



Full Year Results

to 30 June 2014



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Our Business

- Established in 1986 by Executive Chairman Allan English.
- Listed on ASX in 2005, GoGetta brand launched in 2008, first international expansion (New Zealand) in 2011 followed by Canada in 2013.
- More than 200 employees across Australia, New Zealand and Canada.
- Provides equipment funding solutions under two brands: Silver Chef (Hospitality) and GoGetta.
- Rental assets only acquired for specific rental contracts.
- Standard rental charged weekly by direct debit in advance.
- Minimum 12 month contract for customers provides recurring income.
- At the end of the contract, customer either purchases, returns, upgrades or continues renting.

Customer Value Proposition

- Low weekly rental repayments
- Frees up working capital
- The ability to 'try before you buy'
- Upgrade at any time
- Short term (12 month) agreements
- Rental payments are 100% tax-deductible
- Renting is off 'balance sheet', meaning it doesn't affect client's capacity to borrow for future expansion
- Simple, obligation free application process



Results Snapshot

	FY14	Change (FY13-FY14)	5-year CAGR (FY09-FY14)
Total revenue	\$141.3m	+ 24%	+ 32%
Rental assets (at cost) and lease receivables	\$299.0m	+ 16%	+ 29%
NPAT	\$12.7m	+ 11%	+ 29%
Basic EPS	43.4cps	+ 5%	+ 14%
Dividend	30.0cps	+ 5%	+ 17%
Operating cash flow	\$89.4m	+ 19%	+ 34%

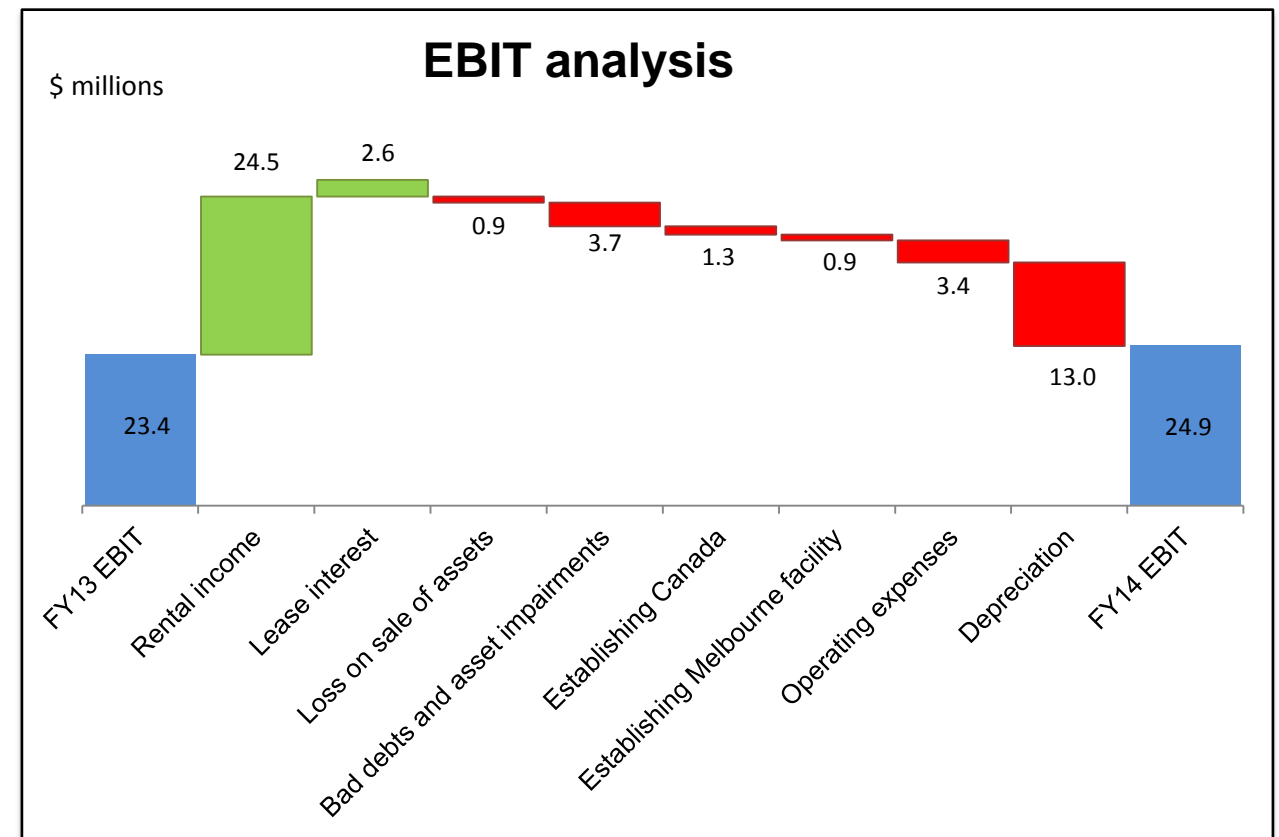
Results overview

Revenue and earnings

- Revenue up 24% to \$141.3 million (FY13: \$114.4 million)
- Net profit up 11% to \$12.7 million (FY13: \$11.4 million)
- EBIT up 6% to \$24.9 million (FY13: \$23.4 million)
- Fully franked final dividend of 16.0 cents per share (FY13: 14.5 cents)

