Holdings Limited.

The acquisition of Lovisa Pty Limited and Lovisa International Pte. Limited by Lovisa Holdings Limited falls outside the scope of IFRS 3 'Business Combinations' as a common control transaction. There was no change in control of the Group as a result of the internal reorganisation. In order to reflect the economic substance of the transaction, the interim consolidated financial statements of Lovisa Holdings Limited have been presented as a continuation of business with the preexisting accounting book values of assets and liabilities of Lovisa Pty Limited and Lovisa International Pte. Limited as at 18 December 2014. The comparative information in these interim Group financial statements relates to the consolidated performance of Lovisa Pty Limited and Lovisa International Pte. Limited for the financial half-year ended 28 December 2014.



For the 26 weeks ended 27 December 2015

#### 2 Operating segments

#### (a) Basis for segmentation

The Group has the following strategic divisions, which are its reportable segments. These divisions offer similar products and services, but are managed separately due to the allocation of management resources between these regional areas and assessed separately based on information provided to the CEO and the Group's management team. Internal sales reports of each segment are reviewed on a daily basis to monitor and evaluate segmental performance.

The following summary describes the operations of each reportable segment.

Reportable segments	Operations			
Australia & New Zealand	Retail of women's jewellery and accessories			
Rest of World	Retail of women's jewellery and accessories			

#### (b) Information about reportable segments

Information related to each reportable segment is set out below.

	Reportable Segments										
(\$000s)	Au	stralia & NZ	Re	est of World	E	liminations	Total consolidated				
Half-Year	27 December 2015	28 December 2014	27 December 2015	28 December 2014	27 December 2015	28 December 2014	27 December 2015	28 December 2014			
External revenues	59,230	58,096	23,392	14,940	-	-	82,622	73,036			
Inter-segment revenue	2,596	2,088	1,639	1,242	(4,235)	(3,330)	-	-			
Segment revenue	61,826	60,184	25,031	16,182	(4,235)	(3,330)	82,622	73,036			
Interest income	1	-	20	4	-	-	21	4			
Interest expense	(352)	(47)	-	-	-	-	(352)	(47)			
Depreciation and amortisation	(1,986)	(2,420)	(877)	(573)	-	-	(2,863)	(2,993)			
Reversal of/ (provision for) buy- back of company shares	-	14,756	_	_	-	-	-	14,756			
Segment profit/ (loss) before tax	12,779	26,108	4,852	3,852	(16)	-	17,615	29,960			

All intra-segment revenue and expenses have been eliminated on consolidation in the information above.

For the 26 weeks ended 27 December 2015

#### 3 Dividends

#### (a) Ordinary shares

Consolidated (\$000s)	27 December 2015	28 December 2014
Dividends provided for or paid during the half-year (fully franked)	4,273	7,587

Final dividends in relation to FY2014 were paid in 1H FY2015 to shareholders of Lovisa Pty Ltd.

#### (b) Dividends not recognised at the end of the half-year

After the reporting date, the following dividends were proposed by the Board of Directors. The dividends have not been recognised as liabilities and there are no tax consequences.

Consolidated (\$000s)	27 December 2015	28 December 2014
6.67 cents per qualifying ordinary share (2014: 6.67)	7,004	7,004

The interim dividend for the half-year ended 27 December 2015 is 75% franked (28 December 2014: fully franked).

#### 4 Property, plant and equipment

Consolidated (\$000s)	Leasehold improvements	Hardware and software	Fixtures and fittings	Office equipment	Total
Cost					
Balance at 29 June 2015	23,400	2,482	436	53	26,371
Additions	4,857	410	189	-	5,456
Disposals	(1,403)	(53)	-	-	(1,456)
Effect of movements in exchange rates	(398)	(30)	-	-	(428)
Balance at 27 December 2015	26,456	2,809	625	53	29,943
Accumulated depreciation					
Balance at 29 June 2015	(14,017)	(1,657)	(269)	(28)	(15,971)
Depreciation	(2,540)	(264)	(51)	(8)	(2,863)
Disposals	1,364	51	-	-	1,415
Effect of movements in exchange rates	58	9	-	-	67
Balance at 27 December 2015	(15,135)	(1,861)	(320)	(36)	(17,352)
Carrying amounts					
At 29 June 2015	9,383	825	167	25	10,400
At 27 December 2015	11,321	948	305	17	12,591

For the 26 weeks ended 27 December 2015

#### 5 Intangible assets and goodwill

Consolidated (\$000s)	Goodwill
Cost	
Balance at 29 June 2015	1,610
Effect of movements in exchange rates	(220)
Balance at 27 December 2015	1,390

#### **6 Provisions**

Consolidated (\$000s)	Note	Site restoration	Straight line rent and lease incentive	Onerous lease	Total
Balance at 29 June 2015		1,500	916	799	3,215
Provisions made during the period		347	50	-	397
Provisions used during the period		(195)	(204)	(276)	(675)
Effect of movement in exchange rates		(2)	2	-	-
Balance at 27 December 2015		1,650	764	523	2,937
Current		310	563	224	1,097
Non-current		1,340	201	299	1,840
		1,650	764	523	2,937

#### 7 Loans and borrowings

27 December 2015

		Contractual cash flows					
Consolidated (\$000s)	Carrying Amount	Total	2 mths or less	2-12 mths	1-2 years	2-5 years	More than 5 years
Non-derivative financial liabilities							
Trade payables	2,825	2,825	2,825	-	-	-	-
Bank overdrafts	-	-	-	-	-	-	-
Secured bank loans	12,000	12,000	-	-	12,000	_	-
	14,825	14,825	2,825	-	12,000	-	-
Derivative financial liabilities							
Forward exchange contracts used for hedging:							
- Outflow	-	21,527	7,413	14,114	-	-	-
- Inflow	-	(21,316)	(7,550)	(13,766)	-	-	-
- Total	-	211	(137)	348	-	-	-

