

# ROYAL WOLF HOLDINGS LIMITED



FY16 1H Investor Results Presentation

February 2016

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# Royal Wolf's diverse business base minimises impact of Resources/Energy contraction

Total revenues for 1H2016 were \$85.7 million, an increase of \$11.5 million, or 15.5% from 1H2015 and included a number of low margin sales transactions in the freight sector valued at approximately \$11.0 million

Container lease revenue from the Resource and Energy Sectors is \$4.1 million behind last year. Other sectors deliver lease revenue growth of \$0.9 million with a total 1H2016 outcome of \$38.6 million, a decrease in total of \$3.2 million or 7.6% compared to 1H2015

Container leasing revenue comprised 45.0% of total revenue versus 56.3% last year as a result of the Resource and Energy contraction and the impact of sales transactions in the period

Utilisation of 85.5% at December 2015 compares to 85.8% at 31 December 2014 and 81.8% at 30 June 2015 and demonstrates Royal Wolf's ability to flex its purchasing and sales channels to maintain optimal fleet

Net debt reduced by \$12.3 million in the first half with the sale of two NZ properties

Royal Wolf's secured position with a creditor in Voluntary Administration and Receivership delivered receipts to Royal Wolf of \$0.4 million in January 2016 which has been applied to their 1H2016 outstanding balance of \$0.6 million

EBITDA of \$19.2 million (margin of 22.4%) compared to \$21.2 million (margin of 28.6%) last year. The \$4.1 million contraction of high yielding container leasing revenues from Resources/Energy has been mitigated through our diversity

Net Profit after Tax (NPAT) attributable to ordinary shareholders of \$4.7 million or 4.7c per share compared to \$6.3 million or 6.3c per share last year

An interim dividend of 3.0c per share (fully franked) will be paid on 4 April 2016

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# Delivery on Corporate Strategy

## Leasing revenue growth impacted by contraction in energy / resources sector

- Container lease revenue declined by \$3.2 million, or 7.6%. Container leasing revenue from the Resource and Energy Sectors is \$4.1 million behind last year. Increased demand from the building and construction / infrastructure industries in our CSC network in both Australia and New Zealand coupled with demand from Removalist and Logistics industries late in the period partially offset the impact from the Resources and Energy contraction.
- The group is investing in relevant fleet to meet that demand.
- Softer economic conditions is surfacing an increase in acquisition discussions.
- Container leasing revenues as a percentage of total revenue has decreased from 56.3% for 1H2015 to 45.0% for 1H2016 as a result of the sales transactions in the period.

## Ability to adjust levers of the business

- Through Royal Wolf's diverse business base and distribution channel \$9.5 million of idle Resources/CSG accommodation solutions have been redeployed or sold.
- Net debt reduced by \$12.3 million in the first half following the sale of two NZ properties.

## Continued operational delivery

- Utilisation of the lease fleet at end of 1H16 was 85.5% compared to 85.8% at end of 1H15.
- At 31 December Royal Wolf has no accommodation solutions on lease in the Energy sector.
- Rental fleet on lease at 31 December 2015 at 36,191 units compared to 35,789 the previous 31 December, a record units on lease achievement.
- The lease fleet increased to 42,317 units from 41,742 at 30 June 2015.
- Two acquisitions were completed in 1H16 making a total of ten since listing.
- A green field CSC opened in Launceston increasing our CSC outlets to 30 compared with 23 at listing.

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# Delivery on Corporate Strategy

## Continued profitability in a difficult environment

- EBITDA of \$19.2 million compares to \$21.2 million last year.
- Margin levels impacted by low margin sales transactions in the freight sector valued at approximately \$11.0 million during the 1H2015.
- Net Profit after Tax (NPAT) attributable to ordinary shareholders of \$4.7 million or 4.7c per share compares to \$6.3 million or 6.3c per share last year.

## Investing for future growth

- Investment in the lease fleet provides the platform for continued organic growth.
- Continued strategy to supplement organic growth through accretive acquisitions and new branches.
- Royal Wolf continues its investment in product development to increase the range of solutions available to existing customers and to increase the customer base.
- Prudent balance sheet and cash flow management, with free cash flow to continue debt reduction, positions Royal Wolf for continued growth.