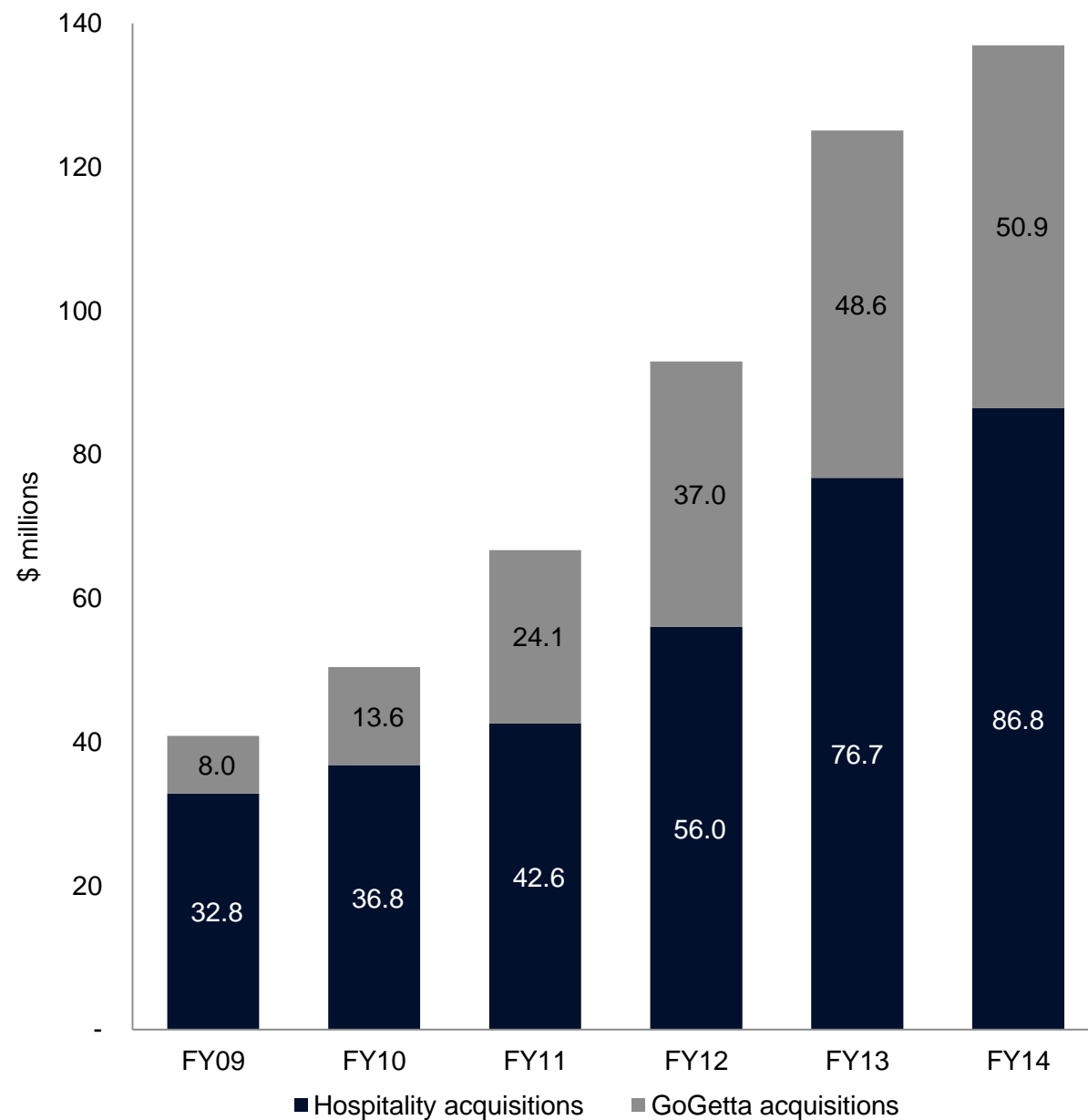
Rental assets (at cost) and lease receivables

- Total rental assets and receivables up 16% to \$299.0 million (FY13: \$257.4 million)
- Hospitality acquisitions up 13% to \$86.8 million (FY13: \$76.7 million)
- GoGetta acquisitions up 5% to \$50.9 million (FY13: \$48.6 million)