For the 26 weeks ended 27 December 2015

#### 7 Loans and borrowings (continued)

28 June 2015

	Contractual cash flows						
Consolidated (\$000s)	Carrying Amount	Total	2 mths or less	2-12 mths	1-2 years	2-5 years	More than 5 years
Non-derivative financial liabilities							
Trade payables	4,677	4,677	4,677	-	-	_	_
Bank overdrafts	1,908	1,908	-	1,908	-	_	_
Secured bank loans	12,000	12,000	-	-	-	12,000	_
	18,585	18,585	4,677	1,908	-	12,000	_
Derivative financial liabilities							
Forward exchange contracts used for hedging:							
- Outflow	-	19,565	5,175	14,390	-	-	-
- Inflow	-	(19,595)	(5,225)	(14,370)	-	-	-
- Total	-	(30)	(50)	20	-	-	-

The Group has a secured bank loan which contains loan covenants. A future breach of covenant may require the Group to repay the loan earlier than indicated in the above table. The interest payments on bank overdrafts and secured bank loans in the table above reflect market forward interest rates at the reporting date and these amounts may change as market interest rates change. The future cash flows on trade payables may be different from the amount in the above table as exchange rates change. Except for these financial liabilities, it is not expected that the cash flows included in the maturity analysis could occur significantly earlier, or at significantly different amounts.

The Group maintains the following lines of credit:

- \$12 million revolving cash advance facility that is secured by security interests granted by Lovisa Pty Ltd over all of its assets in favour of the Commonwealth Bank of Australia (CBA). Interest is payable at the rate of BBSW plus 1.65-1.85 basis points. This was fully drawn at the period end.
- \$3 million multi option overdraft facility that is secured by security interests granted by Lovisa Pty Ltd over all of its assets in favour of the CBA. Interest would be payable at the rate of the Corporate Overdraft Reference Rate less 1.38 basis points.

#### (a) Valuation techniques used to determine fair values

Valuation of derivatives is undertaken using a market comparison technique: the fair value of forward exchange contracts is determined using forward exchange rates at the balance sheet date. These over-the-counter derivatives utilise valuation techniques maximising the use of observable market data where it is available. Forward exchange contracts continue to be valued as level 2 instruments.

#### 8 Commitments and contingencies

There are no capital commitments or contingent liabilities that exist at 27 December 2015.

#### 9 Events occurring after the reporting period

Refer to note 3 for dividends recommended since the end of the reporting period.

There are no other matters or circumstances that have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the Group, the result of those operations, or the state of affairs of the Group in future financial years.



### DIRECTORS' DECLARATION

- 1. In the opinion of the Directors of Lovisa Holdings Limited ('the Company'):
  - (a) the consolidated financial statements and notes that are set out on pages 9 to 17 are in accordance with the Corporations Act 2001, including:
    - (i) giving a true and fair view of the Group's financial position as at 27 December 2015 and of its performance, for the 26 week period ended on that date; and
    - (ii) complying with Australian Accounting Standards and the Corporations Regulations 2001 and other mandatory professional reporting requirements; and
  - (b) there are reasonable grounds to believe that Lovisa Holdings Limited will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the Directors.

Shane Fallscheer

Director

Melbourne

18 February 2016

# INDEPENDENT AUDITOR'S REVIEW REPORT TO THE MEMBERS OF LOVISA HOLDINGS LIMITED



#### Independent auditor's review report to the members of Lovisa Holdings Limited

We have reviewed the accompanying 26 week "half-year" financial report of Lovisa Holdings Limited, which comprises the consolidated statement of financial position as at 27 December 2015, 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, notes 1 to 9 comprising a summary of significant accounting policies and other explanatory information and the directors' declaration of "the Group", comprising the company and the entities it controlled at the half year end or from time to time during the period.

#### 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 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 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 27 December 2015 and its performance for the half-year ended on that date; and complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001. As auditor of Lovisa Holdings 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*.

# INDEPENDENT AUDITOR'S REVIEW REPORT TO THE MEMBERS OF LOVISA HOLDINGS LIMITED (CONTINUED)



#### 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 Lovisa Holdings Limited is not in accordance with the *Corporations Act 2001*, including:

- (a) giving a true and fair view of the Group's financial position as at 27 December 2015 and of its performance for the half-year ended on that date; and
- (b) complying with Australian Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

**KPMG** 

Maurice Bisettto Partner

KPMG

M. Bjato

Melbourne

18 February 2016

## LEAD AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001



#### Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

To: the directors of Lovisa Holdings Limited

I declare that, to the best of my knowledge and belief, in relation to the review for the 26 weeks ended 27 December 2015 there have been:

- (i) no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the review; and
- (ii) no contraventions of any applicable code of professional conduct in relation to the review.

KPMG

KPMG

M. Bjato

Maurice Bisetto Partner

Melbourne

18 February 2016



#### CORPORATE DIRECTORY

#### **Company Secretary**

Iain Sadler

#### **Principal Registered Office**

Lovisa Holdings Limited 41-45 Camberwell Road Hawthorn East VIC 3123 +61 3 9831 1800

#### **Location of Share Registry**

Link Market Services Limited Level 1 333 Collins Street Melbourne Victoria 3000 +61 3 9615 9800

#### **Stock Exchange Listing**

Lovisa Holdings Limited (LOV) shares are listed on the ASX.

#### **Auditors**

KPMG 147 Collins Street Melbourne Victoria 3000

