



Metcash Limited

ABN 32 112 073 480
50 Waterloo Road
Macquarie Park
NSW 2113 Australia

PO Box 6226
Silverwater Business Centre
NSW 1811 Australia
Ph: 61 2 9751 8200

15 June 2015

Market Announcements Office
Australian Securities Exchange Limited
20 Bridge Street
Sydney NSW 2000

Dear Sir/ Madam

METCASH LIMITED – 2015 FULL YEAR RESULTS PRESENTATION

Please find attached the Metcash Limited 2015 Full Year results presentation.

Yours faithfully

A handwritten signature in black ink, appearing to read "G. Watson", is written over a large, stylized, looped signature line.

Greg Watson
Company Secretary



SUCCESSFUL INDEPENDENTS

FY15 ANNUAL RESULTS, 15 JUNE 2015

Agenda

Group update

Financials

Strategy update

Group outlook



GROUP UPDATE

Group update – addressing market conditions

- Group Underlying EBIT of \$325.1m is in line with guidance
- The Group reported a net loss after tax, inclusive of significant items, of \$384.2m
- Increasing headwinds in Food & Grocery
 - Intense competition and discount players impacting the market
 - Consumer trends impacting sales mix
 - Deflationary environment continuing
- Asset impairment reflects tough trading conditions and competitive industry dynamics
 - Impairment items are primarily non-cash and will not impact the Group's debt facilities, compliance with banking covenants or trading terms
- Implementing capital and asset management initiatives to provide a sustainable financial foundation
 - No FY15 final dividend and intention to suspend dividends in FY16
 - Release capital from Automotive business



Group update – early results from strategy positive

- Grocery transformation initiatives implemented progressively through 2H15
- Grocery transformation at early stage, but initial results are encouraging
 - DSA¹ implemented and first year target of 50 stores achieved
 - Competitive pricing implemented in ~1,100 supermarkets
 - IGA Retail sales² improved by 180bp to 0.7% year on year
 - New resources and capability added to the business
 - Expecting continued momentum in FY16
- ALM, Mitre 10 and Automotive trading well and delivered double-digit EBIT growth
 - LfL organic growth in each of these Pillars
 - Further acquisitions adding scale
- Strengthening the core business drivers
 - Focus on income generation and operating efficiency
 - Continue to take cost out
- Board and management team strengthened



1. Diamond Store Accelerator refurbishment program

2. Scan data from 902 IGA stores



FINANCIALS

Financial Update – initiatives to underpin strategy

- Introducing enhanced financial disciplines and transparency
- Reset the Balance Sheet to acknowledge tough market conditions
 - Goodwill impairment and asset write-downs
- Conservative capital management to ensure company remains well-placed to implement strategy
 - No final dividend for FY15 and intention to suspend dividends for FY16
 - Release capital from Automotive business
 - Sale of surplus property assets
 - Reduced capital expenditure
 - Focus on working capital
- Increased disclosure to enhance market understanding of business drivers
 - More detailed sales data segmentation
 - Borrowing metrics
- Focus on cost
 - Procurement efficiencies
 - DC consolidation
 - Organisation review

Profit & Loss

	FY15 \$m	FY14 \$m	Change
Group Sales	13,626.2	13,392.7	1.7%
MF&G	216.8	293.4	(26.1%)
Liquor	57.6	52.1	10.6%
Hardware & Automotive	57.9	49.9	16.0%
Corporate	(7.2)	(5.1)	(41.2%)
Underlying EBIT	325.1	390.3	(16.7%)
Net finance costs	(55.1)	(57.2)	3.7%
Tax	(75.6)	(97.9)	22.8%
Non-controlling interests	(1.4)	(1.5)	6.7%
Underlying profit after tax	193.0	233.7	(17.4%)
Significant items after tax	(577.2)	(54.0)	
Discontinued operations after tax	-	(10.5)	
Reported (loss)/profit after tax	(384.2)	169.2	
Underlying EPS ¹	21.3c	26.5c	
Underlying ROFE ²	15.8%	16.7%	

1. Underlying earnings exclude significant items

2. Underlying ROFE based on average of opening and closing funds employed. Excluding impact of impairment charges on the balance sheet FY15 ROFE is 13.7%

Significant items

	FY15 \$m
Impairment of goodwill and other assets	640.0
Restructuring costs	7.0
MAH put option re-measurement gain ¹	(8.2)
Significant items before tax	638.8
Income tax benefit attributable to significant items	(61.6)
Significant items after tax	577.2

1. Re-measurement of the put option held by the minority shareholder in Metcash Automotive Holdings Pty Ltd .

Significant items - Impairment

	FY15 \$m
Goodwill	
Food and Grocery	422.1
Hardware	19.5
	441.6
Other intangibles	
Customer contracts	52.5
Software	12.6
	65.1
Other assets and liabilities	
Onerous lease and other provisions	65.1
Property and investments	39.5
Impairment of retailer assets and loans	28.7
	133.3
Total Impairment	640.0

Cashflows

	FY15 \$m	FY14 \$m	Change
Cash generated from Operating Activities	231.7	388.7	(40.4%)
Net cash used in Investing Activities	(74.9)	(211.8)	64.6%
Dividends paid and other Financing Activities	(57.7)	(224.0)	74.2%
Reduction/(increase) in net debt	99.1	(47.1)	

Cash realisation ratio ¹	87.5%	162.7%
-------------------------------------	-------	--------

1. Cash flow from operations / reported NPATDA (depreciation and amortisation not tax effected). For FY15, this ratio was calculated using Underlying NPATDA.