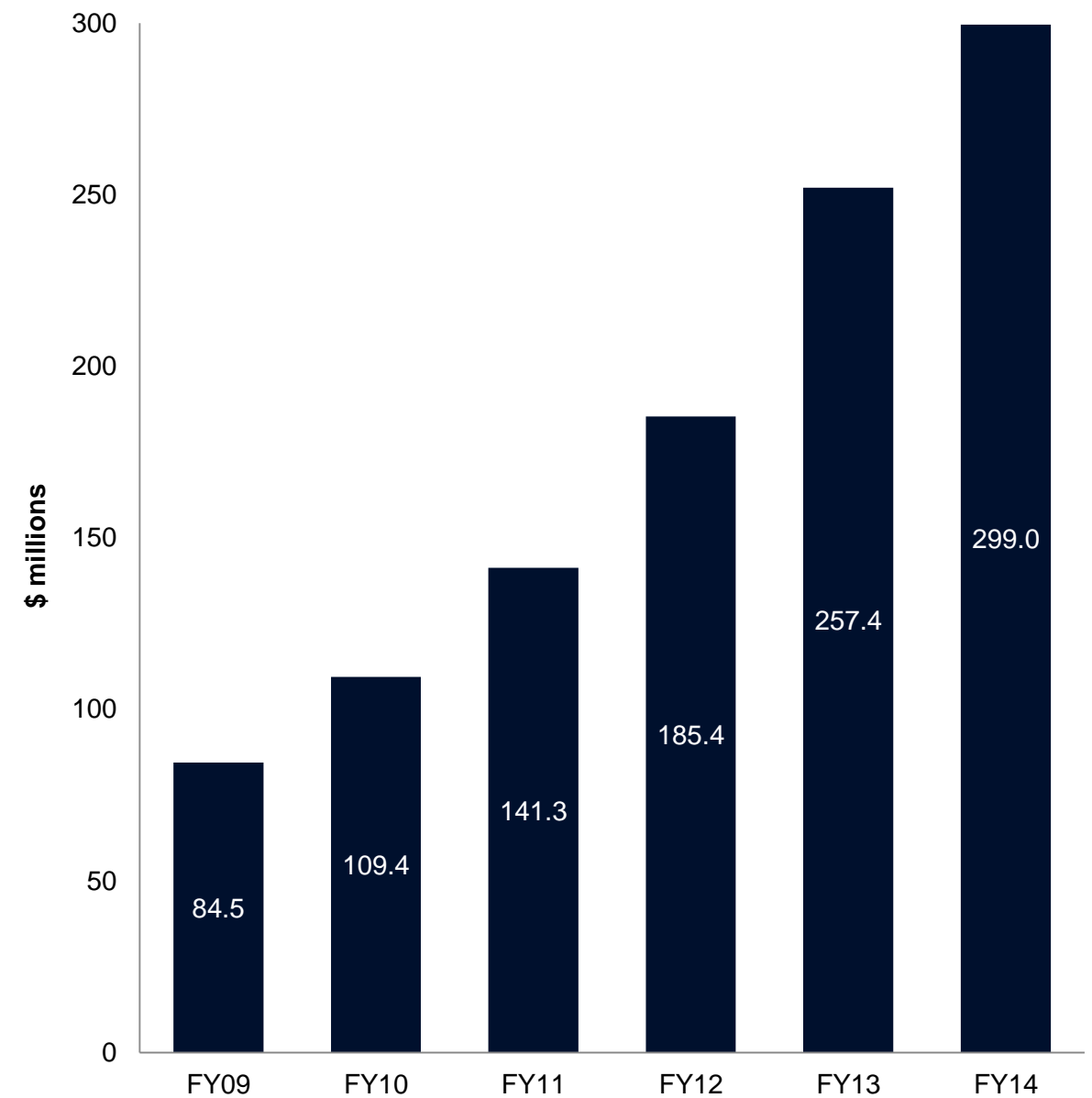


Group - Acquisitions and Assets

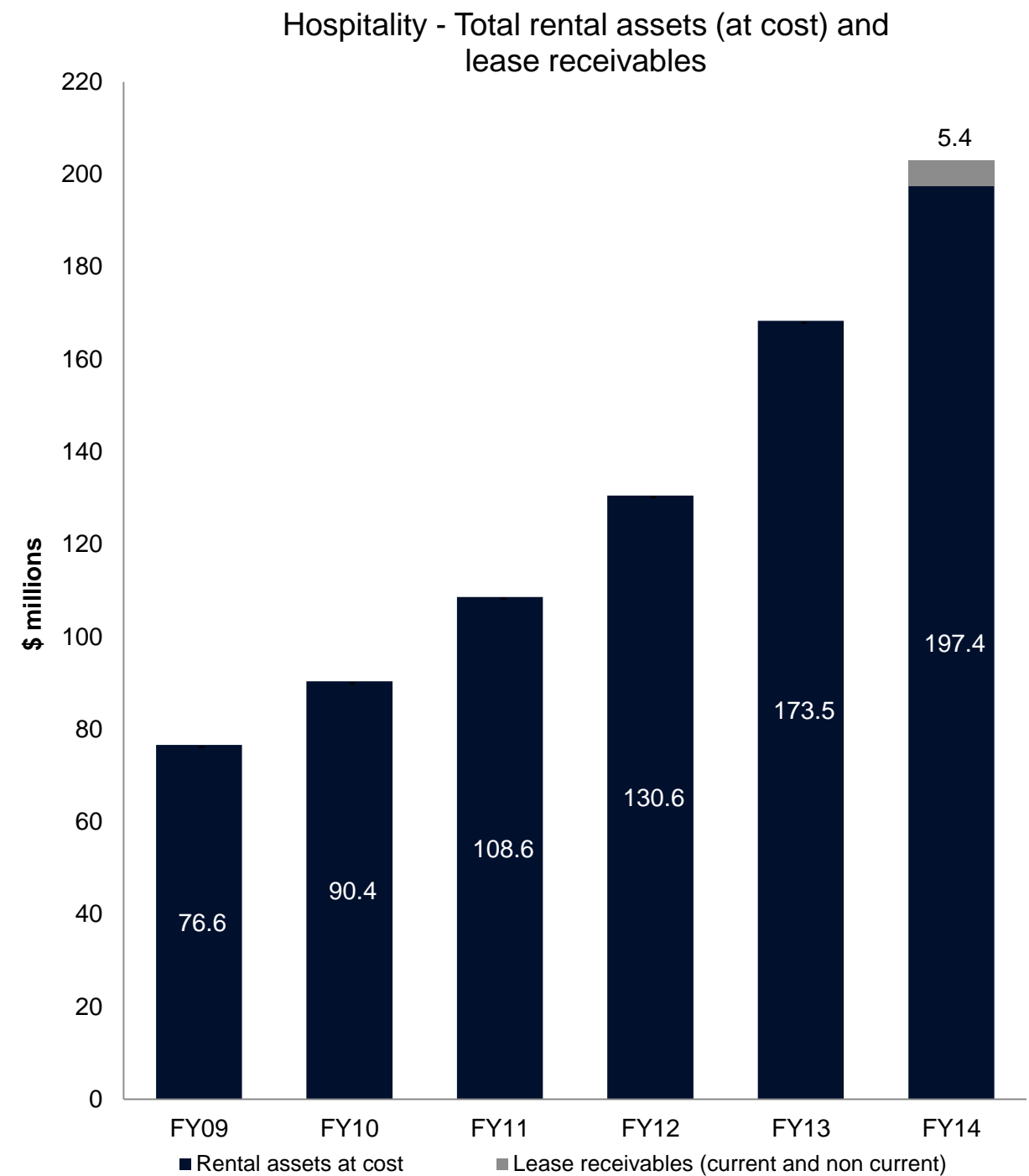
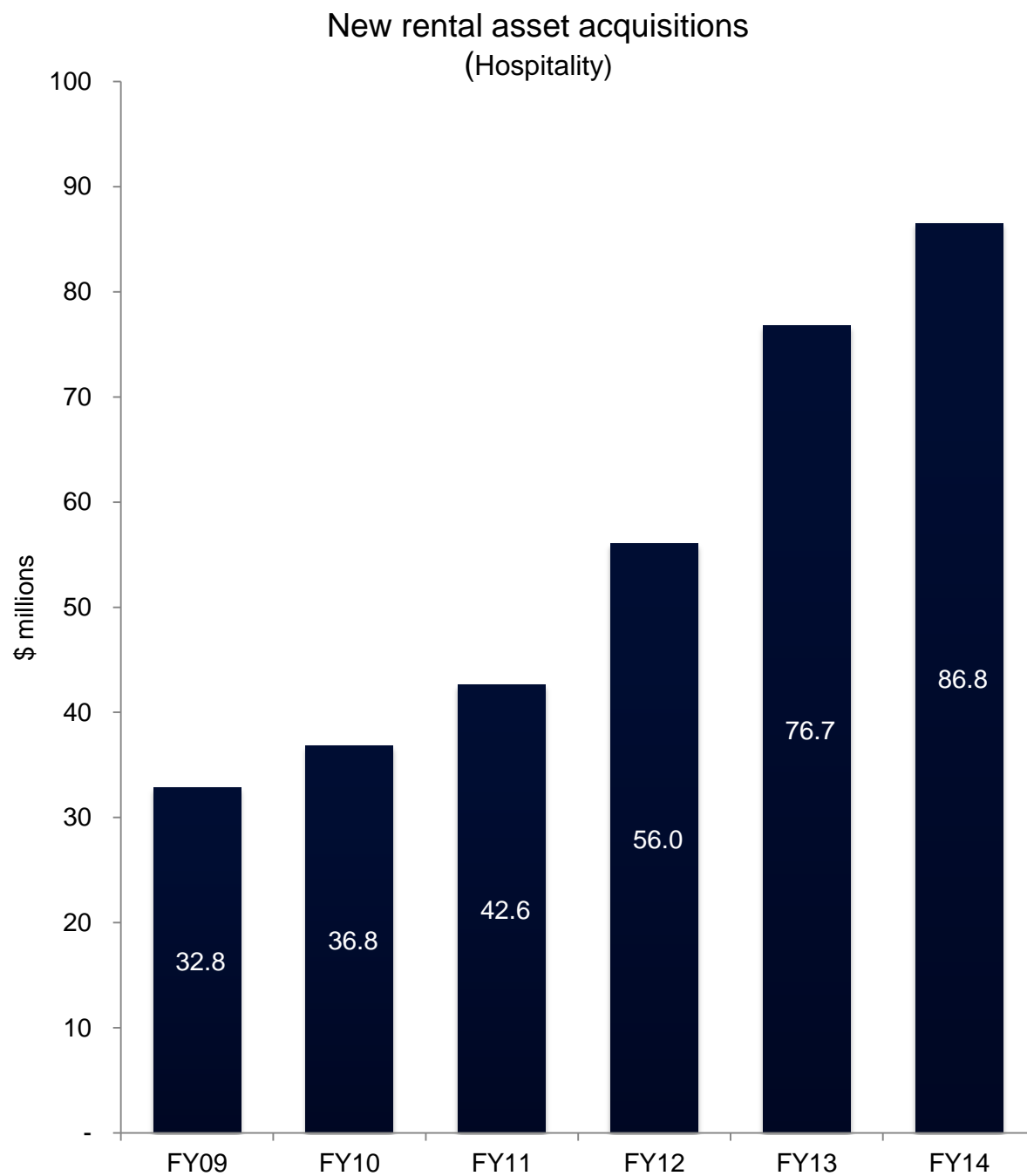
New rental asset acquisitions
(Group)



Total rental assets (at cost) and lease receivables



Hospitality - Acquisitions and Assets



Hospitality - Trading Update

- Hospitality division contributed \$29.7 million in pre-tax profit, an increase of 17% (FY13: \$25.4 million)
- Approximately 69% of revenues generated from Hospitality business.
- The Wacol RAD facility improved efficiency and grew our used equipment rental business.
- In July 2013 the Wacol RAD facilities were replicated in Laverton (Victoria). Start up costs of \$0.9 million pre-tax were expensed.
- Hospitality growth expected to continue by meeting high customer satisfaction levels.