## Returns adversely impacted by idle buildings in the short term

- Interim dividend of 3.0c per share fully franked (dividend payout ratio of 52.1%) compared to 4.0c (62.5% franked) in 1H15.
- Returns being unfavourably impacted by idle accommodation assets, the softening of demand in WA and the completion of the consumer housing rebuild in Christchurch.
- FY16 guidance of EBITDA to the range of \$36-\$39 million and NPAT to \$7.5-\$9.5 million reaffirmed.
- Return on equity (NPAT/Equity) – 7.5% compared to 9.7% 1H15.
- Return on assets (EBITA/Total assets) – 7.0% compared to 8.4% 1H15.
- ROFE (EBITA/Net debt + Equity) – 8.1% compared to 9.8% 1H15.

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# Organic container sales and leasing growth reduces impact of resource and energy sector contraction

## Commentary

(\$ in millions, 1H 31 December)	Actual FY16 1H	Actual FY15 1H
Container leasing revenue	38.6	41.7
Growth %	(7.6%)	
Container sales revenue	47.1	32.4
Growth %	45.3%	
<b>Total revenue</b>	<b>85.7</b>	<b>74.2</b>
Growth %	15.3%	
<b>EBITDA</b>	<b>19.2</b>	<b>21.2</b>
Growth %	(9.6%)	
Margin %	22.4%	28.6%
<b>EBITA</b>	<b>11.2</b>	<b>13.7</b>
Growth %	(18.4%)	
Margin %	13.0%	18.4%
<b>NPAT</b>	<b>4.7</b>	<b>6.3</b>
<b>Underlying NPAT</b>	<b>5.7</b>	<b>7.5</b>

- Container lease revenue declined by \$3.2 million, or 7.6%. Container leasing revenue from the Resource and Energy Sectors is \$4.1 million behind last year with the increased demand from the building and construction / infrastructure industries in our CSC network in both Australia and New Zealand partially offsetting the impact of the Resources and Energy sector contraction.
- Container sales revenue increased to \$47.1 million from \$32.4 million, an increase of 45.3%. 1H2016 included a number of low margin sales transactions in the freight sector valued at approximately \$11.0 million in total. Disposal of idle accommodation solutions is also at low gross margins.
- EBITDA for 1H2016 decreased by 9.6% to \$19.2m when compared to 1H2015 and is mainly due to the effect of the contraction in container leasing revenue from the resources sector.
- Depreciation was \$8.0m up from \$7.6 million in 1H2015 due to the compound effect of current and previous year's asset purchases particularly focused in the higher depreciating portable buildings sector. As we market the assets now surplus to demand in resources and energy we may secure sales contracts. This would have the future effect of reducing depreciation on the higher depreciating portable buildings assets and reducing debt.

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# Strong balance sheet

## Balance sheet

A\$ Millions	31-Dec-15	30-Jun-15
Cash and cash equivalents	2.5	3.5
Trade and other receivables	20.4	18.6
Inventories	23.1	17.3
<b>Total current assets</b>	<b>46.0</b>	<b>39.4</b>
Trade and other receivables	0.1	0.2
PP&E	5.5	19.3
Container hire fleet	208.2	203.5
Intangible assets	56.4	57.2
<b>Total non-current assets</b>	<b>270.2</b>	<b>280.2</b>
<b>Total assets</b>	<b>316.2</b>	<b>319.6</b>
Trade and other payables	25.6	15.4
Current tax liabilities	(0.5)	1.7
Other current liabilities	2.8	2.5
<b>Total current liabilities</b>	<b>27.9</b>	<b>19.6</b>
Trade and other payables	1.5	1.9
Borrowings	113.1	125.3
Deferred tax liabilities	17.9	18.2
Other non-current liabilities	0.6	0.7
<b>Total non-current liabilities</b>	<b>133.1</b>	<b>146.1</b>
<b>Total liabilities</b>	<b>161.0</b>	<b>165.7</b>
<b>Net assets</b>	<b>155.2</b>	<b>153.9</b>

