

Half Year Results

to 31 December 2014



Disclaimer

Silver Chef Limited has not considered the financial position or needs of the recipient in providing this presentation. Persons needing advice should consult their stockbroker, bank manager, solicitor, attorney, accountant or other independent financial or legal advisor.

The presentation includes certain 'forward-looking statements' which are not historical facts but rather are based on Silver Chef's current expectations, estimates and projections about the industry in which Silver Chef operates, and beliefs and assumptions regarding Silver Chef's future performance.

Words such as 'anticipates', 'expects', 'intends', 'plans', 'believes', 'seeks', 'estimates' and similar expressions are intended to identify forward-looking statements.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond the control of Silver Chef, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements.

Silver Chef cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Silver Chef only at the date of this presentation. The forward-looking statements made in this presentation relate only to events as of the date on which the statements are made.

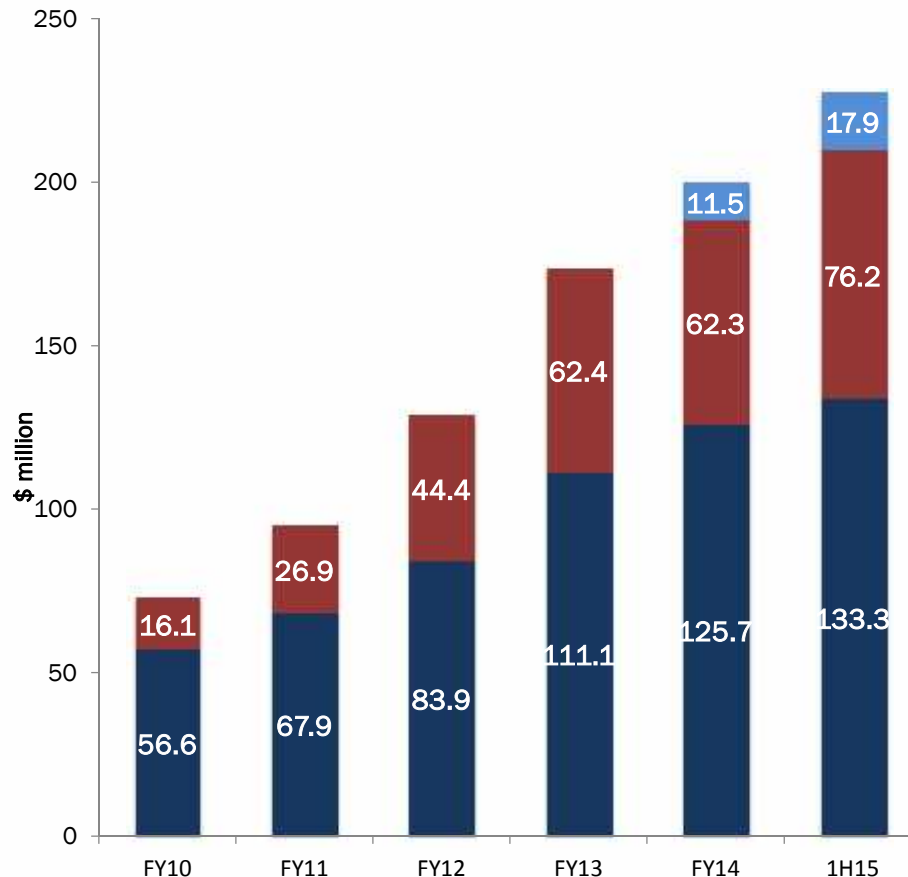
Silver Chef will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this presentation except as required by law or by any appropriate regulatory authority.