New Zealand and Canada

- Operating successfully in New Zealand since 2011.
- Established Vancouver office in October 2013.
- Growth of the Canadian business is slightly ahead of forecast.
- Losses incurred in start up phase in Canada of \$1.3 million pre-tax expensed.
- Losses expected to reduce over the 2015 financial year.



**Make your
dreams possible.**

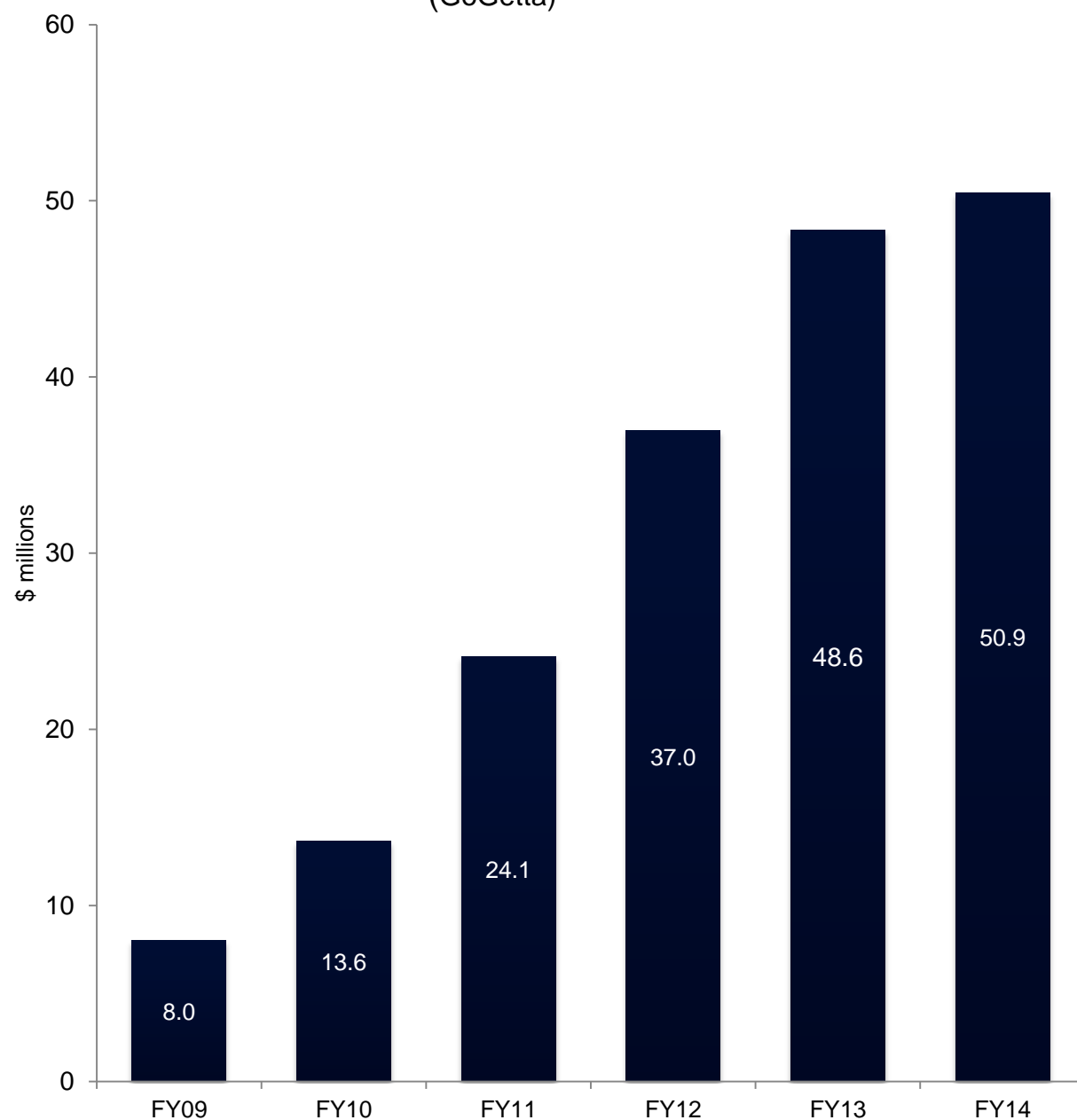
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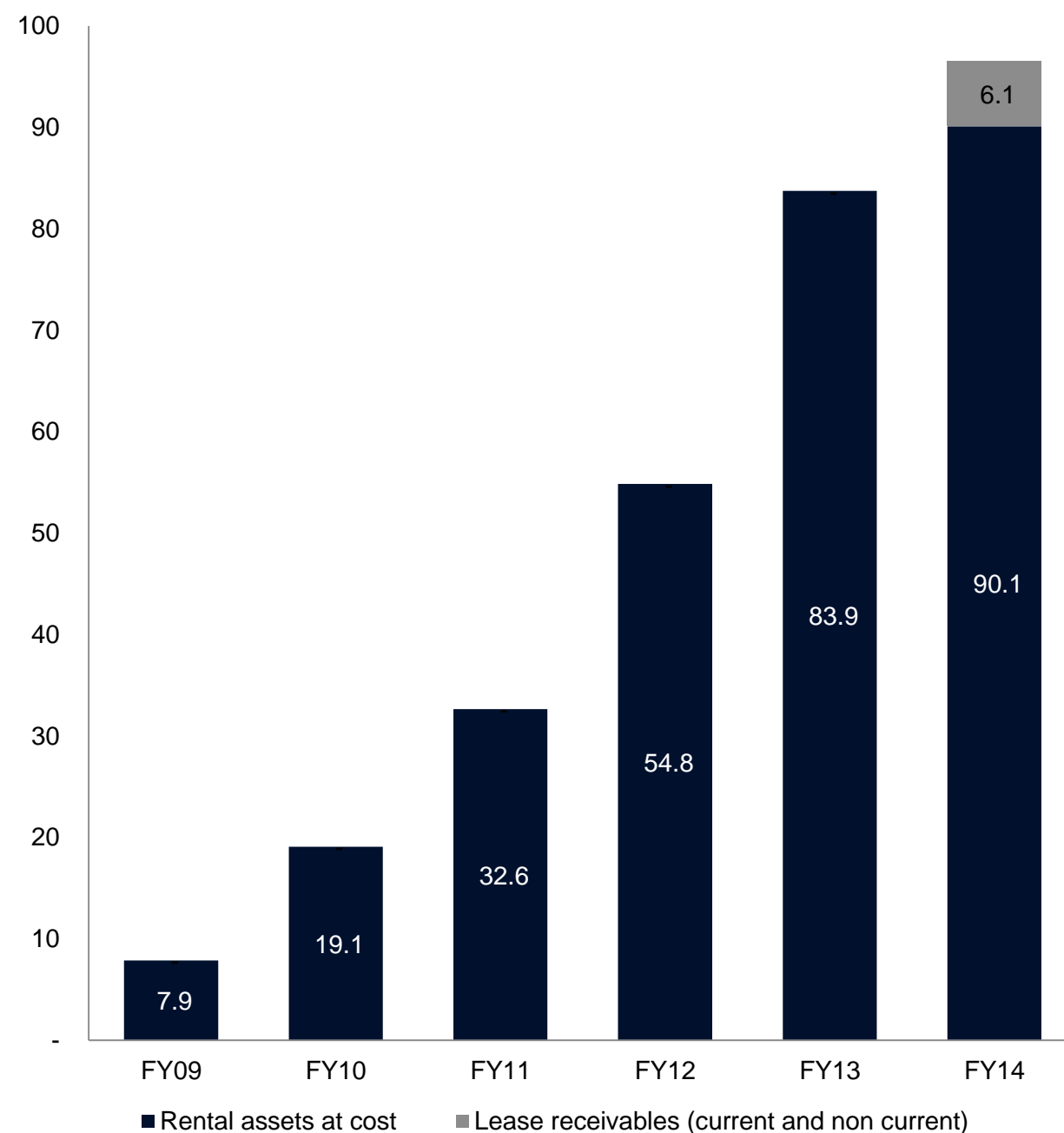
 Now in Canada

