Macquarie Securities 2005 Emerging Leaders Conference

Peter Birtles – Chief Financial Officer

Company Overview

SCA is (one of) Australasia's fastest growing retailers of automotive parts, accessories, handyman items, tools & equipment.

Reg & Hazel Rowe founded an automotive accessories mail order business in 1972

Established retail operations in 1974

By March 1993 the Company had opened eight retail stores across Queensland and recorded sales of approx. $19.4m in the year ended 30 June 1993

Bob Thorn joined the company as General Manager – Retail Operations in 1993, moving to the role of Managing Director in 1996

Opened 50th store in December 1999

SCA grew organically, opening first stores in NSW in April 1997, ACT in September 1999, NT in February 2001, Victoria in August 2001 and Tasmania in August 2002

Realised ‘200 in 2’ goal in June 2002, with sales exceeding $203.4m

Acquired Perth based Marlows business in May 2003, rebranding 20 stores and fully integrating the Company into Super Cheap Auto corporate culture in 7 weeks

Opened first 7 New Zealand stores in November 2003

IPO – 6th July 2004 of 41.5 million shares

Opened 200th Store – 4th December 2004 in Stoke, Nelson, New Zealand

Business Concept

A DIY customer's paradise, Super Cheap Auto retails products relating to:

- the car
- the house
- the garage
- the trailer
- the boat
- and the yard;

NOT FRANCHISED

covering everything from automotive parts and accessories, handyman items, tools and equipment to 4x4 and marine.

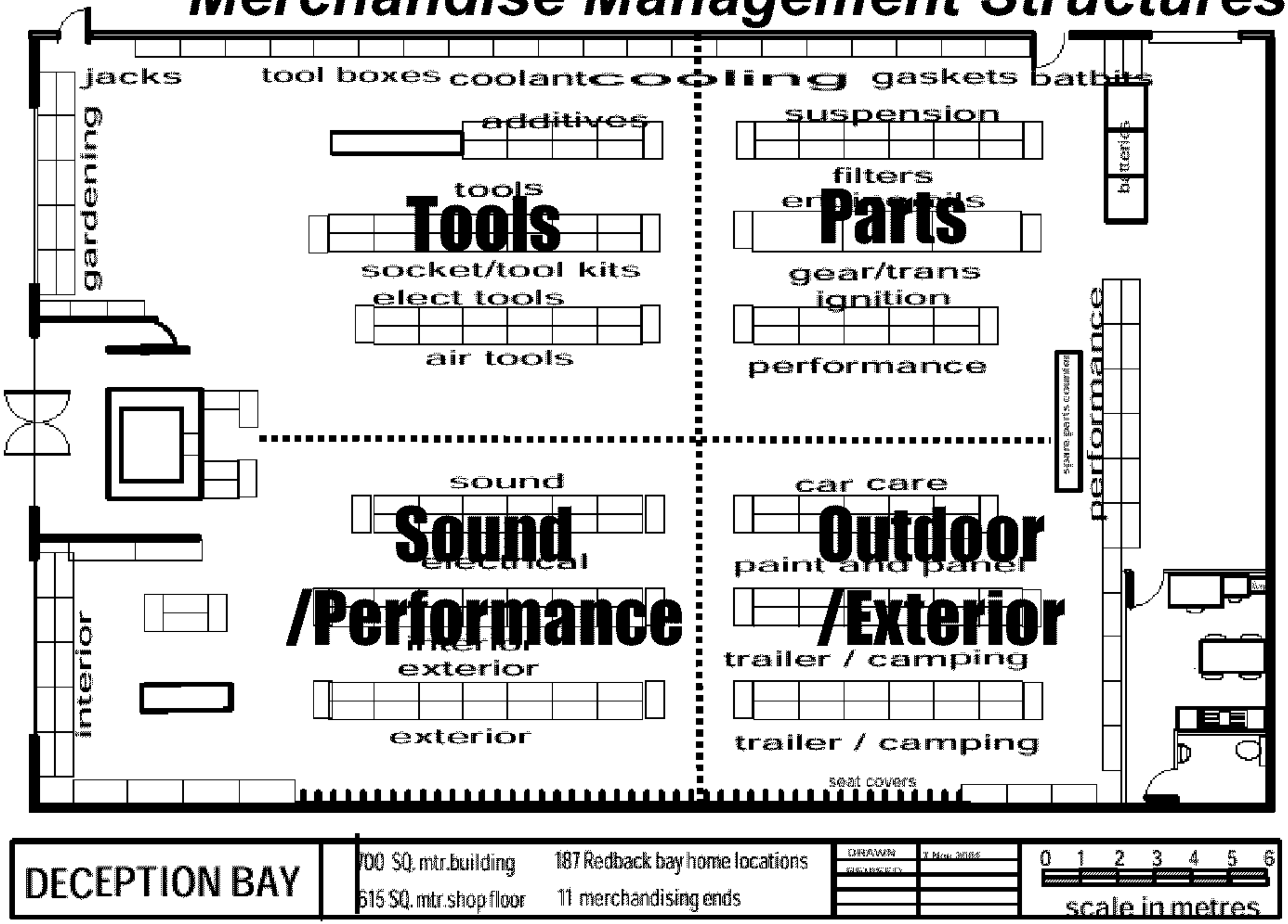
Estimated market size available to SCA approximately $2.0Bn.

