

14 March 2012

SHAREHOLDER UPDATE

Australian United Retailers Limited (AURL)

AURL has today reported a consolidated profit of \$0.6 million for the half year ended 31 December 2011.

This result includes a profit from the member-based business (continuing operations) of \$2.3 million, which reflects a strong improvement on the previous comparative period. This is attributed to a strong growth in income and on-going cost containment initiatives which were implemented in the past year and designed to drive operating efficiencies in a difficult market.

The discontinued operations of corporate-owned stores reported a loss of \$1.7 million for the half. The divestment program continues to progress towards completion with only one store continuing to trade. An agreement has been reached to sell the final remaining store. The divestment is expected to be completed in the coming months.

The member-based business is on track to deliver a profit for the full 2011/12 financial year in the range of \$3.0 – \$3.5 million.

CEO Rick Wight said this was an excellent result for FoodWorks' 609 stores across Australia.

"We are pleased with the half year results considering the difficult trading conditions and the intense competitor activity in the market. To deliver a positive like-for-like sales growth in this environment is certainly an outstanding result," he said.

"These results allow us to concentrate our efforts on our renewed growth strategy focussed on improving the offer in-store by optimising product range, lowering the cost of product, improved marketing and improved in-store efficiencies," Mr Wight said.

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