GoGetta - Acquisitions and Assets

New rental asset acquisitions
(GoGetta)



GoGetta - Total rental assets (at cost) and lease receivables



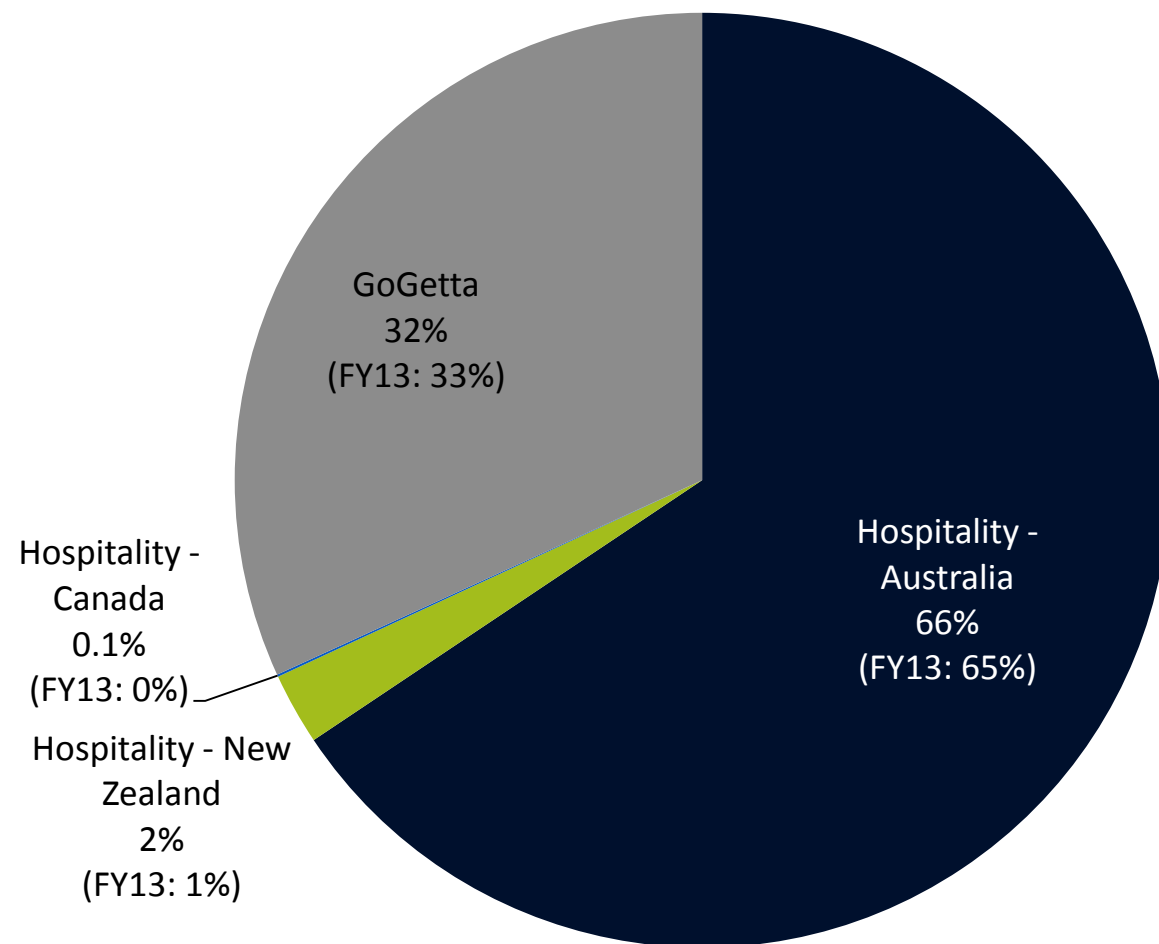
GoGetta – Trading Update

- GoGetta contributed \$9.3 million in pre-tax profit, down from the previous year (FY13: \$10.9).
- GoGetta experienced slower growth in FY14 relative to previous years.
- Greater impairment charge as contracts mature and assets are returned following rapid growth.
- Board and management have undertaken an extensive review of the business.
- Sales teams now being led by brand focused management and an increased focus on staff training.
- Final quarter acquisition growth was encouraging.
- Tailoring our product offering in certain segments (trucks and trailers, gyms, point of sale and light construction).

