



23 August 2004

news release

Super Cheap Auto powers past 2004 Prospectus forecast

SUPER Cheap Auto Group Limited (ASX: SUL), one of Australia's leading retailers, today announced it had outperformed its 2004 Prospectus forecast for all major areas with proforma sales¹ of \$382.7 million and growth of 39.1 per cent on the 2002/03 financial year.

Super Cheap Auto Managing Director, Mr Bob Thorn, said he was delighted with the company's performance which resulted in sales being \$3.8 million above the Prospectus forecast. This was driven by a number of new stores opening in June, 2004 that were forecast to occur in July, 2004. Compound sales growth for the last three years had also increased to 36.5 per cent.

Mr Thorn said proforma EBITDA¹ was \$32 million, 22.6 per cent up on the previous financial year, and \$1.4 million above the Prospectus forecast.

"Proforma earnings per share (pre amortisation and share issue costs)¹ was 15.0 cents, which is 1.6 cents above the Prospectus forecast," he said. "This is a strong performance, and we are proud to be delivering such results in the very early days of Super Cheap Auto becoming a public company."

"Our 2003/'04 results and recent store openings have put us on track to achieve our 2005 Prospectus forecast."

Mr Thorn said proforma net debt was at \$49.2 million which was \$10.8 million below the Prospectus forecast. He said like for like sales growth over the period at four per cent was in line with the Prospectus forecast, and new store activity was also ahead of the forecast.

¹ Super Cheap Auto Group Limited was incorporated on 8 April, 2004. On 23 April 2004, the company acquired all of the issued share capital of Super Cheap Auto Pty Ltd, the principal trading company. The proforma results quoted in the press release reflect the trading activities for the 52 weeks to 26 June, 2004 and are on a comparable basis to the forecasts included in the Company's prospectus issued on 20 May, 2004. These results are not a substitute for the statutory results of the company which have been released to the Australian Stock Exchange.

"There were many highlights over the financial year, but becoming a public company certainly capped it off," he said. "We also had the successful acquisition and integration of the Marlows and Rocca Bros businesses, exported the Super Cheap Auto retail concept into New Zealand with extraordinary success - opening seven stores in one day - and re-engineered our supply chain which included opening a new distribution centre in Wiri, Auckland, New Zealand."

Mr Thorn said store numbers at 26 June 2004 totalled 183, with team member numbers now close to 3,000 across Australia and New Zealand. He said there would be a continued focus on supply chain improvements and merchandising over the 2004/'05 financial year.

"Supply chain initiatives detailed in our Prospectus are underway and have already delivered benefits in 2004," he said. "We now look forward to another dynamic financial year, and we are committed to achieving the best results for our shareholders, and to fulfilling the expectations of our loyal Super Cheap Auto customers."

The company listed on the Australian Stock Exchange on 6 July 2004.

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For further information contact either Amanda, PA to Managing Director or Donna, PA to Chief Financial Officer at Super Cheap Auto on 07 3205 8511.