Balance Sheet

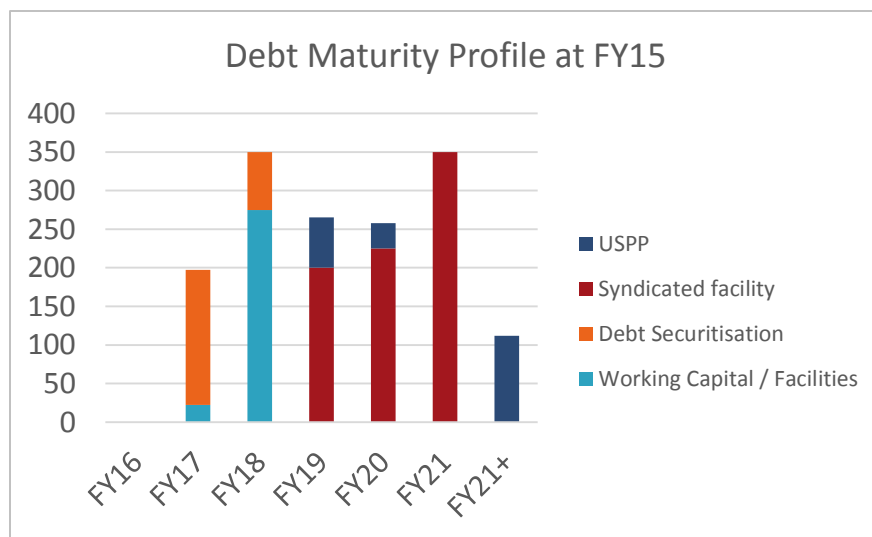
	30 April 2015 \$m	30 April 2014 \$m
Trade receivables and prepayments	989.1	1,009.1
Inventories	712.5	743.8
Trade payables and provisions	(1,695.4)	(1,697.3)
Net working capital	6.2	55.6
Intangible assets	1,284.5	1,765.7
Property, plant and equipment	276.0	308.4
Equity accounted investments	102.1	99.5
Customer loans and assets held for resale	90.6	134.0
Total funds employed	1,759.4	2,363.2
Net debt	(667.8)	(766.9)
Tax, put options and derivatives	65.0	(2.3)
NET ASSETS/EQUITY	1,156.6	1,594.0

Borrowings

Available facilities	FY15 \$m	FY14 \$m
Gross debt	(751.1)	(791.6)
Cash and cash equivalents	83.3	24.7
Net debt	(667.8)	(766.9)
Guarantees & other	(44.0)	(43.4)
Total facility available	1,498.1	1,517.9
Available facilities	786.3	707.6

Debt metrics	FY15	FY14
Weighted average debt maturity	3.7 years	3.1 years
Weighted average cost of debt	4.65%	4.86%
% Fixed debt	71.1%	51.9%

Debt ratios	FY15	FY14
Interest coverage (multiple) ¹	7.2x	8.0x
Gearing ratio (%) ²	36.6%	32.5%
Underlying EBITDAR coverage ³	3.0x	3.6x
Gross debt coverage ⁴	1.9x	1.7x



1. Underlying EBITDA / Net Interest Expense
2. Net Debt / (Shareholder's Equity + Net Debt)
3. Underlying EBITDAR / (Net interest expense + Net rent expense)
4. Gross Debt (hedged) / Underlying EBITDA

Automotive update – impact of sale

- Pro-Forma impact on Funds Employed as at 30 April 2015

Impact on Balance Sheet	FY 15 Actual \$m	Impact of disposal \$m	FY 15 Adjusted \$m
Net Working Capital	6.2	(57.8)	(51.6)
Total Funds Employed	1,759.4	(208.8)	1,550.6

- Pro-Forma Impact on Group Profit & Loss for FY15

Impact on P&L	FY 15 Actual \$m	Impact of disposal \$m	FY 15 Adjusted \$m
Group sales	13,626.2	(256.4)	13,369.8
Underlying EBIT	325.1	(27.8)	297.3

- Trade sale to Burson Group confirmed for a consideration of \$275m
- Sales multiple of just under 10x EBIT
- Metcash expects to receive net proceeds after tax of ~\$210m
- Minority shareholder selling his holding
- Completion expected late July
- Sale eliminates need for significant capital investment





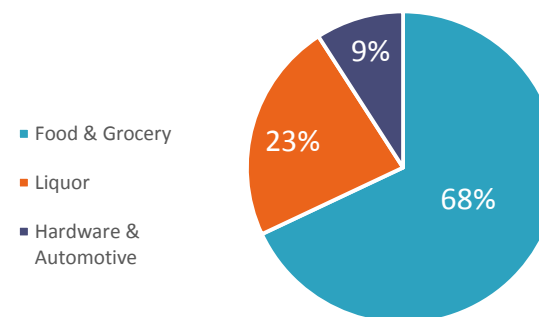
DIVISIONAL RESULT

Results - overview by pillar

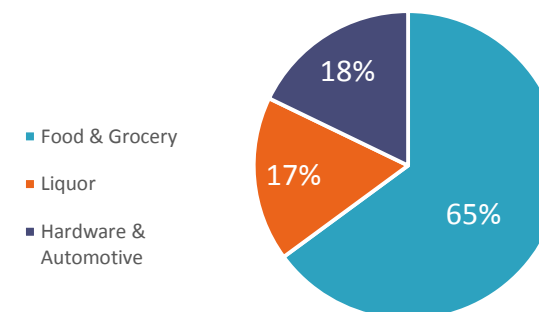
Sales Revenue	FY15 \$m	FY14 \$m	Change
Food & Grocery	9,217.8	9,072.4	1.6%
Liquor	3,103.6	3,160.8	(1.8%)
Hardware & Automotive	1,304.8	1,159.5	12.5%
Metcash Group	13,626.2	13,392.7	1.7%

EBIT	FY15 \$m	FY14 \$m	Change
Food & Grocery	216.8	293.4	(26.1%)
Liquor	57.6	52.1	10.6%
Hardware & Automotive	57.9	49.9	16.0%
Business Pillar Total	332.3	395.4	(16.0%)
Corporate	(7.2)	(5.1)	
Metcash Group	325.1	390.3	(16.7%)

Sales Revenue (%)



EBIT (%)