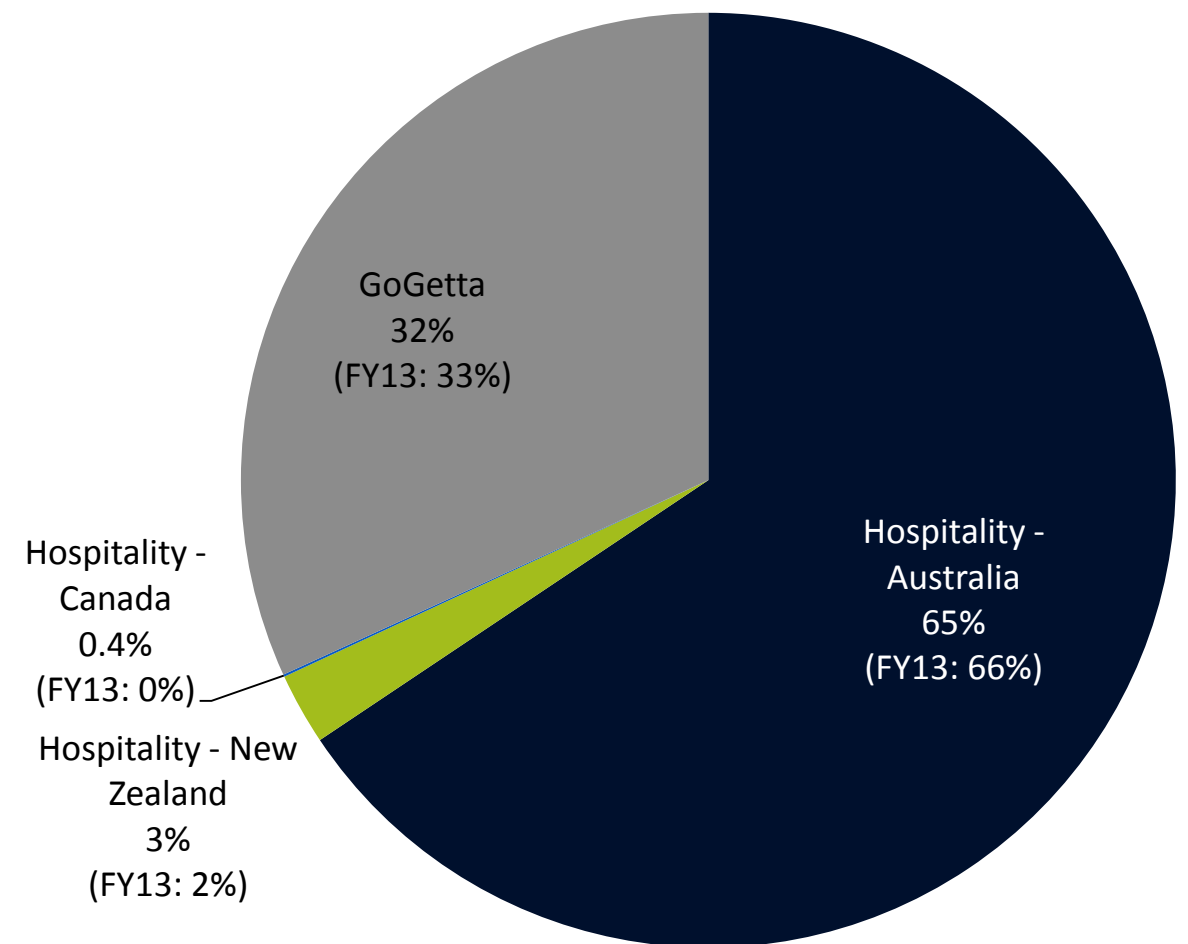


Segment Analysis

Revenue by segment



Rental assets at cost and lease receivables by segment



Profit & Loss

	\$ millions	FY13	FY14	Change
Revenue		114.4	141.3	+ 24%
Expenses from ordinary activities		(37.3)	(48.8)	+ 31%
Depreciation & amortisation		(49.2)	(62.2)	+ 26%
Finance costs		(6.8)	(7.0)	+ 2%
Loss on sale of plant and equipment		(4.5)	(5.4)	+21%
Profit before income tax		16.6	17.9	+ 8%
Income tax expense		(5.2)	(5.2)	+ 2%
Net profit after tax		11.4	12.7	+ 11%
Basic earnings per share (cents)		41.4	43.4	+ 5%

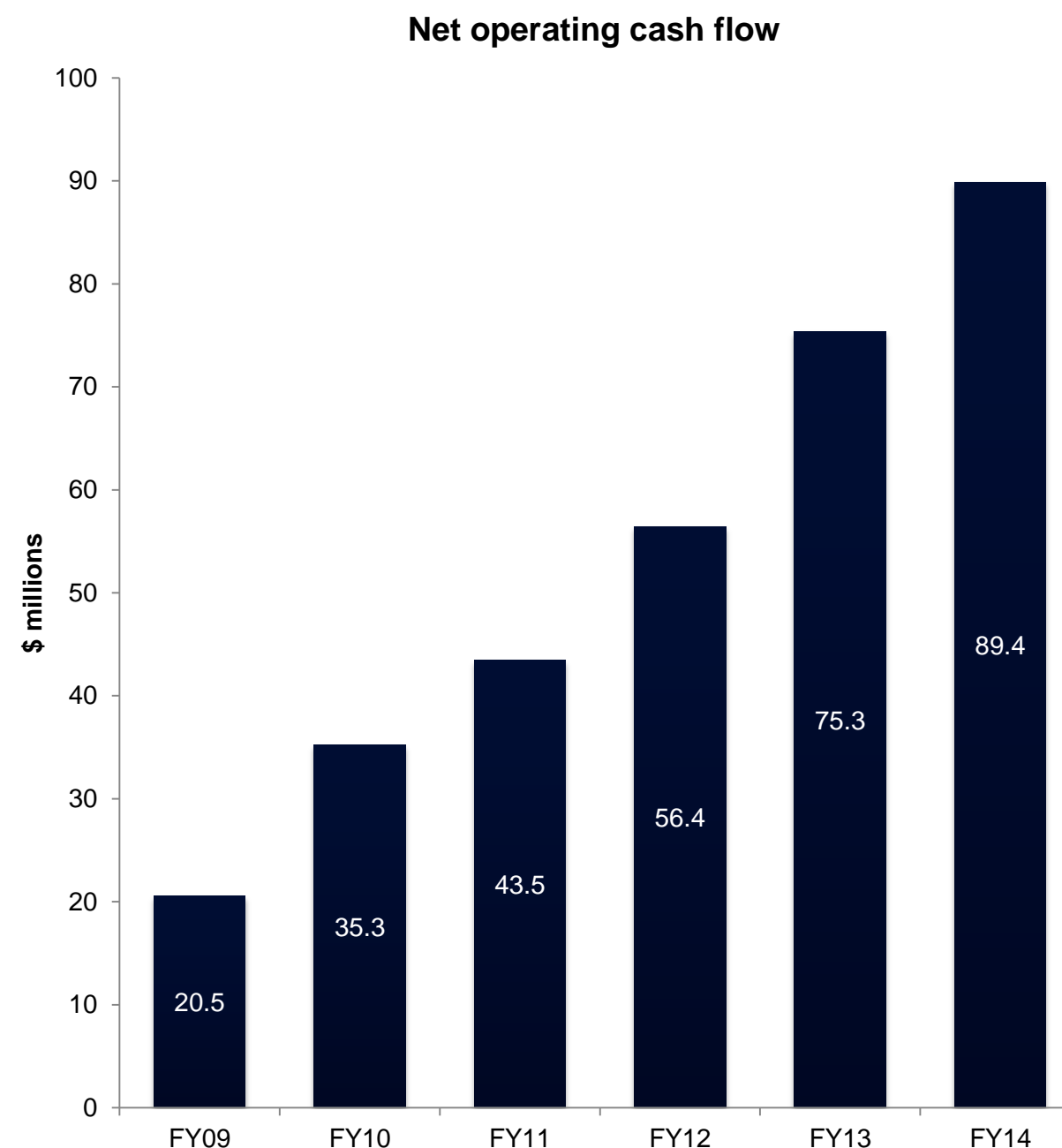
Financial Position

	\$ millions	30 June 2013	30 June 2014	Change
Assets				
Total current assets		6.8	10.9	+ 60%
Rental assets at WDV		173.5	188.1	+ 8%
Other non-current assets		9.7	19.4	+ 13%
Total assets		190.0	218.4	+ 15%
Liabilities				
Current interest bearing debt		1.0	0.4	- 60%
Customer bonds		27.3	29.3	+ 7%
Other current liabilities		11.2	9.6	- 14%
Non-current interest bearing debt		91.3	109.1	+ 20%
Other non-current liabilities		0.9	2.3	+155%
Total liabilities		131.7	150.7	+ 14%
Net Assets		58.2	67.7	+ 16%

Operating Cash Flow

- The business continues to produce solid operating cash flow from its recurring income stream and high utilisation of assets.
- The slowing down of the GoGetta business has produced greater free cash flow for the Group.

