



October 23 2014

Company Announcements Office
Australian Securities Exchange Limited
20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam

ROYAL WOLF HOLDINGS LIMITED: First Quarter 2015 Results

Please find attached an announcement for release to the market.

Yours faithfully

Greg Baker
Company Secretary

About Royal Wolf

Royal Wolf is Australasia's largest provider of container solutions with 33 facilities including 28 dedicated Customer Service Centres located throughout Australia & New Zealand and a hire fleet of over 40,300 containers at 30 September 2014. Royal Wolf has 19 years of experience and a commitment to providing superior customer service. We offer over 100 container based designs with applications in portable storage, portable buildings, mining camps and freight containers.

MEDIA RELEASE

Royal Wolf presents a summary of the key underlying information provided to General Finance Corporation for inclusion in their first quarter release. The data below has been prepared in Australian Dollars and in accordance with International Financial Reporting Standards (IFRS).

First Quarter Highlights

- Revenues were \$36.3 million, a decrease of \$7.4 million, or 17.0% over the first quarter of 2014FY.
- Last year in Q1 we had the first delivery of a significant one off sale that contributed \$8.4 million in the first quarter of 2014FY.
- Leasing revenues were \$20.5 million, an increase of \$2.2 million, or 11.7% over the first quarter of 2014FY and continue to track to plan.
- Sales revenues were \$15.8 million, a decrease of \$9.6 million, or 37.7% over the first quarter of 2014FY. \$8.4 million of the decrease is as a result of the partial delivery of the one off sale mentioned above, the remainder is principally due to reduced sales activity from resources sector.
- Leasing revenue comprised 56.4% of total revenue versus 41.9% last year. Excluding the impact of the one off sale last year the leasing revenue would have been 51.8% of total revenue last year.
- Sales revenue comprised 43.6% of total revenue versus 58.1% for the first quarter 2013FY or 48.2% if we exclude the one off sale transaction last year.
- The total units on lease increased to 33,285 from 32,275 at 30 September 2013, an increase of 3.1%.
- 30th September 2014 utilisation was 82.5% compared to 82.3% at 30 June 2014 and 80.8% at 30 September 2013. Average utilisation of 81.9% compares to prior year of 79.6%.
- Trading EBITDA was \$9.7 million versus \$9.6 million for the first quarter of 2014FY with no parallel contribution to equal the gross margin from the single sale in Q1 last year mentioned above.
- Net Profit after Tax attributable to ordinary shareholders was \$2.7m, or 2.7c per share an increase of 29.1%.

Management Commentary

Robert Allan, Chief Executive Officer said: "As we review the quarter, we see a slight contraction in sales revenue even after adjusting for the influence of the one off sale in September 2013 of \$8.4m."

"The impact of single significant sales is noticeable as we continue our strategy of growth in the leasing revenue base. It for this reason we have signalled this sale prior, during and post its delivery as its impact whilst good for Royal Wolf can also clutter the review of our mainstream strategic delivery."

"It is very pleasing to note that each of our containerised portable storage, freight and portable buildings markets are delivering leasing revenue growth year on year as the run rate from the FY14 growth delivers revenue in Q1."

"For leasing revenue, continuing strength in New Zealand and increasing activity in the Australian east coast Customer Service Centres is being challenged by the normalising of the WA market and the softening of resources demand. It is unlikely we will repeat the sales and rental growth from resource camp activity that occurred last year. Our normal increase through the freight sector in the second and third quarters looks in line with our targets."

"We continue to see opportunities for growth through market penetration and product range development. We will seek profit accretive acquisitions and intend to increase our CSC footprint and agents network."

The softening of the resource camp activity is impacting our expectation for the year.

"Our broad range of geographies, products and industry sectors, continuing product innovation and our long track record of customer relationships remain our key drivers of growth. We have confidence that, subject to no unforeseen deterioration in market conditions, we will deliver modest year on year growth."

General Finance Corporation (NASDAQ: GFN) is the majority shareholder owning just over 50% of our issued shares. Therefore these results are consolidated in General Finance Corporation results. General Finance Corporation intends to lodge its Form 10-Q with the U.S. Securities and Exchange Commission mid-November, and that form will be available for download at

<http://www.generalfinance.com/investor.html> once lodged.

Shareholders should note that the results presented by General Finance Corporation are in U.S. Dollars and have been prepared in accordance with Generally Accepted Accounting Principles in the United States (US GAAP).

For further information please contact:

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Financial Information

(\$ in thousands, QE 30 September)

	Actual		
	FY2015	FY2014	Growth %
Container lease revenue	20,485	18,331	11.7%
Container sales revenue	15,822	25,412	-37.7%
Total revenue	36,307	43,743	-17.0%
Trading EBITDA*	9,745	9,638	1.1%
EBITDA	9,650	8,930	8.1%
EBITA	5,970	6,000	-0.5%
EBIT	5,275	4,834	9.1%
Underlying NPAT**	3,252	3,383	-3.9%
NPAT	2,731	2,114	29.1%
EPS	2.7	2.1	29.1%
Net Debt	111,176	111,800	-0.6%
Fleet capital expenditure	2,528	3,944	-35.9%

* Trading EBITDA is calculated to eliminate the impact of unrealised exchange gains and losses and mark to market revaluation of FX hedge instruments which we do not consider to be indicative of the performance of our ongoing operations.

**Underlying NPAT

NPAT	2,731	2,114
<i>Items not forming part of the normal ongoing operating activity</i>		
Mark to market valuation loss/(gain) for interest rate swaps	7	32
Unrealised exchange loss/(gain) on forward contracts	95	708
Amortisation of intangible assets related to business acquisitions	643	1,072
Subtotal	745	1,812
Tax effect	-224	-544
Subtotal	522	1,268
Underlying NPAT	3,252	3,383

Key Operating Metrics

Lease fleet	40,352	39,961
Units on lease	33,285	32,275
Utilisation %	82.5%	80.8%
Average units on lease	33,004	31,380
Average utilisation %	81.9%	79.6%
Container lease % of total revenue	56.4%	41.9%
Container sales % of total revenue	43.6%	58.1%
EBITDA/ATTA	18.3%	18.2%

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