SUPER CHEAP AUTO OPEN 7 DAYS

Our Product Categories

- Car Care
- Tools
- Interior
- Exterior
- Seat Covers
- Electrical
- Audio Visual
- Leisure/Outdoor
- Performance
- Spare Parts
- Lubricants
- Paint & Panel
- Batteries

Merchandise Management Structures



The Brands

SUPER WORKS

SUPER WORKS gold

SUPER PARTS

Over 25% of sales

SUPER GEAR

SUPER SOUND

SUPER CARE

SUPER CHEAP AUTO OPEN 7 DAYS

SUPER FORCE

SUPER WORKS AIR POWER FLY THROUGH ANY JOB.

The Signage


Our BRAND is
is our Store
SUPER CHEAP AUTO
OPEN 7 DAYS
414
SUPER CHEAP AUTO
SUPER CHEAP AUTO
OPEN 7 DAYS
SUPER CHEAP AUTO
OPEN 7 DAYS

Our Customers

- Predominantly 18-54 year old males
- Average spend of around $26.00 per customer
- Estimated over 30 million customer visits for 2005
- SCA generates an average close to $3,500 per square metre per year

Our Competitors

autObarn

Repco

Kmart
Cutting the cost of living.

MITRE 10

AUTO ONE

autopro
PARTS PROFESSIONALS

BIG W
WE SELL FOR LESS

GLENFORDS

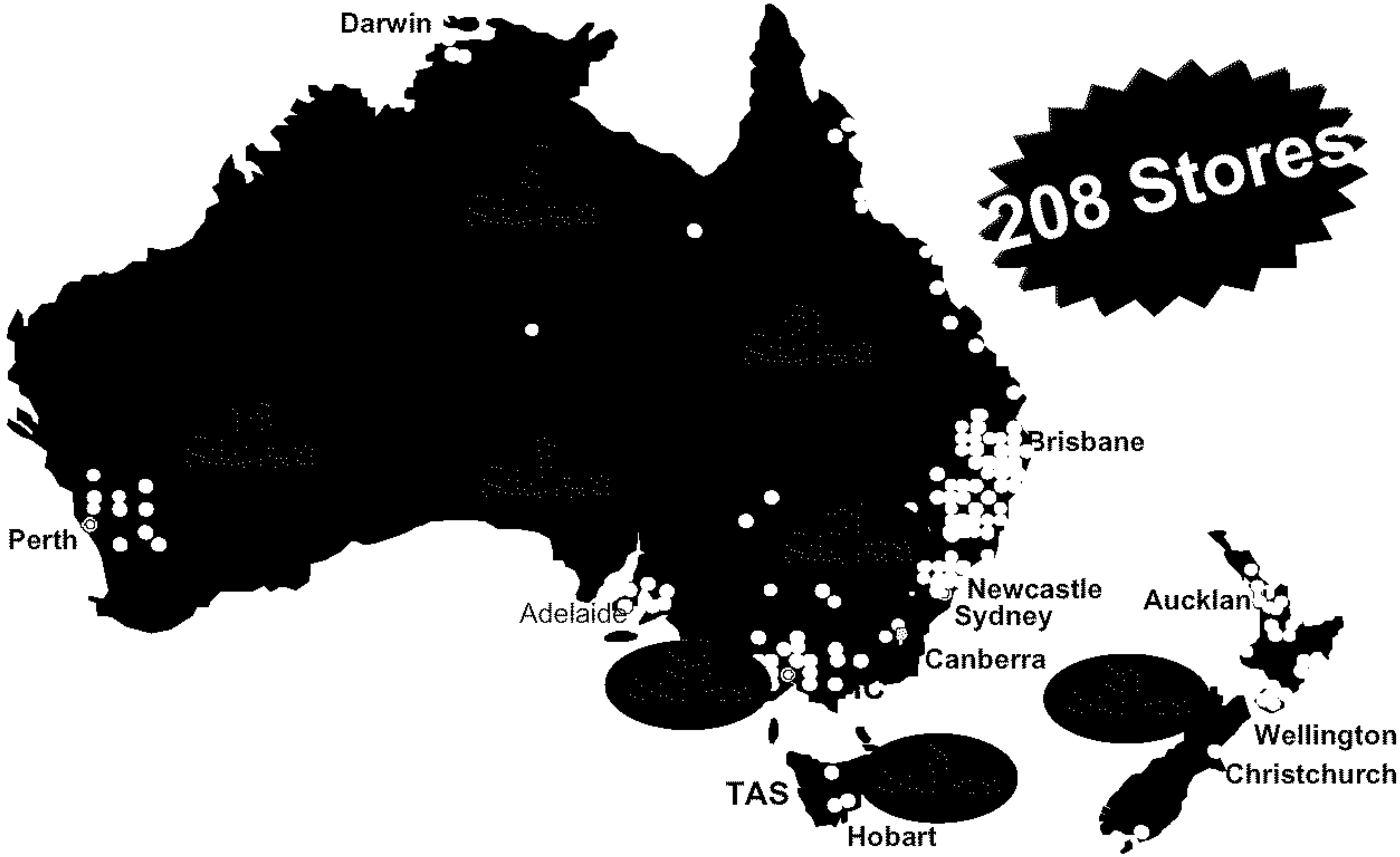
BUNNINGS warehouse

and many others

SUPER CHEAP AUTO
OPEN 7 DAYS

Our Current Locations

at 5 May 2005



SUPER CHEAP AUTO OPEN 7 DAYS

Growth Initiatives

2004/05 Results Focus

- New Stores Sales
- Like For Like Sales Growth
- Gross Margin Management
- Expense Control
- Optimising Net Investment in Inventory per Store

DRIVING →

EPS Growth
Return on Capital Improvement

2004/05 Growth Initiatives

- *Securing New Stores and Delivering New Store Sales*
- *Enhancing our Merchandise and Marketing Planning*
- *Improving our Supply Chain Operations (Project FOSIL)*
- *Building and Leveraging our Supplier Relations*
- *Maintaining our culture as we grow*
- *Developing and growing new retail formats*

Securing new stores and delivering new store sales

- **25 stores opened so far this financial year**
- **On track to have 210 stores trading across Australia and New Zealand by June 2005**
  - 5 stores ahead of prospectus
  - At least 27 stores opened during the year
- **31 Stores opened in New Zealand in 17 months**