Description	FY13 (\$ millions)	FY14 (\$ millions)
Net operating cash flow	75.3	89.4
Cash from sale of rental assets	24.2	35.1
Cash paid in dividends	(7.2)	(6.9)
Cash available for purchase of assets (before other financing activities)	92.3	117.6
Cash paid for new rental assets	125.3	137.7
Acquisitions paid by internal cash flows	74%	85%



Funding

- Silver Chef utilises a diverse range of funding to support the growth of the business through the acquisition of assets for rental to clients.
- In FY14 the Company acquired \$137.7 million worth of rental assets (at cost) of which 85% (\$117.6 million) was funded from internally generated cash flows and the balance was funded from debt and equity.
- As at 30 June 2014, 58% of the carrying amount of the Company's rental assets were funded by debt.
- During the year, the Company increased its debt facility limit with the CBA from \$110 million to \$120 million, bringing total debt facilities including unsecured corporate notes to \$150 million.
- The Board continues to seek further diversification of its funding sources as the Company grows.

Sources of Debt/Equity Funding

Equity	Debt (Bank)	Debt (Notes)
<ul style="list-style-type: none"> ○ Company aims to fund approximately 30% of total assets with equity. 	<ul style="list-style-type: none"> ○ Primary debt facility of \$120 million held with Commonwealth Bank. Expires December 2015. ○ As at 30 June 2014, the Group had available facilities of \$41 million. 	<ul style="list-style-type: none"> ○ In August 2012 Silver Chef issued six-year senior unsecured fixed rate notes to raise \$30 million. ○ Coupon rate of 8.5% fixed pa. ○ Matures September 2018.

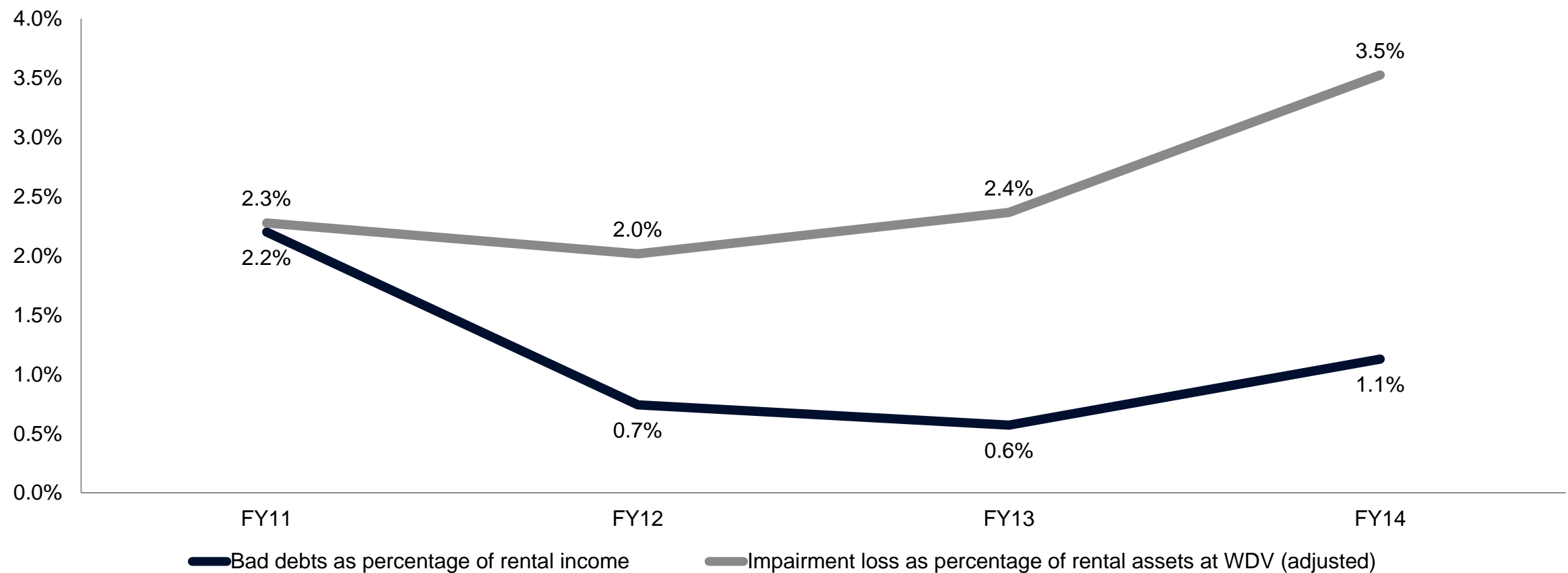
Risk Management

Diversified Client Base

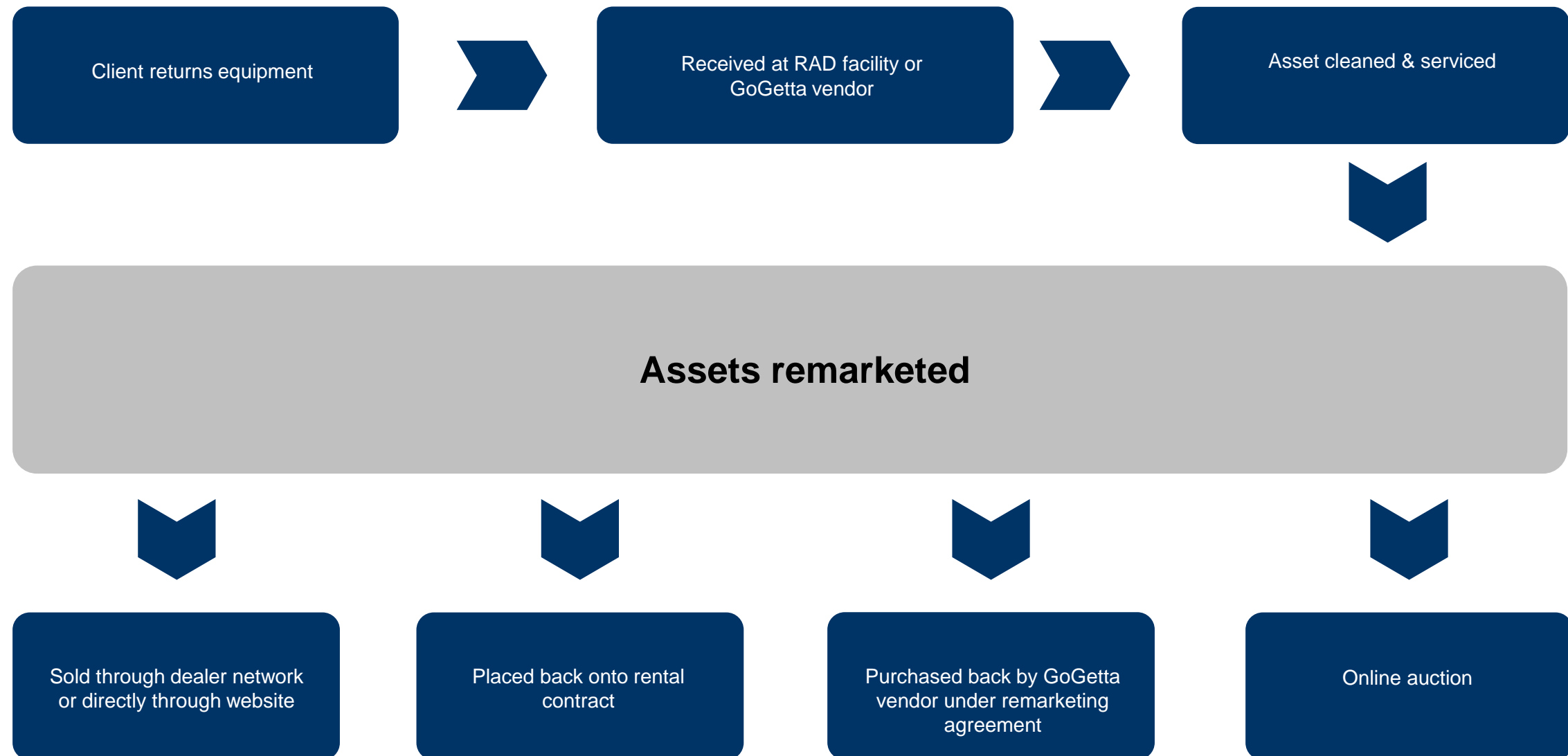
- More than 22,000 rental contracts
- Hospitality average contract value of \$10,000
- GoGetta average contract value of \$25,000
- Largest client represents less than 1.0% of rental income.
- Effective monitoring systems identify client stress early