Strong first half results

Highlights	<ul style="list-style-type: none"> • Strong growth in underlying earnings and dividend returns • Record GoGetta acquisitions, up 51% on second half of FY14 • Hospitality growth in line with expectation, including New Zealand and Canada • Strong growth in operating cash flow up 21% on corresponding period, with 79% of acquisitions funded from internal cash flow • Group borrowing facilities increased to \$140 million and extended to December 2016 • Continues to invest in people and systems to support long term growth 																																						
Financial snapshot	<table> <tr> <th></th><th>\$ millions</th><th>1H15</th><th>1H14</th><th>Change</th></tr> <tr> <td>Revenue</td><td></td><td>83.0m</td><td>67.4m</td><td>23%</td></tr> <tr> <td>Rental assets (at cost) and lease receivables</td><td></td><td>335.0m</td><td>282.0m</td><td>19%</td></tr> <tr> <td>NPAT</td><td></td><td>7.1m</td><td>6.5m</td><td>9%</td></tr> <tr> <td>Net operating cash flows</td><td></td><td>50.3m</td><td>40.7m</td><td>24%</td></tr> <tr> <td>Basic EPS</td><td></td><td>24.0cps</td><td>22.4cps</td><td>13%</td></tr> <tr> <td>Dividend (fully franked)</td><td></td><td>16.0cps</td><td>14.0cps</td><td></td></tr> </table>		\$ millions	1H15	1H14	Change	Revenue		83.0m	67.4m	23%	Rental assets (at cost) and lease receivables		335.0m	282.0m	19%	NPAT		7.1m	6.5m	9%	Net operating cash flows		50.3m	40.7m	24%	Basic EPS		24.0cps	22.4cps	13%	Dividend (fully franked)		16.0cps	14.0cps				
	\$ millions	1H15	1H14	Change																																			
Revenue		83.0m	67.4m	23%																																			
Rental assets (at cost) and lease receivables		335.0m	282.0m	19%																																			
NPAT		7.1m	6.5m	9%																																			
Net operating cash flows		50.3m	40.7m	24%																																			
Basic EPS		24.0cps	22.4cps	13%																																			
Dividend (fully franked)		16.0cps	14.0cps																																				
Strategy	<ul style="list-style-type: none"> • Continue to deliver strong sector focussed growth in GoGetta • Maintain market position in Australia • Continued expansion into Canada and New Zealand markets 																																						
Earnings guidance	<ul style="list-style-type: none"> • Full year NPAT guidance revised upward to a range of \$15.2m to \$15.7m 																																						

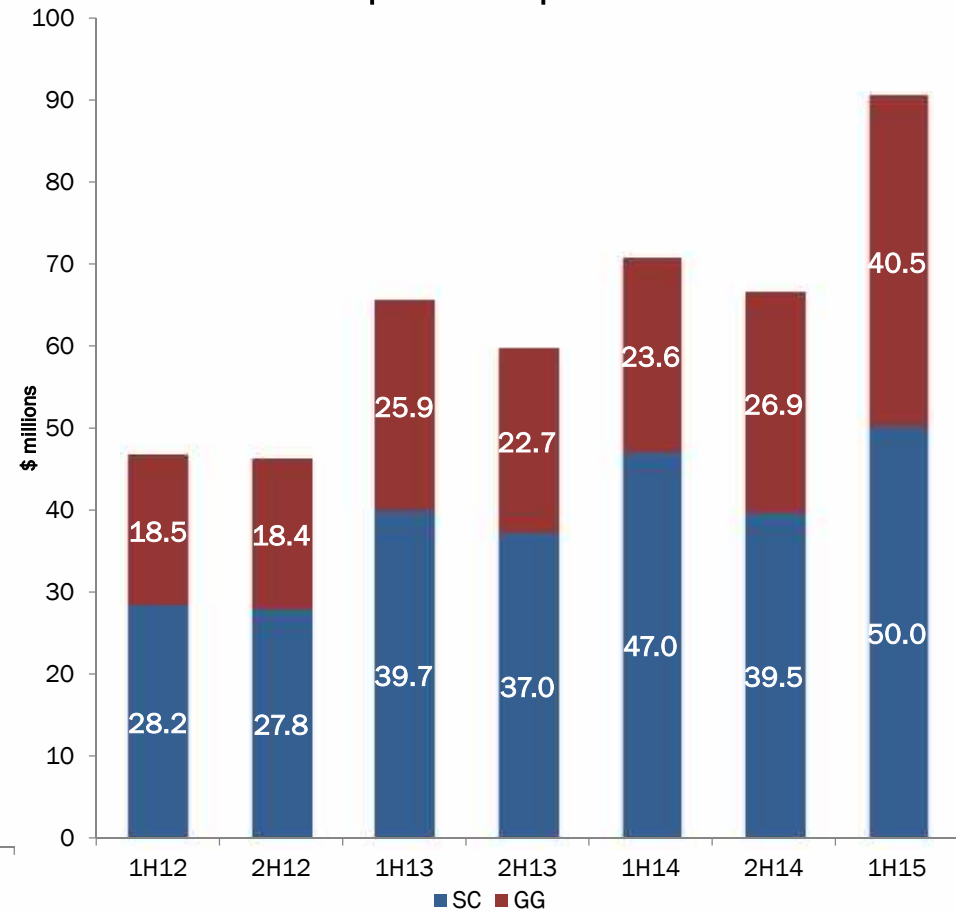
Strong growth in acquisition rate and assets