MFG – Financials

MFG	FY15 \$m	FY14 \$m	Change
Sales Revenue			
Supermarkets	7,653.3	7,666.6	(0.2%)
Convenience	1,564.5	1,405.8	11.3%
Total Sales	9,217.8	9,072.4	1.6%
Total EBIT	216.8	293.4	(26.1%)
EBIT (%)	2.4%	3.2%	



1. Scan data from 902 IGA stores

Sales Revenue

- Total Supermarket wholesale sales down 0.2%
 - Supermarket wholesale sales (excluding tobacco) declined by 2.2%, which reflects an underlying sales decline of 3.3% offset by a 1.1% increase in sales from Diamond Store initiatives
 - Sales from Diamond Store initiatives are expected to increase in FY16 and beyond as the roll out accelerates
 - The decline in underlying wholesale sales reflects increased competition, deflation and a change in sales mix
 - Supermarkets experienced ongoing net deflation of 1.7% (FY14: 1.4%) (excluding tobacco) which reflects the delta of cost inflation of 1.0% and sales deflation of 0.7%
- IGA Retail sales¹ up +0.7% (FY14: -1.1%)
 - Demonstrates improving trend of IGA Retailers performance
- Convenience sales up 11.3%
 - Convenience experienced growth by existing customers adding stores and expanding ranges as well as new customer contracts (Night Owl and BP)
 - Campbell's sales growth underpinned by Queensland acquisition, partially off-set by closure of stores

MFG – Financials

MFG	FY15 \$m	FY14 \$m	Change
Sales Revenue			
Supermarkets	7,653.3	7,666.6	(0.2%)
Convenience	1,564.5	1,405.8	11.3%
Total Sales	9,217.8	9,072.4	1.6%
Total EBIT	216.8	293.4	(26.1%)
EBIT (%)	2.4%	3.2%	



EBIT

- Total EBIT down 26.1% predominantly from the decline in Supermarkets
 - Decline in sales (excluding tobacco)
- Investment in transformation initiatives of ~\$40m
 - Price Match and Black & Gold
 - Investment in digital, capability and training
- Sales growth in Convenience heavily skewed towards tobacco

ALM – Financials

Liquor	FY15 \$m	FY14 \$m	Change
Sales Revenue	3,103.6	3,160.8	(1.8%)
EBIT	57.6	52.1	10.6%
EBIT (%)	1.9%	1.6%	



Sales Revenue

- Total sales declined by 1.8%
- Wholesale sales through the IBA (Retail) network increased by 3.7% reflecting both the strength of the network and acquisitions
- LfL Retail sales in the IBA network increased 2.8% compared to an overall market decline of 0.8%¹
- Contract customer wholesale sales declined, reflecting, in part, transfers to the IBA network and a reduced contract customer base

EBIT

- EBIT up 10.6% on prior year
- Strong result despite the decline in Total sales
- Positive leverage from growth in the IBA network
- Improved sales mix with a shift to higher margin categories and Private Label
- Tight cost control and savings through consolidation of DCs

¹ Aztec Total Liquor Market - MAT 26/04/15

Hardware & Automotive – Financials

Hardware & Automotive	FY15 \$m	FY14 \$m	Change
Sales Revenue			
Hardware	1,048.4	941.8	11.3%
Automotive	256.4	217.7	17.8%
Total Sales	1,304.8	1,159.5	12.5%
Total EBIT	57.9	49.9	16.0%
EBIT (%)	4.4%	4.3%	



Sales Revenue

- Hardware sales increased 11.3%, exceeding \$1bn for the first time
 - LfL wholesale sales growth of 3.3% achieved in a competitive environment
 - Hardware trade sales were up significantly driven by an improving construction market
- Automotive sales up 17.8% to \$256.4m reflecting:
 - Organic growth with LfL sales up 1.1%
 - Network growth and acquisitions (Midas acquired May 2014)

EBIT

- Total EBIT up 16%
- Hardware profits increased by 7.5% due to higher sales, focus on supply chain costs and higher contribution from joint ventures
- Automotive benefited from acquisitions and cost efficiencies driven by DC amalgamation



