

MEDIA RELEASE

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FoodWorks celebrates 400th store

Independent supermarket group FoodWorks today announced their 400th branded store nationally, situated in Thuringowa, far north Queensland.

The new FoodWorks Thuringowa, which will officially open in the coming weeks, makes a total of 156 branded stores for the FoodWorks group in Queensland. With FoodWorks' highest presence in the states of Queensland and Victoria, where it has 174 branded stores, it is New South Wales, Western Australia and South Australia which have the most growth potential for the group.

National Business Manager Simon Thompson surprised the new to FoodWorks storeowner Kevan Williams outside his store with a special celebratory presentation to honour the momentous occasion.

For FoodWorks, securing their 400th branded store follows the successful signing of stores in their last unrepresented state of South Australia in January and launching of their first "Perfect Store" concept supermarket in December, and they have no plans to slow down any time soon aiming to double their size in the next five years.

Mr Thompson said: "It has been no easy feat for us in the volatile Australian marketplace to achieve the big '400', but here we are. This is a remarkable event for the group.

"As we continue to focus on growing our group nationally, our core foundation surrounds each of our stores retaining their customer-focused, personal approach and individuality. This stems from their true independence in owning and running their own businesses that they would struggle to get elsewhere."

Mr Williams made a major lifestyle change, moving from Adelaide, SA, where he was a retailer with a competing group, to Thuringowa, adjacent to Townsville, to open the 1,600 sq m FoodWorks supermarket along with his wife and sister, conducting a full conversion and major upgrade of the previous occupant, Valu Mart.

Mr Williams had no idea his store represented the 400th branded supermarket for FoodWorks and was delighted upon learning he was at the core of the milestone event when surprised with the champagne and card celebratory presentation from Mr Thompson.

"FoodWorks actually do deliver above and beyond," Mr Williams said.

"FoodWorks don't treat you like a number, rather a customer and give you the autonomy, scope and variety that is required in owning your own successful supermarket. Unlike in my previous experience, I am not dictated to, but am a genuine independent operator of my own supermarket and yet still have all of the essential services from the FoodWorks support office available to me."

Having 26 years experience in retail, with fruit and vegetable always his passion, Mr Williams is looking forward to making FoodWorks Thuringowa famous for its fresh produce.

With 20 staff members from the local community, the supermarket houses the full service offer, which along with their focus on fresh fruit and veg, includes frozen, fresh meat, a delicatessen, dairy, grocery and general merchandise.

Mr Williams added he was looking forward to getting to know his new local community and the surrounds and welcomed shoppers to give their feedback on the new FoodWorks store and its product offerings.

For more information about FoodWorks visit www.foodworks.com.au.

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Notes to Editor

What is FoodWorks?

FoodWorks is the only truly independent retail group of significant size in Australia, and is now bigger, bolder and stronger than ever before.

FoodWorks prides itself in its fresh, contemporary approach to retail whilst still retaining a friendly, community-focused relationship with their customers. Each and every retailer in FoodWorks is different and all have a strong sense of independence, but all proudly uphold the positioning statement 'What can we do for you today?'.

FoodWorks' Mission

FoodWorks' mission is to build the prosperity of its independent retailer Members.

Background

Created from the Merger of the FoodWorks Supermarket Group Ltd (FSG) and Australian United Retailers (AUR) in November 2004 in response to rapid industry consolidation and increased competition, Australian United Retailers Limited (AURL) is an independent retail supermarket group trading under the "FoodWorks" Brand.

Foundation members of FoodWorks were originally AUR, Foodstore, FoodWorks, Buy Rite, Cut Price, 727, Rite-Way, Food-Rite, Foodwise, Tuckerbag, Night Owl and Food-Way proprietors.

Today

Having made a strong entrance into the Western Australian market in early 2007, and securing stores in their final unrepresented state of South Australia this past January, FoodWorks now has over 700 associated supermarkets, food and convenience stores spanning every state / territory nationally, of which 400 of these operate under the FoodWorks brand, clearly visible by the bright, fresh orange and green logo design and colourful signage.

FoodWorks completed a major restructure in mid 2007 in order to effectively represent the interests of their retail members in the competitive Australian supermarket industry. Now, having raised \$10.4 million from their internal capital raising, FoodWorks is well resourced for superior growth and strongly positioned to take full advantage of the plentiful opportunities available in the market place.

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