Book value of rental assets



■ Book value of rental assets- SC ■ Book value of rental assets- GG
■ Lease receivables (SC & GG)

Group asset acquisitions



Hospitality – Solid growth in a mature market

Australia

- Performing in line with expectations, although competitive environment
- Enhancing annuity stream income
- Innovate in response to customer and market dynamics
- Continued growth in franchise sector and Pubs & Clubs



New Zealand

- Continues to grow in line with expectations
- Expanded presence in Auckland
 - improves customer and dealer interface
 - enhances brand recognition



Hospitality – Solid platform for growth in Canada

	Population ¹	Foodservice Market ¹	Total outlets
Canada	35 million	\$US63 billion	109,213
Australia	22 million	\$US45 billion	74,196

1. Source: BIS Shrapnel
2. Source: The Mezzanine Group – Market Research Report (September 2013)
3. Source: The Mezzanine Group – Market Research Report (September 2013)



Canada

- Cash profit break even position during the period.
- Presence now in Toronto, expanding national reach
- Strong support for Silver Chef's product and business model
- Suppliers are proactively supporting our entry into that market based on our high levels of customer service
- Steady growth in the hospitality sector supported by growth in tourism
- Strong interest from franchise customers

GoGetta – Transport and Construction Focus

Strategy

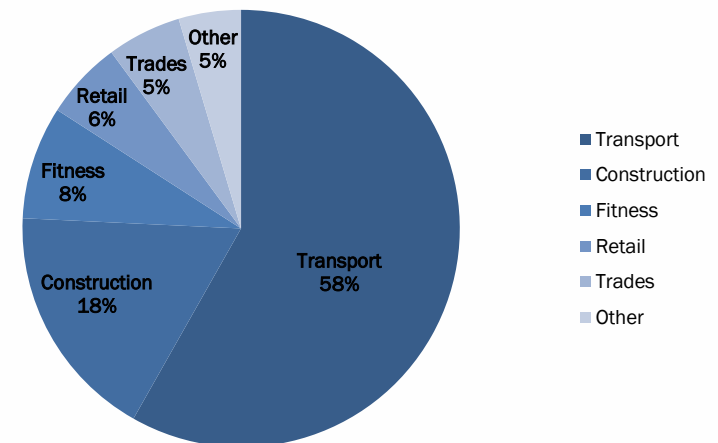
- Increased focus on light commercial vehicles and the small to medium sized construction equipment sector
- Deep markets with growing appetite for flexible finance options
- Strong secondary market for used assets



Performance

- 72% growth in acquisitions period on period
- Asset base \$84.5m vs \$68.4m at 30 June 2014
- Revenue momentum from strong first half of acquisitions

Rental asset base by Industry Sector



31 December 2014 Results Overview

Asset acquisitions

- Total rental assets (at cost) including lease receivables increased 12% to \$335.0 million (30 June 2014: \$299.0 million)
 - Hospitality asset acquisitions of \$50.0 million – up 27% from 2H14
 - GoGetta asset acquisitions of \$40.5 million – up 51% from 2H14

Revenue and earnings

- Revenue up 23% to \$83.0 million
- Net profit after tax up 9% of \$7.1 million
- Fully franked interim dividend of 16.0 cents per share (31 December 2013: 14.0 cents)

Significant features of the result

- Strong growth in revenues resulting from continued growth in the asset book
- NPAT affected by increased bad debt and impairment (\$4.1m adverse movement)
- Increased costs as a result of establishing offices in Canada and Auckland

