

**ANNUAL GENERAL MEETING  
EXECUTIVE CHAIRMAN'S ADDRESS  
ALLAN ENGLISH**

SLIDE – AGENDA

SLIDE – CHAIRMAN'S ADDRESS - ALLAN ENGLISH

Good morning ladies and gentlemen. Welcome to this, the tenth annual general meeting of shareholders of Silver Chef Limited. For those of you who don't know me, my name is Allan English and I am the founder and Executive Chairman of Silver Chef.

I am informed that a quorum of shareholders is present and so I declare this annual general meeting open.

Ladies and gentlemen, the notice of meeting was mailed out to all shareholders. I propose that the notice be taken as read.

I would like to begin by introducing the other directors and company secretary. Seated at the table with me are our Directors, Karen Penrose, Andrew Kemp, Bede King and Sophie Mitchell, and Don Mackenzie, our Company Secretary. A number of Silver Chef staff are also in attendance today and we will all be available after the meeting to talk with shareholders. We also acknowledge the Company's auditors KPMG and the company's legal representative McCullough Robertson, who are in attendance today.

I am pleased to report that the Company has delivered another year of profitable growth. While the rate of growth has not been as strong as in previous years, I am delighted with the outcome and the initiatives established for future growth which I will outline today. But first, some background about our business.

SLIDE – OUR BUSINESS

The Company has two brands which operate as separate divisions: Hospitality (Silver Chef) which provides funding to businesses in the hospitality sector, and GoGetta, which provides equipment funding for small to medium sized businesses across a range of other industry sectors.

Both divisions offer a tried and tested equipment funding solution through the Rent. Try.Buy. and Rent.GrowOwn solutions.

The success of the Company has been built around a number of factors which provide clear competitive advantages. The first of these factors is our experience. Silver Chef has been providing our core business equipment funding model for 28 years, making us the leading experts in our industry.

Our second advantage is our customers. We have a robust rental-based equipment funding model for business critical assets that is well suited to the needs of small business and generates great loyalty from our customers.

Another strength is our people. We have strong focus on acquiring and developing high quality staff members with personal commitment to achieving growth which builds value for shareholders. In

addition, every staff member has a bonus linked to the satisfaction levels of our customers that is measured monthly.

Our credit and asset management processes effectively manage risks associated with customer defaults.

Finally, we have established strong partnerships within the hospitality and equipment sectors and continue to develop these and build new partnerships, delivering valuable long term business.

#### SLIDE – RESULTS SNAPSHOT

Now to our financial results for the 2014 financial year. Silver Chef reported a record net profit after tax of \$12.7 million for the year, up 11% from the previous year. This result is at the upper end of the guidance range for FY14 of \$12.3 million to \$12.7 million.

The result reflects a 24% increase in revenue to \$141.3 million. Total rental assets (at cost) and lease receivables, increased 16% to \$299.0 million from \$257.4 million in the 2013 financial year.

Earnings per share increased 5% to 43.4 cents.

This growth allowed the Board to declare a fully franked final dividend of 16.0 cents per share taking the full year fully franked dividend to 30.0 cents per share.

#### SLIDE - GROUP ACQUISITIONS AND ASSETS

Growing rental assets under management remains one of the Company's key performance indicators. In the year to 30 June we were able to continue the upward trend that we have been delivering for a number of years. Total rental assets (at cost) and lease receivables increased 16% to \$299 million, from \$257.4 million in 2013.

#### SLIDE – HOSPITALITY ACQUISITIONS AND ASSETS

Growth in the Hospitality rental asset base and lease receivables were in line with expectations and in total represent an increase of 17% since 30 June 2013. This growth has been supported by expansion in New Zealand and Canada.

Hospitality acquisitions gained 13% to \$86.8 million from \$76.7 million in the 2013 financial year with the strategic expansion into new markets continuing to deliver results. Initiatives are being developed and implemented with the purpose of delivering sustainable and profitable growth.

#### SLIDE – HOSPITALITY FY14 HIGHLIGHTS

Approximately 68% of rental assets and lease receivables are from our traditional hospitality business. The Hospitality division contributed \$29.7 million in pre-tax profit, an increase of 17% from \$25.4 million in the 2013 financial year. Our Queensland team delivered an outstanding performance in achieving this growth and in addition, the Wacol equipment reconditioning and disposal facility, known as RAD, which cleans and repairs returned assets ready for sale, improved its returns and provided good support to the dealer network in our used equipment rental business.

In July 2013 the Wacol RAD facilities were replicated in Laverton North, Victoria. The establishment of a service facility and operational team in Melbourne was to better cater for returned assets and reduce handling costs and increase turnaround time. The impact of establishing this facility in the 2014 financial year was a pre-tax loss of \$0.9 million.