  - New Zealand business trading profitably
  - Some stores trading behind initial expectations but overall sales contribution encouraging
  - Unprompted brand awareness at 47% (Feb 05)
- **300 store target across Australia and New Zealand**

Enhancing our merchandising and marketing planning

- **Merchandise management structures aligned to in-store quadrants**
- **Implementing new tools to support merchandise teams**
  - Distribution Requirements Planning
  - Implementing the SAP Data Warehouse and Merchandise Assortment Planning modules
- **Launch of new TV campaign**
- **Broadening catalogue distribution**
  - 6.5 million copies distributed each catalogue
  - 8, 12 and 16 pages catalogues

Enhancing our merchandising and marketing planning

MOTOR SPORT

- **High Profile Sponsorship Arrangements Established**
  - Naming right sponsor for the Bathurst 1000
  - Sponsor of the 2 car Super Cheap Auto Racing Team in the V8 Super Car series
  - Partnership with Channel 10 in Australia and New Zealand
  - Positioning the brand as the leading Automotive Retail brand across Australia and New Zealand
- **Three 1st places at NZ round of the V8 Supercars!**

Improving our Supply Chain Operations

- **Supply Chain initiatives on track**
  - Supply chain costs reducing as a % of sales
  - Stronger in-stock position during key promotional periods
  - Project FOSIL now integrated into day to day business
  - Lawnton DC facility extended
- **Planning for the mid term**
  - Determining the optimal network to support a mature SCA and Camp Mart business
  - Considering China facilities

Building and Leveraging our Supplier Relations

- **Collaborative approach to improving supply chain arrangements**
  - Improving supply performance through shared information
  - Packaging improvements
  - Bar coding of cartons
  - E-commerce opportunities
- **Improvements in trading terms generating net debt reduction of around $15m**
  - Suppliers contributing towards the overall inventory investment in new stores