Profit & Loss

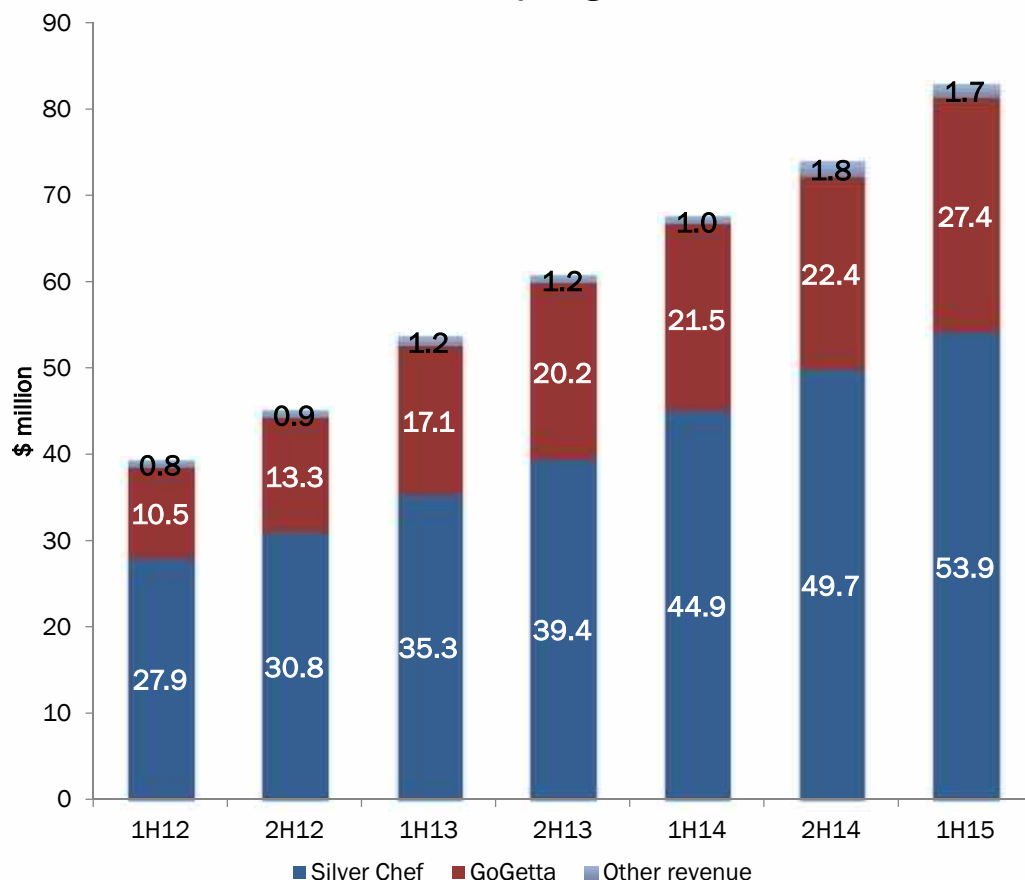
	\$ millions	1H14	1H15	Change 1H14	
Revenue		67.4	82.9	23%	
Expenses from ordinary activities		(20.5)	(27.3)	39%	Reflects people and other overheads associated with establishment of Canada and Melbourne asset reconditioning facility
Loss on sale of plant and equipment		(2.8)	(2.9)	3%	
Earnings before interest, depreciation, amortisation, impairment and tax		44.1	52.7	20%	
Depreciation and impairment		(31.5)	(38.8)	18%	Increased impairment expense linked to arrears position and changed depreciation expense as a result of reassessing useful life of rental assets
Finance costs		(3.4)	(3.8)	13%	
Profit before income tax		9.2	10.1	10%	
Income tax expense		(2.8)	(3.0)	7%	
Net profit after tax		6.4	7.1	11%	
Earnings per share					
Basic earnings per share (cents)		22.4	24.0	12.5%	
Diluted earnings per share (cents)		22.4	24.0	12.5%	