STRATEGY UPDATE

Our strategic priorities



1. TRANSFORMATION OF METCASH FOOD & GROCERY



2. CONSOLIDATION & SUSTAINABLE NETWORK GROWTH



3. WORLD CLASS SUPPLY-CHAIN



4. SUPPORTING INDEPENDENTS

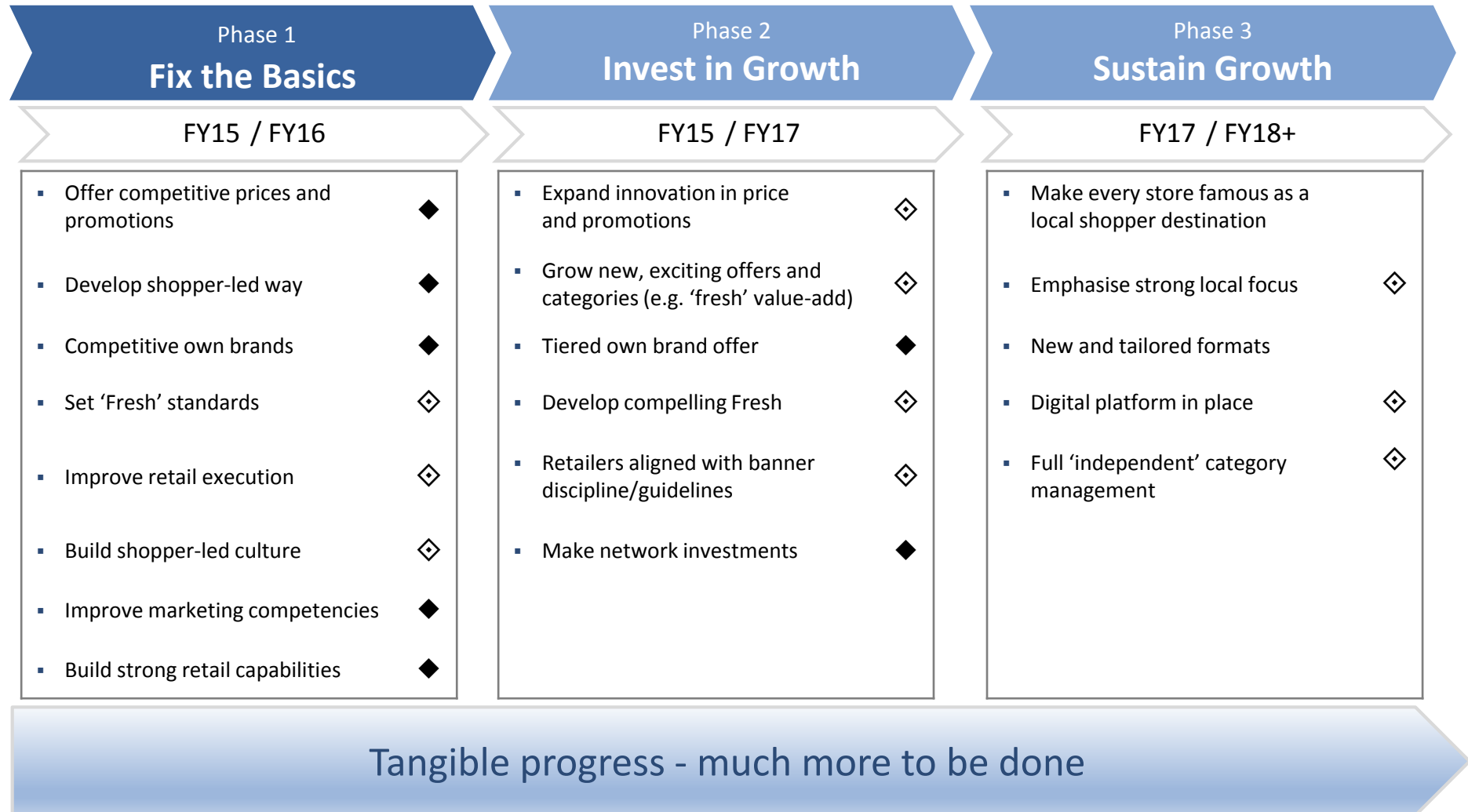
TRANSFORMATION OF MF&G

Transformation Plan responding to market conditions

- Retail competition intensifying
- Discounters continue to expand
- Deflationary environment likely to continue
- Consumer trends impacting sales mix with increasing shift to Fresh Food and Private Label
- Metcash is under-indexed in Fresh Food and Private Label
- Built in cost pressures in respect of staff and property
- Significant disruption due to closure of Huntingwood DC

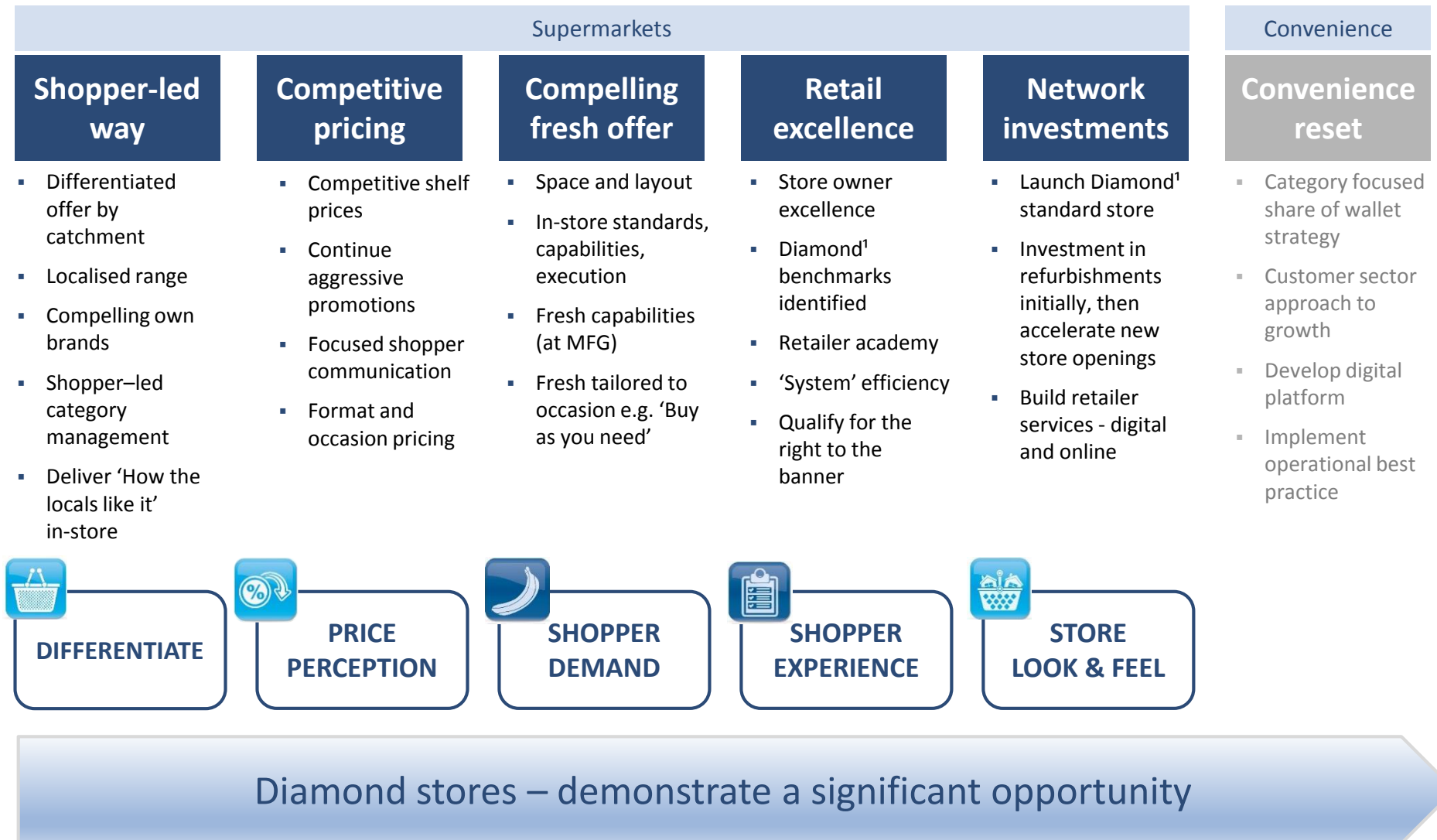
Investment to become more competitive and lift performance

