



Company Announcement

14 January 2005

BSL CONTINUES TO FULFILL STRATEGIC PLAN

BSL has today announced that its wholly owned subsidiary Buy Rite Stores Pty Ltd ACN 059 881 220 has entered into a joint venture arrangement with 3 of its top performing Brisbane retailers, Boyd Hanlon, Giusto Roati and Grant Stapleton.

Buy Rite Stores Pty Ltd is a retail subsidiary of the BSL Group, operating 9 retail stores in Victoria and the Northern Territory.

Mr Hanlon, Mr Roati and Mr Stapleton, through their respective entities, currently operate Boyd's Betta Electrical Aspley, Morayfield Chandlers, Peninsula Betta Electrical and Kippa-Ring Chandlers in Queensland with a combined annual turnover of approximately \$20 million and more than 95 years electrical retailing experience.

The joint venture will be conducted through a new company, Buy Rite Stores (Northern) Pty Ltd, incorporated specifically for the joint venture. Buy Rite Stores Pty Ltd will hold a 51% controlling interest in the new company with the remaining 49% held collectively by Mr Hanlon, Mr Roati and Mr Stapleton's trustees' companies.

The focus of the joint venture will be electrical retailing at a premium level within the greater Brisbane northern area.

This latest venture will increase the turnover of BSL's overall company-owned retail businesses, which include Buy Rite Stores and Truscott Hi-Fi, to \$120million, with significant growth opportunities planned.

"We are excited at the opportunities the joint venture represents for the BSL Group and its shareholders and retailers" stated BSL Group CEO, Guy Houghton, "I expect this model will form the basis for significant growth across the group and offer a new avenue for supporting retailers to expand into the future."

Boyd, Giusto and Grant will as directors assume responsibility for the daily operation of the joint venture. In a joint statement they said "We are all extremely excited to be involved in this joint venture, which will allow us to meet industry and market demands as we move forward and allow us to provide a much more comprehensive offer on products and services to our customers."

It is expected that the joint venture's acquisition of the 4 existing businesses will occur on 1 March, 2005 with the joint venture company being fully operational by this date.

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