Financial Position

	\$ millions	30 June 2014	31 December 2014	Change (FY14 – 1H15)
Assets				
Cash		1.5	3.1	+ 106%
Lease receivables		11.4	17.9	+57%
Other current assets		6.2	8.1	+ 31%
Rental assets at WDV		188.1	209.5	+ 11%
Other non current assets		11.2	11.7	+ 4%
Total assets		218.4	250.3	+ 15%
Liabilities				
Trade and other payables		39.1	41.8	+14%
Tax payable		0.8	0.3	- 63%
Employee benefits		1.3	1.5	+ 15%
Loans and borrowings		109.5	135.4	+ 24%
Total liabilities		150.7	179.0	+ 19%
Net Assets		67.7	71.3	+ 5%

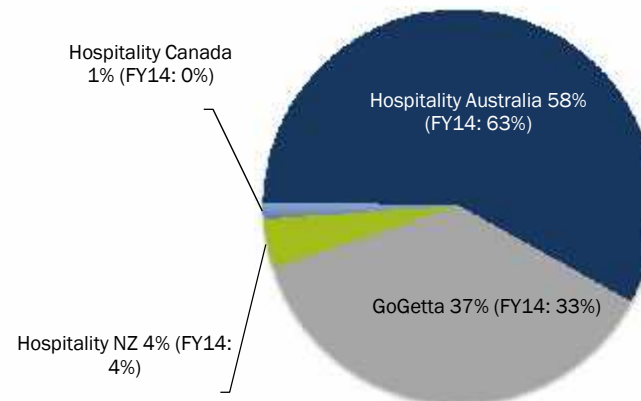
Strong revenue performance off growing asset base

Revenue by Segment



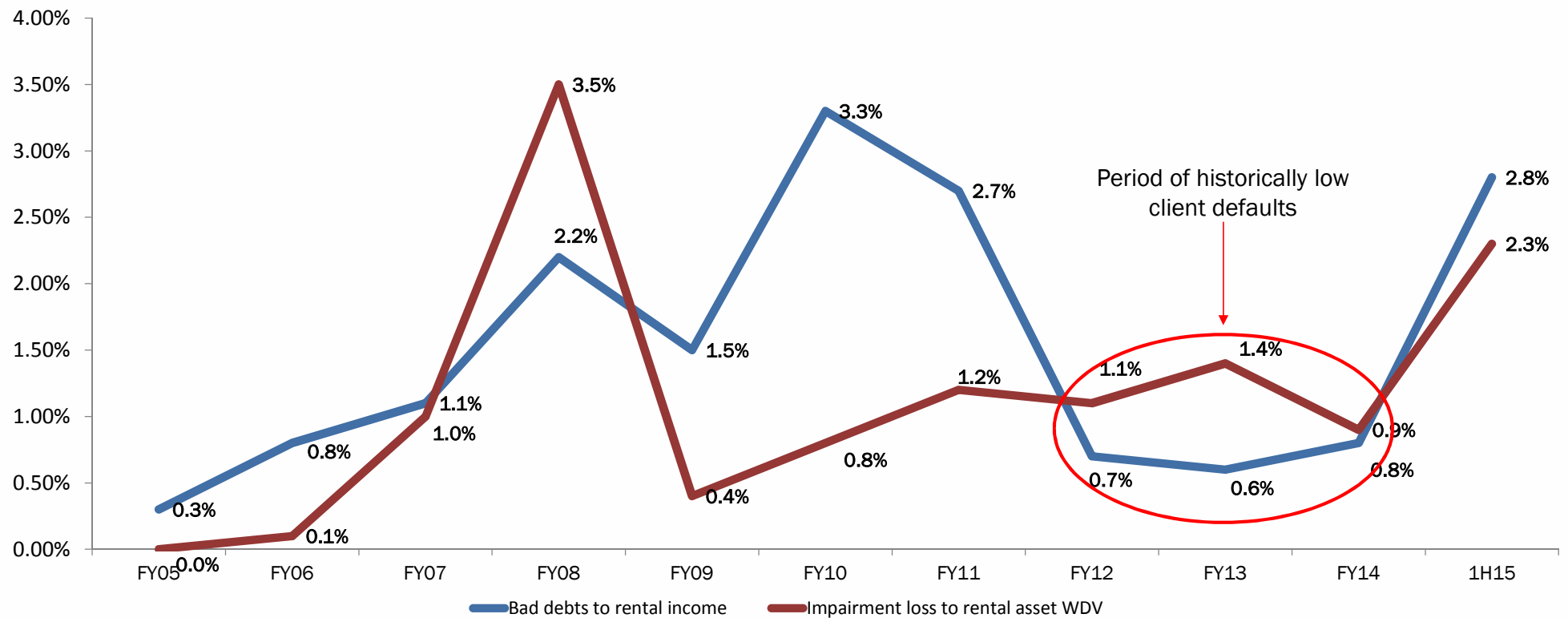
- Revenue up 23% to \$83.0 million (1H14: \$67.4 million).
- Hospitality revenue up 20% to \$53.9 million (1H14: \$44.9million)
- GoGetta revenue up 27% to \$27.4 million (1H14: \$21.5million)
- Strong GoGetta acquisitions in the first half will drive improved second half revenue performance