Transition to a customer focused wholesaler



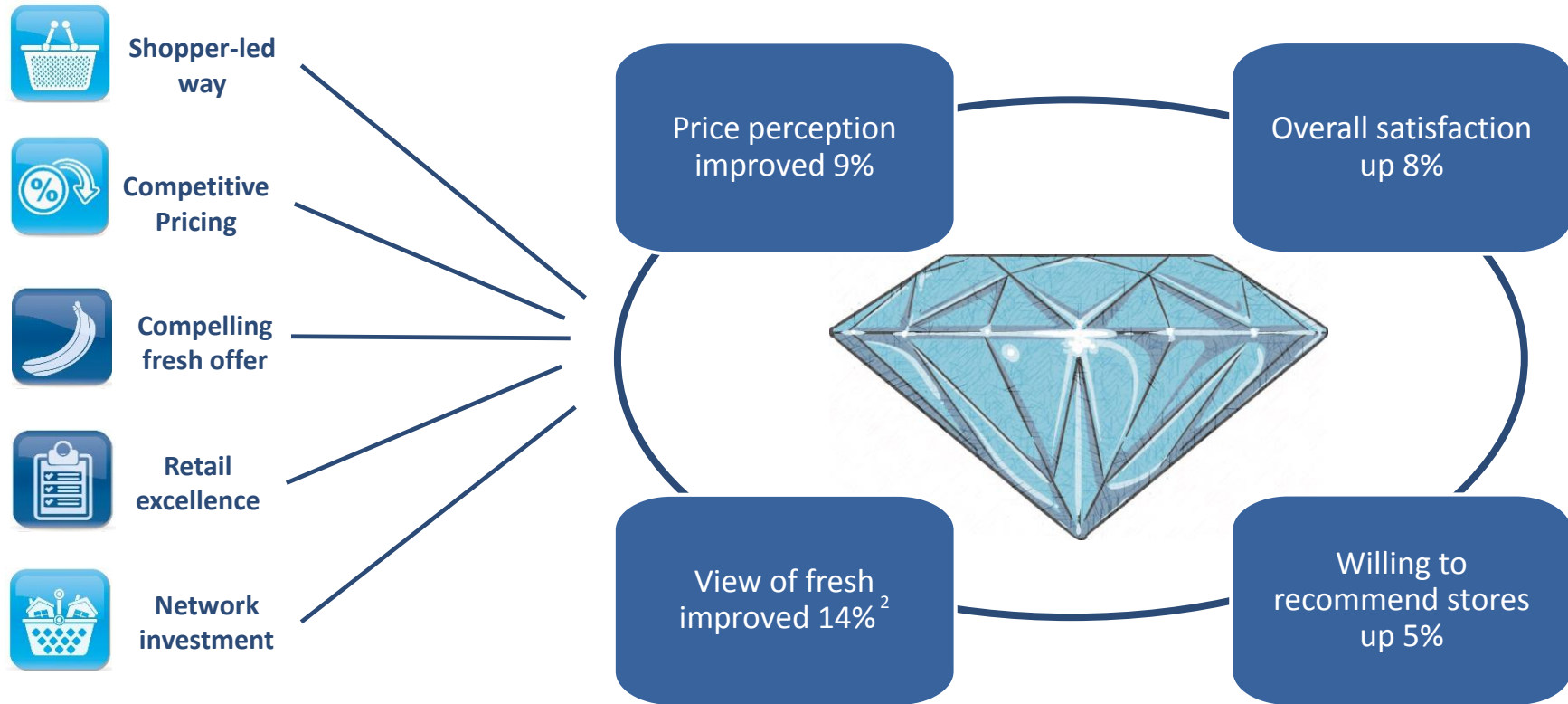
◆ Significant progress ◇ Initiatives underway

Shopper focus through growth levers



1. Top performing quartile of IGA network

Diamond initiatives changing shopper perceptions¹



Shoppers responding to Diamond Store Improvements

1. Movement in shopper perception scores from surveys completed at a sample of DSA stores in Jun-14 and May-15

2. Average improvement in perception score across Fruit & Veg, Bakery, Meat and Deli categories

Initial Diamond stores delivering good results

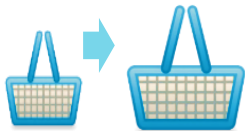
DSA store results



Basket data



basket
numbers
up



basket
size up

Total retail store sales



retail sales
up ~16%¹

Total wholesale core grocery sales



warehouse sales
also up ~16%¹

Target to complete an additional ~100 DSA stores in FY16

1. Represents LfL sales growth achieved in DSA stores since launch. Based on a sample of stores which had traded for 24+ months and had 4+weeks trading post launch date with comparable prior period sales.



