



ASX Announcement

20 October 2005

Super Cheap Auto Group (SUL) announces 9.7% increase in 1st Quarter Sales

Speaking at the company's Annual General Meeting, Mr. Bob Thorn, Managing Director of Super Cheap Auto Group Limited, announced this afternoon that sales for the 13 weeks to 1 October 2005 had grown by 9.7% over the comparative period in the prior financial year.

Total Group sales for the 13 weeks of \$118.2 million included contributions from Super Cheap Auto of \$115.1 million and BCF/Camp Mart of \$3.1 million.

Sales performance across Super Cheap Auto was as follows:

	Total Sales Growth	Like for Like Sales Growth
Australia	4.7%	0.4%
New Zealand	29.6%	(9.3%)
Total	6.8%	(0.4%)

Super Cheap Auto opened four new stores and relocated one existing store during the 1st quarter to bring total stores trading to 215. Two new BCF stores were opened just before the end of the quarter to bring the total stores trading to 6.

As at the date of this announcement a further two Super Cheap Auto and three BCF stores have been opened. It is anticipated that Super Cheap Auto will have 223 stores and that BCF will have 12 stores trading by Christmas.

Mr. Thorn said, "This performance is in line with our previously communicated expectations for flat like for like sales growth in the 1st quarter partly as the result of the weaker retail conditions and partly as a result of placing a greater emphasis on marketing activity into the 2nd quarter to leverage our sponsorship of the Super Cheap Auto Bathurst 1000. The like for like sales performance in New Zealand is distorted by the impact of cannibalisation through the significant increase in store numbers."

“We anticipate that like for like sales growth in the 2nd quarter will strengthen and the early signs so far during October are promising. We are extremely encouraged by customer reaction to our new BCF business and although we are only 5 days post the formal launch of the business, trading to date is in line with our expectations.”

For further information, contact Mr Bob Thorn or Mr Peter Birtles on (07) 3205 8511.