Assets by segment



Credit and residual asset risk

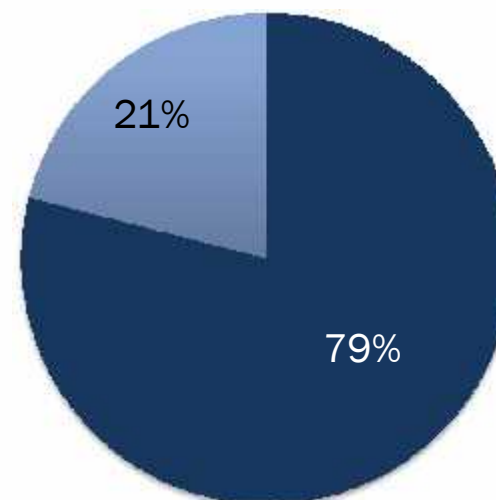
- Additional conservative provisioning in 1H15 as a result of review of collection processes
- Long term provisioning for doubtful debts and impairment normalising in range of 2-3% per annum
- Client base remains highly diversified - largest client represents less than 1.0% of rental income



Funding

- In 1H15 the Company acquired \$90.5 million of rental assets (at cost) of which 79% was funded from internally generated cash flows
- As at 31 December 2014, 59% of the carrying amount of the Company's rental assets is funded by debt
- There is substantial headroom against the Group's borrowing covenants
- The Company continues to evaluate the appropriate structure for long term debt finance necessary to underpin business growth