Competitive pricing

FY15 - Focus

Offer competitive prices

- Price Match to be implemented across the network
 - Prices being matched weekly
 - Dynamic program based on effectiveness and return
- Private Label pricing strategy rolled out

Develop clear marketing message

- Redesign catalogue program
- Local area marketing
- New above the line campaign

FY15 - Results

- Price Match implemented in ~600 stores
 - LfL stores (~300) in Price Match program¹ generated a 330 basis points improvement in wholesale sales (excluding tobacco) in 2H15
- Private Label pricing strategy implemented in ~500 stores
 - Total of ~1,100 stores with competitive Private Label pricing
 - ~500 stores in Private Label only program had an improvement in warehouse sales of 1150 basis points²
- Dedicated Price Match panels in weekly catalogues
- New outdoor media campaign
- New above the line campaign featuring Shane Jacobson
- Customer research of participating stores noted a 900 basis point³ improvement in price perception



1. LFL statistics of ~300 stores is a subset of the ~600 stores which have comparable prior year scan data

2. Represents movement between August 2014 and April 2015

3. Movement in shopper perception scores from surveys completed at a sample of DSA stores in Jun-14 and May-15



Shopper-led way

FY15 – Focus

Private Label

- Improve quality of Private Label offer
- Improve packaging with a contemporary look
- Competitive price offering

Product ranging

- Product range focused on customers and tailored to local catchment
- Develop 'Shopper-led way'
- Best performing SKU's introduced across the network

FY15 – Results

- Updated packaging already introduced for over ~250 B&G products
- Introduced ~30 new mid-tier private label products
- ~ 500 B&G SKU's in Price Match program
- Improvement of 7.9% in LfL private label warehouse sales

- Category management pilots have been successful
- Rolling out category relays across FY16
- Top performing SKU's rolled out across the network





Compelling Fresh

FY15 - Focus

Improve fresh offer

- Category reviews across meat, seafood, deli, bakery and produce
- Consistent range, price and promotions in stores
- New offers developed for deli & meat

Develop range for buy-as-you-need shoppers

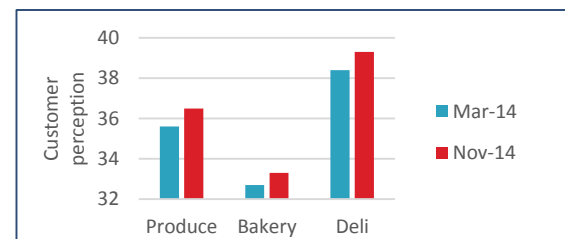
- New “destination” ready to cook offer
- Ready-prepared food offerings

Optimise fresh format and store design

- Best practice guidelines developed

FY15 - Results

- New Fresh ranges in stores: ‘Black Angus’ meat, par-bake artisan bread and specialty cheese
- Improving customer perception of Fresh in stores



- Retail LfL growth of +23%¹ for Fresh offer in DSA stores

- “Your Kitchen” ready meals rolling out to 100+ stores
- Pre-packed salads offer rolled out to ~400 stores

- Now implemented in DSA stores
- Warehouse Fresh sales up 24%¹ in DSA stores

1. Sample of stores with 4+ weeks trading with comparable prior period sales data



Retail excellence +



Network investment

FY15 - Focus

Diamond Store Accelerator (DSA) program

- Target of 50 stores by year end
- Develop DSA tool-kit for Retailers to plan and implement refurbishments

Retailer capability and improved execution

- Recruit additional resources
- Developed training aids to assist retailers
- Established Training Academy focused on retail best practice

Network Investment

- Actively manage portfolio to deliver returns

FY15 - Results

- 52 DSA stores at year end
- An additional 18 stores refurbished (adopted components of Project Diamond)
- 16% uplift in LfL warehouse sales¹
- Initial pilot store (Daisy Hill) sustained a ~55% uplift in LfL warehouse sales over 10 months

- 30 additional field staff recruited and trained
- Retailer tool-kit developed
- Training academy went live March 2015
- Retail store take-up in online Training Academy is increasing month on month

- Focus on quality of network
- Opened 19 stores + 8 conversions +16 extensions
- Closed 32 stores

1. Sample of stores with 4+ weeks trading with comparable prior period sales data



Engaging Independent Retailers

- Retail sales up 180bp year on year
- Scan Data now provided by ~1,200 stores
- ~1,100 stores participating in Price Investment programs
- Total of 70 stores refurbishments complete with next 100 planned
- Private Label participation now growing at high double-digits
- Ready-prepared Fresh already in one-third of the network
- ~100 stores enrolled in Training Academy in first two months of opening
- National TV advertising campaign launched on 14 June



Initiatives supported by IGA National Retail Council

Key focus – to build momentum in FY16

1. Accelerate Diamond Store initiative
2. Scale up Fresh supply across the network
3. Expand Private Label program; more new products in more stores
4. Target key growth categories (e.g. health and beauty)
5. Strengthen the core business; focus on income generation and further operating efficiencies
6. Management team strengthened



GROUP OUTLOOK

Group outlook

- Difficult trading conditions experienced in Food & Grocery are expected to continue in FY16
- Transformation Plan addresses market and business model challenges
- Balance Sheet has been strengthened as a result of capital initiatives
- Key programs such as Price Match, Private Label and Diamond Store refurbishments have received strong support from the retail network
- Positive results and momentum from initial roll-out of initiatives
- Non-food Pillars performed strongly in FY15 and are expected to continue to grow in FY16
- Adapting to address tougher market conditions, accelerating key initiatives and reducing the cost base
- However, the improved performance from strategic initiatives in Food & Grocery, together with growth opportunities in other Pillars, is not expected to offset Food & Grocery headwinds in FY16
- Confident the strategy will prove effective and beneficial to shareholders



SUCCESSFUL INDEPENDENTS

APPENDICES

Appendices

1. Financial highlights
2. Restatement of historical data
3. Cashflow
4. Store numbers (MFG)
5. Store numbers (ALM)
6. Directory of Terms