We expect the growth of the hospitality business to continue on the back of meeting high customer satisfaction levels.

The Board has taken a view that the strategic long-term growth of the hospitality business requires the Company to expand internationally and after the commencement of the successful operations in New Zealand in 2011, the Company commenced operations in Vancouver in October 2013.

In Canada we have been pleased with the results the team has delivered and the growth in the business is slightly ahead of forecast. There has been good focus on establishing our presence, and building customer awareness of our Rent.Try.Buy product.

We have a strong point of difference to other finance companies in the Canadian market as there are no rental programs offering the same advantages for customers as are available through Silver Chef. Expenses incurred in the initial start-up phase for Canada amounted to \$1.3 million and losses are expected to reduce over the 2015 financial year.

#### SLIDE - GOGETTA - ACQUISITIONS AND ASSETS

As reported in the half-year results, growth in our GoGetta division slowed relative to the prior year and the financial returns from this sector declined. When I returned to the Company in an executive capacity in February 2014, one of my key priorities was to review the GoGetta business and implement actions for improvement.

I believe this decline in growth was primarily due to issues associated with recruitment and training of appropriate sales staff

#### SLIDE – GOGETTA FY14 HIGHLIGHTS

Following an extensive review of the business GoGetta sales teams are now being led by brand focused management and there is an increased focus on staff training. We have worked to increase expertise in certain segments such as trucks and trailers, light commercial vehicles, gyms, point of sale and light construction.

I am pleased to say that following the changes we have implemented, GoGetta had a strong last quarter of FY14 and the business overall has good growth prospects for the current year.

We remain committed to returning GoGetta to previous levels of growth.

#### SLIDE - SEGMENT ANALYSIS

This slide illustrates the relative size of the Hospitality and GoGetta businesses and shows the small but growing contribution from our overseas operations.

#### SLIDE - FINANCIAL POSITION

Total assets and total liabilities increased in step during the year, for an increase in Net Assets of 16%

#### SLIDE – FUNDING

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 debt as the Company grows.

In FY14, we acquired \$137.7 million worth of rental assets (at cost) of which 85%, or \$117.6 million, was funded from internally generated cash flows.

As at 30 June 2014, 58% of the carrying amount of the Company's rental assets were funded by debt.

#### SLIDE – SHAREHOLDER RETURNS

Shareholder returns are of course the most important measure of our success. In FY14, our earnings per share grew for the seventh consecutive year while we achieved return on average equity (ROE) of 20.6% and return on average assets (ROA) of 12.5%.

#### SLIDE – STRATEGY

The Company continues to focus on delivering its ten year strategic plan of which we are currently in the fifth year.

The Hospitality strategy is to continue to grow its core markets within Australia and to continue to build its presence in New Zealand and capitalise on its growing brand recognition, while building the foundations of a long-term business in Canada. The business expanded into Alberta, the adjoining province to British Columbia in May 2014.

The GoGetta growth strategy is to retain its focus within Australia and penetrate deeper into core markets while focussing on training and customer value.

#### SLIDE - PEOPLE AND CULTURE

Over the past five years I have seen incremental growth in our customer satisfaction and this equates directly to repeat business for the Company. In effect this demonstrates a job well done by staff members.

For the past four years Silver Chef has been recognized in the BRW Great Places to Work in Australia. In 2013, the Company was accredited as an Aon Hewitt best employer, an award which is presented on a bi-annual basis.

Our largest shareholder is a non-profit foundation and this means we can link the financial success of our Company directly to dividend income that is used to benefit the disadvantaged in our community here and overseas.

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.

#### SLIDE – OUTLOOK

The cafe and hospitality industry has consistently expanded in the past few years and it is our expectation that the consumer's love of a cup of coffee and dining out with friends will continue.

If we continue to meet our high customer satisfaction levels then our business will continue to grow. Pleasingly, the momentum evident at the end of FY14 with GoGetta has continued in the first quarter of FY15. In FY15 the Company will also continue investing in the longer term growth of the Company including improving the systems and processes that underpin the business.

We currently anticipate net profit after tax in the range of \$13.75M to \$14.25M which equates to 45 to 47 cents of earnings per share for the FY15 year. We expect second half earnings in FY15 to be higher than the first half, as a result of the momentum achieved in the last two quarters in the GoGetta business.

I would like to thank the leadership team and all the staff for their considerable effort this year. I have enjoyed working with the team and look forward to continuing in my executive capacity over the next 12 months through to the end of calendar 2015. Thank you to my fellow Board members for their wise counsel, and hard work.

My thanks also to you the shareholders for your continued support.

ENDS