Rental Asset Funding Source - First Half

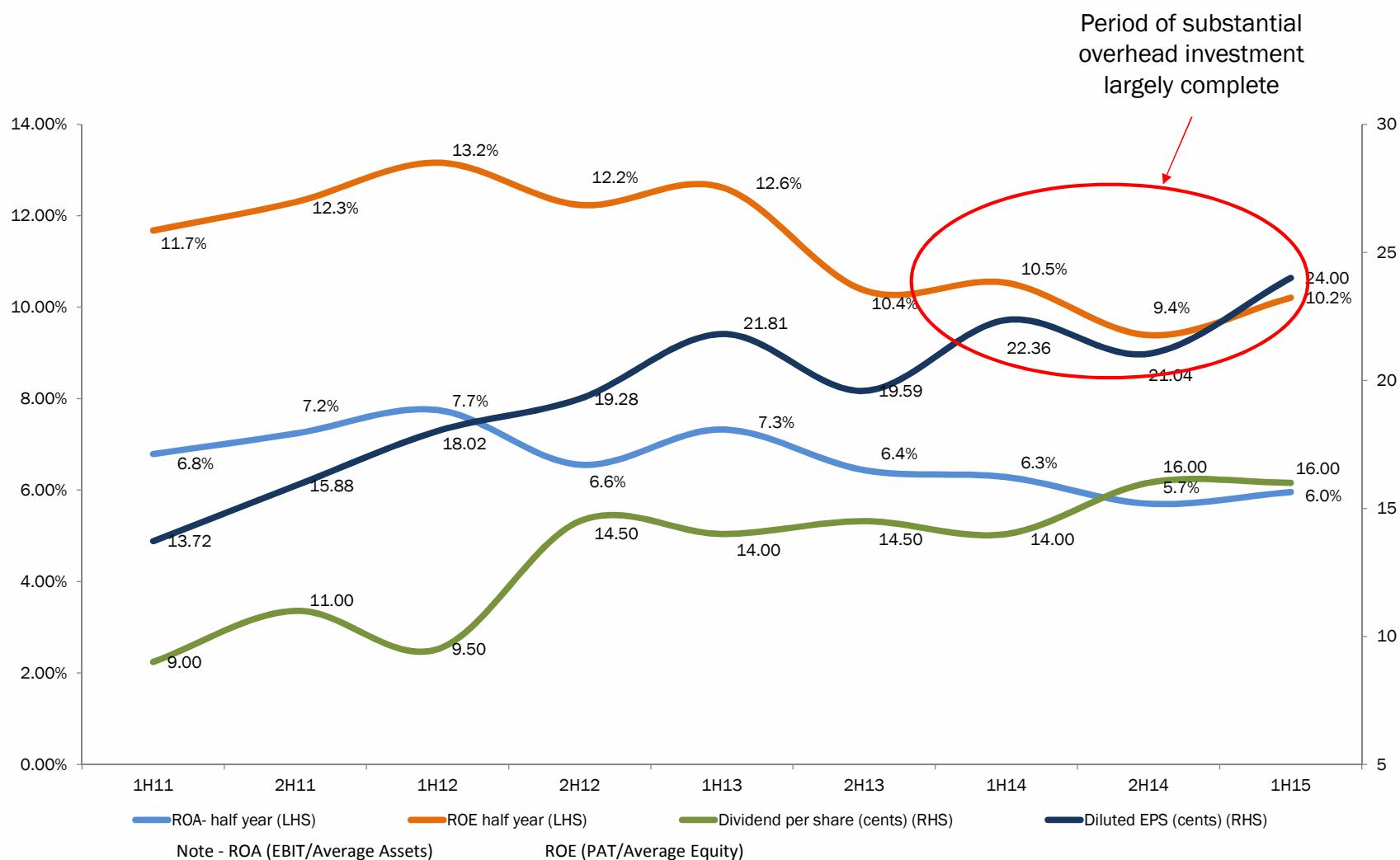


- Asset acquisitions funded by net internal cash flow
- Asset acquisitions funded by debt

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 ○ Only small equity issuance during the six months through employee share plan and dividend reinvestment 	<ul style="list-style-type: none"> ○ Primary debt facility of \$120 million held with Commonwealth Bank extended to \$140m post period end ○ Facility expires December 2016 ○ As at 31 December 2014, the facility was drawn to \$104.6 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