Financial highlights

Financial Performance	FY15	FY14	FY13	FY12	FY11
Sales (\$m)	13,626.2	13,392.7	12,976.6	12,501.1	12,364.0
Underlying EBIT (\$m) ¹	325.1	390.3	447.8	441.5	430.1
Finance costs, net (\$m)	55.1	57.2	61.6	67.6	66.3
Underlying profit after tax (\$m)	193.0	233.7	268.1	252.8	248.3
Reported profit after tax (\$m)	(384.2)	169.2	206.0	90.0	241.4
Operating cash flows (\$m)	231.7	388.7	299.8	284.3	142.5
Cash realisation ratio (%) ²	87.5%	162.6%	112.9%	196.9%	48.4%
Financial Position					
Shareholder equity (\$m)	1,156.6	1,594.0	1,624.2	1,335.1	1,442.8
Gearing ratio (net hedged) (%)	36.6%	32.5%	30.7%	40.5%	32.1%
Return on funds employed (%) ³	15.8%	16.7%	20.0%	20.6%	21.1%
Share Statistics					
Fully paid ordinary shares	928.4	888.3	880.7	771.3	768.9
Weighted average ordinary shares	907.0	882.7	859.7	770.4	767.7
Underlying earnings per share (cents)	21.3	26.5	31.2	32.8	32.3
Reported earnings per share (cents)	(42.4)	19.2	24.0	11.7	31.5
Dividends declared per share (cents)	6.5	18.5	28.0	28.0	27.0
Dividend payout ratio (%)	30.5%	69.8%	89.7%	85.4%	83.6%

1. Underlying earnings exclude significant items

2. Cash Flow from operations/Reported NPATDA (depreciation and amortisation not tax effected). In respect of FY15 only, the ratio was calculated using Underlying NPATDA, rather than Reported NPATDA, as the \$577.2m of Significant Items expense was primarily non-cash

3. Underlying ROFE based on average of opening and closing funds employed. Excluding impact of impairment charges on the balance sheet, ROFE is 13.7%

Restatement of previously disclosed data

Results reconciliation – 5 year trend	FY10 \$m	FY11 \$m	FY12 \$m	FY13 \$m	FY14 \$m
Segment results	413.0	444.4	453.8	461.2	411.6
Share based payments and unallocated amounts	(11.8)	(6.4)	(2.6)	(0.8)	(4.9)
Underlying EBITA	401.2	438.0	451.2	460.4	406.7
Net finance costs	(49.3)	(66.3)	(67.6)	(61.6)	(57.2)
Underlying profit before tax	351.9	371.7	383.6	398.8	349.5
Tax expense on underlying profit	(104.3)	(106.1)	(112.9)	(115.0)	(97.9)
Non-controlling interest	(2.7)	(9.4)	(8.2)	(3.1)	(1.5)
Underlying PAT – OLD	244.9	256.2	262.5	280.7	250.1
Amortisation of customer contracts	(6.5)	(7.9)	(9.7)	(12.6)	(16.4)
Underlying PAT – NEW	238.4	248.3	252.8	268.1	233.7
Significant items after tax	(10.8)	(6.9)	(135.6)	(2.2)	(54.0)
Discontinued operations	-	-	(27.2)	(59.9)	(10.5)
Reported PAT	227.6	241.4	90.0	206.0	169.2

Financial year	MFG		Liquor		Hardware & Automotive		Corporate		Consolidated	
	EBITA (old)	EBIT (new)	EBITA (old)	EBIT (new)	EBITA (old)	EBIT (new)	EBITA (old)	EBIT (new)	EBITA (old)	EBIT (new)
FY10	375.4	368.9	36.1	36.1	1.5	1.5	(11.8)	(11.8)	401.2	394.7
FY11	393.6	386.1	30.1	30.1	20.7	20.3	(6.4)	(6.4)	438.0	430.1
FY12	397.7	388.4	34.9	34.9	21.2	20.8	(2.6)	(2.6)	451.2	441.5
FY13	377.9	368.9	47.1	46.1	36.2	33.6	(0.8)	(0.8)	460.4	447.8
FY14	304.3	293.4	53.8	52.1	53.5	49.9	(4.9)	(5.1)	406.7	390.3

- As disclosed on 23 June 2014, effective 1 May 2014, Metcash revised the definition and calculation of underlying EPS to include customer contract amortisation in the calculation of underlying earnings and underlying earnings per share.
- Comparative historical results have been restated based on the new definitions, and are included for reference purposes.

Cashflow

	FY15 \$m	FY14 \$m	Change
Trading cash receipts and payments	350.0	500.5	(30.1%)
Interest	(35.1)	(43.6)	19.5%
Tax	(83.2)	(68.2)	(22.0%)
Cash provided by operating activities	231.7	388.7	(40.4%)
Proceeds from sales of business assets	41.0	19.7	
Payments for acquisitions of business assets and intangibles	(85.4)	(104.1)	18.0%
Loans to customers (net)	12.0	(0.4)	
Acquisition of businesses and associates	(42.5)	(127.0)	66.5%
Net cash flows used in investing activities	(74.9)	(211.8)	64.6%
Dividend payments	(54.6)	(205.6)	
(Repayment) / drawdown of debt (net)	(41.6)	7.8	
Other payments	(2.0)	(4.7)	57.4%
Net Cash Flows from Financing Activities	(98.2)	(202.5)	51.5%
Net movement in cash and cash equivalents	58.6	(25.6)	
Cash and cash equivalents at beginning of period	24.7	50.3	(50.9%)
Cash and Cash Equivalents at end of period	83.3	24.7	

Store numbers (MFG)

IGA Branded Stores - Grocery	April 15	April 14
Supa IGA	428	493
IGA	829	786
Xpress	198	190
IGA branded stores	1,455	1,469
Friendly Grocer / Eziway	253	248
Total Stores	1,708	1,717

Metcash also services over 450 FoodWorks stores and a number of non-bannered independents

Total number of stores serviced is ~2,450

Friendly Grocer was previously bannered Friendly Grocer IGA Eziway was part of the FAL acquisition and has been maintained in WA. Eziway exists only in WA

Movement in IGA branded stores	Number
Number of stores at April 14	1,469
Stores opened during the year	27
Stores closed during the year	(32)
Stores transferred out of IGA Banner	(9)
Number of stores at April 15	1,455

Store numbers (ALM)

Retail (IBA) Stores – Liquor	Apr 15	Apr 14
Cellarbrations	478	472
Bottle-O / Bottle-O Neighbourhood	636	644
IGA Liquor	486	492
Other	971	854
Total Retail (IBA) Stores	2,571	2,462

