



27 August 2014

## ASX/Media Announcement Burson Group Limited FY14 Results

Burson Group Limited (ASX:BAP) today announced its financial results for the twelve months ended 30 June 2014 ("FY2014"). Key highlights of FY2014 proforma results compared to FY2013 proforma results are;

- A 11.5% increase in revenue to \$341.6 million
- Solid like for like sales growth of 3.9%
- Net profit after tax of 19.4M, up 21.3%

The 2014 financial year results were consistent with the 2014 IPO prospectus. Other highlights include;

- Store network increased to 116 at 30 June 2014 compared to 105 at 30 June 2013
- Net debt at 30 June 2014 was \$63.1 million, down from \$72.7 million at the time of the IPO on 24 April 2014.

### RESULTS OVERVIEW - YEAR ENDING 30 JUNE 2014

\$ Millions

	FY2014 Proforma Actual	FY2013 Proforma Actual	Growth \$	Growth %
Revenue	341.6	306.3	35.3	11.5%
EBITDA	36.0	30.2	5.8	19.2%
<i>EBITDA Margin</i>	<i>10.5%</i>	<i>9.9%</i>		
EBIT	31.6	26.3	5.3	20.2%
Net Profit after Tax	19.4	16.0	3.4	21.3%
EPS* (CPS)	11.86	9.78	2.08	21.3%

\*Assumes 163.6M shares on issue for the full year

No dividends have been paid or declared for the post IPO period of 24 April 2014 to 30 June 2014.

Burson Group CEO Mr. Darryl Abotomey said "2014 was a solid year for Burson in all aspects. Burson's 2014 result continued the growth in both revenue and earnings experienced over the previous few years".

"Solid like for like sales growth for the year demonstrates the resilience of the trade aftermarket automotive parts segment. In addition we continue to expand our store network through both greenfield stores and acquisitions.



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Since the IPO in April, greenfield stores have been added at Labrador in Queensland, Mt Druitt and Broadmeadow in New South Wales and three acquisitions are in process in New South Wales and Queensland, which will take the total number of stores to 120. A range of additional greenfield and acquisition opportunities are being pursued all across Australia.

Burson continues to focus on expanding the store network whilst developing its people, inventory range and systems to further enhance its service offering to our 30,000 customers.”

Mr Abotomey also stated that the first 8 weeks trading of FY2015 had been positive with strong same store sales growth and reaffirmed the forecast contained in the FY2015 prospectus. A further trading update will be provided at the October 2014 AGM.

The Operating and Financial Review included in Appendix 4E and Financial Report sets out the statutory results, the proforma results and a more extensive commentary on the Group’s financial performance and future strategy.

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