Earnings and returns expected to improve

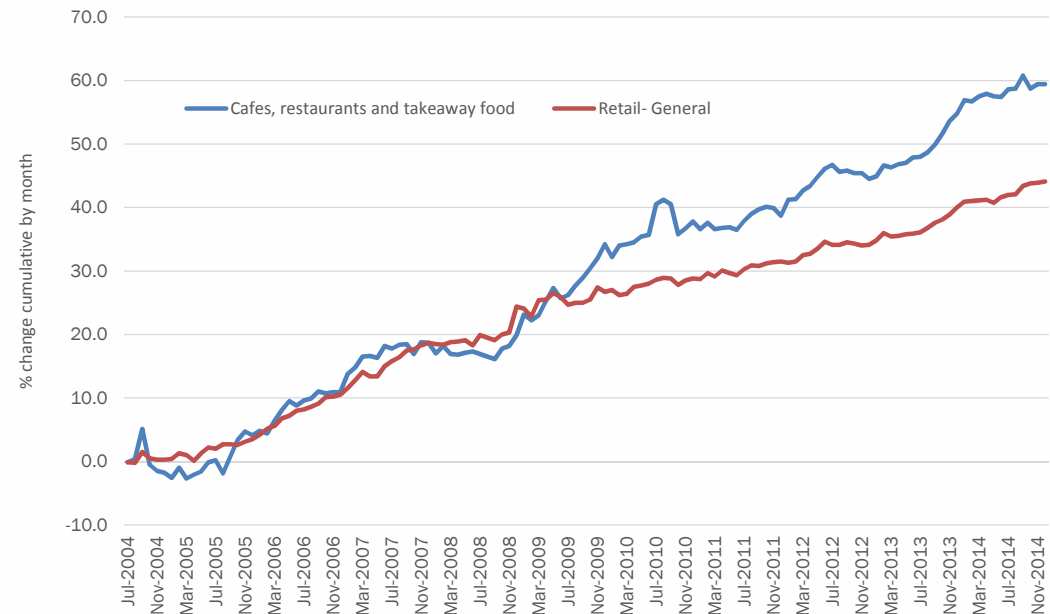


Outlook

- Demand for coffee and dining out will create ongoing funding opportunities even though the market is maturing in Australia
- Canadian business to start contributing to profit in calendar 2016
- Strong GoGetta acquisitions in the first half are expected to drive further revenue growth in the second half
- Increased focus on transport and construction markets creates strong ongoing growth opportunities for GoGetta
- Continue to invest in people and processes to underpin future growth
- Net profit after tax for FY15 has been revised upward to a range of \$15.2 million to \$15.7 million

Retail turnover- 2004-14

Cafes, restaurants and takeaway food services vs total industry



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

Industry at a Glance

Commercial Vehicle Wholesaling in 2014-15

Key Statistics Snapshot

Revenue: **\$5.3bn**
Annual Growth 10-15: **1.4%**
Profit: **\$245.0m**
Wages: **\$379.3m**

Industry at a Glance

Form and Construction Machinery Wholesaling in 2014-15

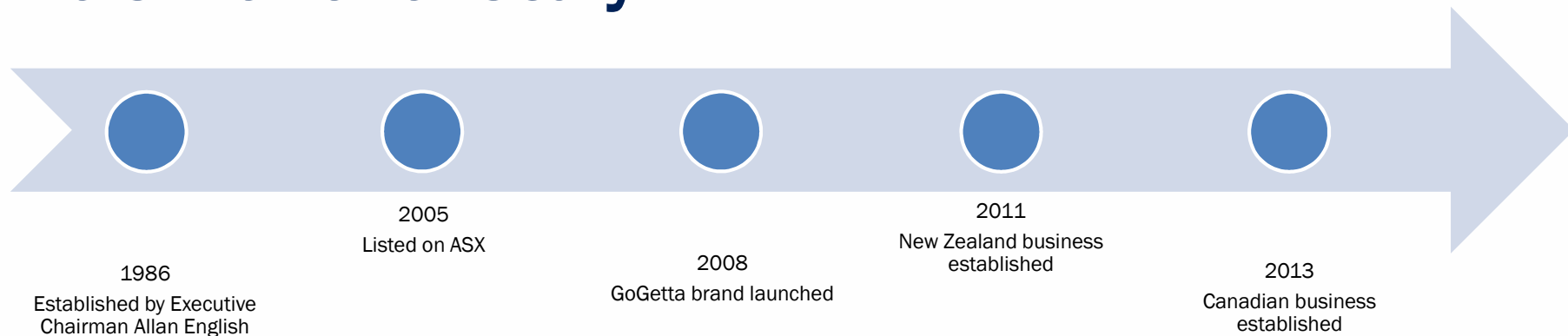
Key Statistics Snapshot

Revenue: **\$26.1bn**
Annual Growth 10-15: **5.5%**
Profit: **\$965.3m**
Wages: **\$2.5bn**

Source: IBISWorld Industry Reports (Sept 14)

Silver Chef Limited Company Background

The Silver Chef Story



Customer Value Proposition

- Low weekly rental repayments
- Frees up working capital
- The ability to 'try before you buy'
- Upgrade at any time
- Minimum 12 month agreements
- Customer receives a 75% rental rebate if they exercise their option to purchase
- Simple, obligation free application process



Strategy

Group

- Continued focus on delivering ten year Argenti strategic plan – currently in year four

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



Competitive Advantage through People and Culture

- Every Silver Chef employee has a bonus linked to the satisfaction of our customers
- Over the past five years there has been incremental growth in our customer satisfaction ratings and this equates directly to repeat business for the Company and recognition for staff
- Silver Chef's strongly supports Opportunity International Australia and matches dollar for dollar employee donations
- Our largest shareholder is a non-profit foundation and as a result Silver Chef's financial success leads directly to dividend income that is used to benefit the disadvantaged through Opportunity International and other charities
- 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.