Strong asset management systems

- Laverton RAD facility now fully operational
- Returned assets rapidly returned to market



Residual asset management



Strategy

Group

- Continued focus on delivering ten year Argenti strategic plan – currently in year five.
- Continuing to invest in IT systems to improve efficiency.

Silver Chef

- Australia – continue to grow core markets.
- New Zealand – capitalise on growing presence and brand awareness.
- Canada – establish and build foundations for long term, sustainable business.

GoGetta

- Retain focus on Australia.
- Build deeper penetration into core markets.
- Refocused on training and customer advantage.



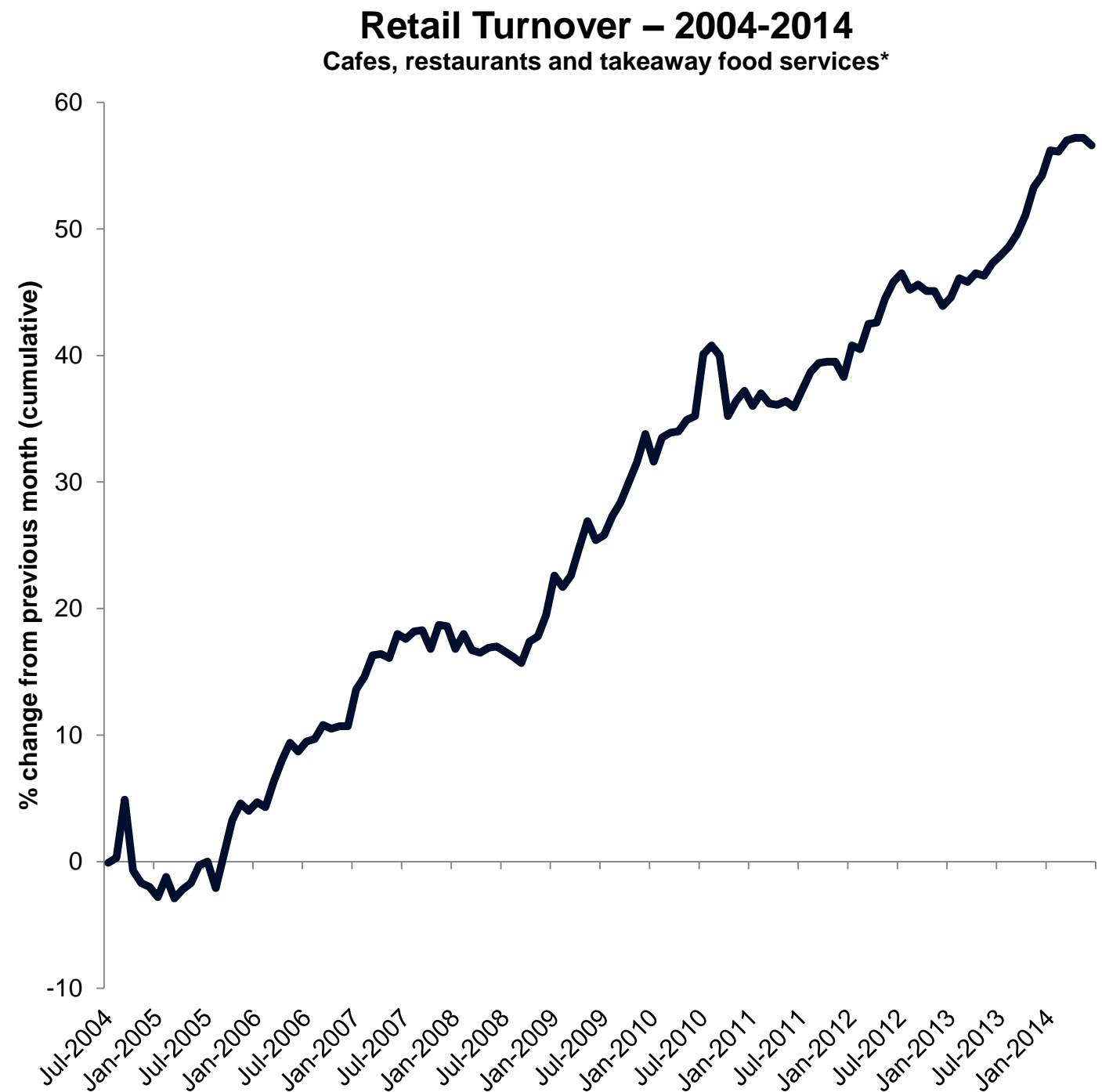
People and Culture

- Over the past five years there has been incremental growth in our customer satisfaction and this equates directly to repeat business for the Company and recognition for staff.
- For the past four years Silver Chef has been recognised in the BRW Great Places to Work in Australia and received accreditation as an Aon Hewitt best employer in 2013, an award which is presented on a bi-annual basis.
- We continue to attract some of the best talent available as we offer a great culture, career prospects and a sense of purpose in making positive change in the lives of others.



Outlook

- The cafe and hospitality industry has consistently expanded in the past few years.
- We expect the consumers' love of a cup of coffee and dining out with friends to continue in line with long term trends.
- If we continue to match our high customer satisfaction levels then our business will continue to grow.
- Momentum evident in late FY14 with GoGetta expected to continue.
- Continued investment in IT systems to improve efficiency and returns.



Source: Australian Bureau of Statistics – Retail Turnover (seasonally adjusted), By Industry Group – Percentage change from previous month



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