

Date: 7 May 2013

JCT600 continues to out perform the market



Family owned Yorkshire car retailer JCT600 has delivered another strong trading performance despite uncertainties in the UK economy with turnover growing to £669m in the year to 31 December 2012 (up 7.4% per cent from £623m in 2011) according to the firm's annual results issued today (30 April 2013).

The £46m increase in turnover was driven by a 17.8% rise in new car turnover and a 6% rise in used car turnover. The Bradford-based company increased new retail registrations by 16.3%, once again staying ahead of the national average (12.9%).

While the total UK used car market declined for the sixth successive year falling by a further 0.4%, JCT600 continued to buck the trend with unit sales increasing by 7.4%.

Despite pressures on consumer spending, the firm made a pre tax profit of £12.5m on ordinary activities (up from £8.5m in the previous year) as a result of the group's tight cost controls, enhanced buying team and strong sales process.

The group also made strategic property investments of £3.8m during the year.

"Whilst 2012 has seen on going economic uncertainty, we have continued to weather the storm," said JCT600 group chief executive John Tordoff. "We expect the improved customer confidence we've seen over the last year to continue and already we've experienced a strong start to the year with new and used car sales ahead of the market as they were last year.



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“Although competition remains strong, our continual investment in people, facilities and systems enables us to lead the way in implementing new industry-leading initiatives which keep the customer at the centre of our business.”

JCT600 also saw aftersales turnover increase by 0.8% in 2012, supported by an improved customer contact system and electronic vehicle health check service.

The group is expecting a significant increase in turnover over the next year following the acquisition of the share capital of Gilder Group in February 2013 for an eight figure sum. The deal added two Audi, four Volkswagen and a SEAT dealership as well as two VW Commercial Vehicle dealerships, two parts depots and a body shop.

Mr Tordoff concludes: “The recent acquisition of nine additional dealerships in South Yorkshire, Derbyshire and Nottinghamshire will support our continued growth, adding over 30% to our revenues and strengthening our geographic reach. It also grows our team by a third and continuing to invest in on going staff training and development will remain a key focus.”

JCT600 has 47 dealerships throughout Yorkshire, Derbyshire, Lincolnshire and the North East and sells 19 of the world’s most respected brands such as Aston Martin, Audi, Bentley, BMW/MINI, Ferrari, Maserati, Mercedes-Benz, Porsche, Vauxhall and Volkswagen. The group now employs a workforce of 1,800 people.

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Photography: JCT600 group chief executive John Tordoff

For further information, please contact:

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JCT600 Dealerships

Bradford

BMW Bradford
Chevrolet Bradford
Mazda Bradford
MINI Bradford
Peugeot Bradford
Vauxhall Bradford
Volkswagen Bradford

Appeal PR Ltd
Tel: 01423 569 999
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Leeds

Aston Martin Leeds
Bentley Leeds
Ferrari Leeds
Lotus Leeds
Maserati Leeds
Mazda Leeds
Porsche Centre Leeds

Others in West Yorkshire

Chrysler Menston
Dodge Menston
Jeep Menston
Kia Castleford
Peugeot Menston
Priceright Rawdon
SEAT Menston
Vauxhall Castleford
Vauxhall Shipley
Volkswagen Wakefield

York

Audi York
Volkswagen Van Centre York
Volkswagen York

Sheffield

Audi Sheffield
Mercedes-Benz of Sheffield
Porsche Centre Sheffield
SEAT Hillsborough
smart of Sheffield
Volkswagen Hillsborough
Volkswagen Sheffield
Volkswagen Van Centre Sheffield

Others in South Yorkshire

Audi Doncaster
Mercedes-Benz of Doncaster
Volkswagen Rotherham

Lincolnshire

Audi Boston
Audi Grimsby
Audi Lincoln



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Audi Hull

Peugeot Hull

Volkswagen Hull

Volkswagen Van Centre Hull

Derbyshire

Mercedes-Benz of Chesterfield

Volkswagen Chesterfield

Nottinghamshire

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Volkswagen Van Centre Newark

Newcastle

Bentley Newcastle

Porsche Centre Newcastle