Maintaining our Culture as we grow

- **SCA is a major employer**
  - Close to 3,500 team members across 212 locations
  - Unlike the past many team members do not have the opportunity to interact regularly with senior management
  - Need to ensure we have the right balance of retail skills and product knowledge
- **Continual focus on team culture**
  - Team Framework Principles are at the core of the way we operate
  - Weekly 'SIT' meeting process supported by weekly communication videos
  - Developing over 180 managers each year through the in house SCARMA program

Developing and Growing New Retail Formats

- **Camp Mart Acquisition**
  - Transaction completed 18th January 2005
  - All stores trading on SCA's Point of Sale and SAP systems by 19th January
- **New Business Development**
  - Project team established to develop ongoing customer offer and business model
  - Opportunity to build a business across Australia and New Zealand ($2.1bn market)
  - Rollout will commence in 2nd quarter 05/06
  - Business launch in 1st quarter 05/06

2004/05

1st Half Results

Trading Statement

6 months to Dec 25	04/05		03/04 comparative		% inc
	$m	*% of sales*	$m	*% of sales*	
Sales	222.3		182.9		21.5
Gross Profit	86.2	*38.8*	70.5	*38.6*	22.2
Op Ex	(67.3)	*30.3*	(55.0)	*30.1*	22.4
EBITDA	18.9	*8.5*	15.5	*8.5*	21.8
EBITA	15.0	*6.7*	12.3	*6.7*	21.7
EBIT	13.6	*6.1*	10.9	*6.0*	24.8
NPAT (comparative)	7.8	*3.5*	6.3	*3.4*	23.8

Sales

Sales **27 wks to 1 / 3 Jan**	**27 weeks growth**
Australia	14.2%
New Zealand	***
Total	**23.8%**

LFL Growth
5.1%
***
5.1%

- Australia:
  - 2 additional new stores opened ahead of prospectus forecast for the half
  - LFL performance tracking 0.6% pts ahead of prospectus forecast for the year

- NZ:
  - 7 additional new stores opened ahead of prospectus forecast for the half
  - Existing stores tracking behind prospectus expectations but generating sales at levels consistent with comparable Australian stores

Net Debt

	Dec 04 $m	June 04 $m	Var $m	
Closing net cash	12.9	13.6	(0.7)	
Closing gross debt	(52.8)	(50.6)	(2.2)	
Closing net debt	(39.9)	(37.0)	(2.9)	
				Pro-forma Adjustments for Pre IPO transactions:
Management loans	-	(7.2)	7.2	Liability arising on settlement of Team Member share loans paid in full in July 04
Pre IPO dividends	-	(5.0)	5.0	Liability reclassified as debt at June 04 paid in full in August 04
Pro-forma net debt	(39.9)	(49.2)	9.3	

Trading term improvements resulted in a reduction in net debt compared to 26 June 04 despite an increase of $19m in inventory investment

SUPER CHEAP AUTO OPEN 7 DAYS

Key Ratios

	Dec 04	Dec 03	
Earnings per Share			
- pre amortisation and abnormals	8.7c	8.0c	Full year prospectus forecast – 17.2c
- post amortisation and abnormals	10.3c	5.5c	Full year prospectus forecast – 14.4c
Fixed Charge Cover	2.2x	2.2x	EBITDAR / (Interest + Rent)
	Dec 04	**June 04**	
Net Debt : Capital			
- headline	28.8%	36.1%	
- adjusted	66.4%	68.0%	Leases capitalised at 6x
Annualised Return on Capital			*Calculated by annualising the 6 month return*
- headline	15.0%	13.2%	Pre- abnormals, pre-amortisation
- adjusted	13.5%	12.5%	Pre abnormals, pre-amortisation, adjusted for capitalised leases at 6x

2004/05 Outlook

Looking Forward *(cont.)*

- Anticipate LFL growth in the 2nd half in line with prospectus forecast of 4.5%
- EBITA margins expected to be around 7.0% in the 2nd half
- Major IT projects continue through the second half
  - Implementation of Distribution Requirements Planning system
  - Initial configuration of Business Intelligence system
- Net Debt will increase during the 2nd half
  - circa $5m due to Camp Mart acquisition
  - circa $15m due to timing of payment of stock creditors as the year end balance date is 2nd July

[redacted]

SUPER CHEAP AUTO

ACCESSORIES, SPARE PARTS, TOOLS & EQUIPMENT

The CAMP MART

GROUP SERVICES

SUPER CHEAP AUTO OPEN 7 DAYS