Directory of Terms

Metcash's Business Areas & Terms

Supermarkets	Grocery wholesaler serving ~ 2,450 independent retail grocery stores (including IGA branded stores) across Australia. Operates 5 major DCs, carrying dry, chilled and frozen grocery products. Supports independent retailers with a comprehensive range of services including: 24 hour retail system, in-store training, retail development and store equipment service to assist in expanding, refurbishing or building new sites.
ALM	Australian Liquor Marketers is Australia and New Zealand's leading broad range liquor wholesaler. ALM operates from 15 distribution locations across Australia and New Zealand. Larger 'off-premise' customers are supplied through the main distribution system; a specialist 'on-premise' distribution arm, Harbottle On-Premise (HOP) supplies pubs, clubs and restaurants. ALM also provides marketing support and a range of services to assist their customers grow their business.
IBA	Independent Brands Australia. Allied to the resources of ALM, IBA aims to develop strong national brands like (The) Bottle-O and Cellarbrations to meet retailer and consumer needs.
Cellarbrations & (The) Bottle-O	Retail liquor brand developed by IBA with bold visual identity as a genuine alternative to chains.
Convenience	Previously Campbells Wholesale, is Metcash's retail services pillar with 2 divisions: (1) the core division, a wholesale cash and carry format, serves major metropolitan and regional markets. Convenience caters to a high proportion of small business customers providing a wide range of products (groceries, liquor, confectionery, and foodservice lines) and strong promotions and (2) CSD.
CSD	C-Store Distribution (a division of Convenience) focuses on servicing the convenience sector (e.g. ~590 7-Eleven sites and ~670 BP service stations), utilising leading automated single pick technology to support their business operations.
DC	Distribution Centre
DSA	Diamond Store Accelerator program; refurbishment of IGA stores to increase space to Fresh
Eziway	Small format branded grocery stores which exist solely in WA. The brand was acquired as part of the 2005 FAL acquisition.
Friendly Grocer	Small format stores existing across the Eastern seaboard.
Fresh	A division of Supermarkets focusing on fresh food (fruit, vegetables, meat, deli and bakery) supply to independent retailers.
Mitre 10	Hardware wholesaler and marketer of Mitre 10 hardware store brand. Supplies over 400 Mitre 10 and True Value branded stores (all independently owned) and 400+ non-branded independents.

Directory of Terms

Financial Terms	
Cash realisation ratio	Cash Flow from operations/Reported NPATDA (depreciation and amortisation not tax effected). In respect of FY15 only, the ratio was calculated using Underlying NPATDA, rather than Reported NPATDA, as the \$577.2m of Significant Items expense was primarily non-cash
CODB	Cost of doing business
Gearing	<p>Net Debt */ Shareholder's Equity + Net Debt*</p> <p>*Including hedged USPP debt</p>
Intangible Amortisation (IA)	Amortised costs of customer relationships, calculated on a straight line basis over benefit received
Interest Cover	Underlying EBITDA / Net Interest Expense
Moving Average Total (MAT)	A 12 month running average measure of market share
Significant Items (SI)	Items not part of maintainable earnings of the Group and does not reflect the core drivers and ongoing influences upon those earnings
PCP	Prior corresponding period
ROFE	Return on Funds Employed (Underlying EBIT / Average funds employed)
Return on Equity	Underlying profit after tax/ Shareholders equity (average)
Underlying	<p>Adjusts for significant items and discontinued operations</p> <ul style="list-style-type: none"> • Used in relation to earnings and earnings per share • Used for guidance purposes • Used in calculation of hurdles rates for long term incentives
Discount rate adjustment	Certain provisions are present valued using discount rates. Where the underlying discount rate changes, a resulting change in the present value of the provision occurs (balance sheet) with the corresponding change shown as a "discount rate adjustment" in interest

Contact Details

For additional information contact:

Stephen Woodhill, Group General Manager Corporate Affairs

Phone: 61 2 9741 3415

E-mail: stephen.woodhill@metcash.com

Merrin Hodge, Investor Relations Manager

Phone: 61 2 9647 0866

Email: merrin.hodge@metcash.com

Or visit our website:

www.metcash.com

Disclaimer

This presentation contains summary information about Metcash Limited (ABN 32 112 073 480) (**Metcash**) and its activities current as at the date of this presentation. The information in this presentation is of general background and does not purport to be complete. It should be read in conjunction with Metcash's other periodic and continuous disclosure announcements filed with the Australian Securities Exchange, which are available at www.asx.com.au.

This presentation is for information purposes only and is not a prospectus or product disclosure statement, financial product or investment advice or a recommendation to acquire Metcash shares or other securities. It has been prepared without taking into account the objectives, financial situation or needs of individuals. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs and seek legal and taxation advice appropriate to their jurisdiction. Metcash is not licensed to provide financial product advice in respect of Metcash shares or other securities. Past performance is no guarantee of future performance.

No representation or warranty, expressed or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of Metcash and its related bodies corporate, or their respective directors, employees or agents, nor any other person accepts liability for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it, including, without limitation, any liability from fault or negligence on the part of Metcash, its related bodies corporate, or any of their respective directors, employees or agents.

This presentation may contain forward-looking statements including statements regarding our intent, belief or current expectations with respect to Metcash's business and operations, market conditions, results of operations and financial condition, specific provisions and risk management practices. When used in this presentation, the words likely', 'estimate', 'project', 'intend', 'forecast', 'anticipate', 'believe', 'expect', 'may', 'aim', 'should', 'potential' and similar expressions, as they relate to Metcash and its management, are intended to identify forward looking statements. Forward looking statements involve known and unknown risks, uncertainties and assumptions and other important factors that could cause the actual results, performances or achievements of Metcash to be materially different from future results, performances or achievements expressed or implied by such statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date thereof.



SUCCESSFUL INDEPENDENTS

THANK YOU