- Container fleet capital expenditure has decreased to align with the reduced resources activity and our available fleet and is directed at supporting increased demand from the building and construction industry and organic growth.
- PP&E has decreased due to the disposal of our two owned New Zealand properties.
- Investment in container products to continue within our target fleet utilisation range.
- The December inventory level has increased to meet demand in the building and construction / infrastructure industries.
- Net Debt/EBITDA ratio at 2.6x. (Banking covenant of <3.5x)
- Interest Cover ratio at 6.3x. (Banking covenant of >3.5x)

## Dividend policy

- Interim dividend of 3.0c per share (fully franked) will be paid on 4 April 2016 (payout ratio of 52.1%).
- Target payout ratio of 40–60% of NPATA subject to Board discretion.

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# Operating cash flow remains strong

(\$ in millions, 1H 31 December)

	FY16 1H	FY15 1H
EBITDA	19.2	21.2
Change in net working capital	2.6	(6.6)
Other non-cash items	(1.7)	(0.6)
<b>Operating cash flow</b>	<b>20.1</b>	<b>14.0</b>
Net interest received / (paid)	(3.3)	(3.4)
Net capital expenditure	4.2	(21.9)
Acquisitions	(0.5)	(1.7)
Income tax paid	(4.1)	(0.7)
<b>Free cash flow</b>	<b>16.4</b>	<b>(13.7)</b>
Net proceeds from / (repayment) of borrowings	(12.3)	17.5
Net cash flow before dividends	4.1	3.8
Dividends paid	(5.0)	(5.5)
<b>Net cash flow</b>	<b>(0.9)</b>	<b>(1.7)</b>

## Commentary

- Operating cash flow increase of \$6.1m compared to prior year due to tighter control on inventory purchases and debt collection with payables at similar levels.
- The net capital expenditure figure of \$4.2 includes the disposal of our two owned New Zealand properties for \$13.5m.
- Fleet capital expenditure has decreased to \$9.4m compared to \$10.4m and is primarily to support increased demand from the building and construction / infrastructure industries in our CSC network in both Australia and New Zealand.
- Net debt reduced by \$12.3 million in the first half following the sale of our two owned New Zealand properties.

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# Forward Agenda

- ❖ Marketing focus is on lead generation in active products and active markets to harvest growth from our diversity
- ❖ There is still significant opportunity to introduce customers to the benefits of container based solutions - Amazing Containers
- ❖ Continue to identify opportunities to redeploy idle Resources/Energy assets using our 30 Customer Service Centre distribution channel, understanding these may be at low margin
- ❖ Continue to maintain the sales and leasing relationships with Logistics providers
- ❖ Maximise cash flow generation and debt reduction
- ❖ Continued drive to provide a safe working environment
- ❖ Expansion through diverse markets, product expansion, accretive acquisitions and branch footprint

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# Auckland CSC



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# Melbourne CSC

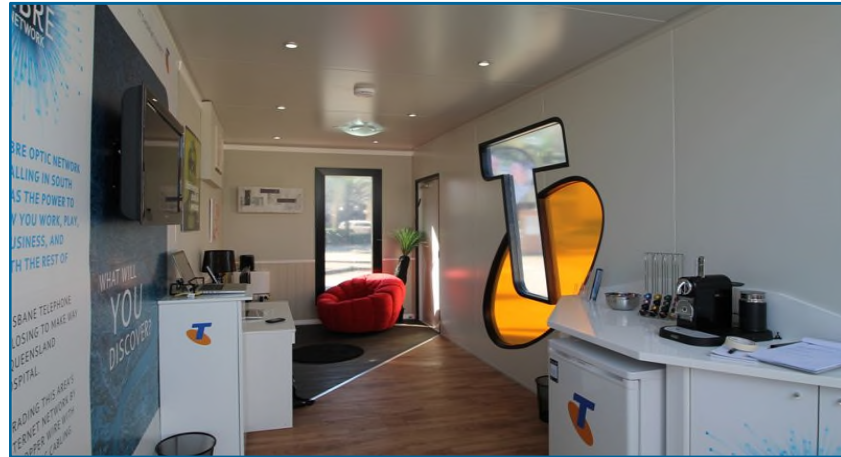


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# Modifications



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# 'Pop-up' Retail



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# Attachments

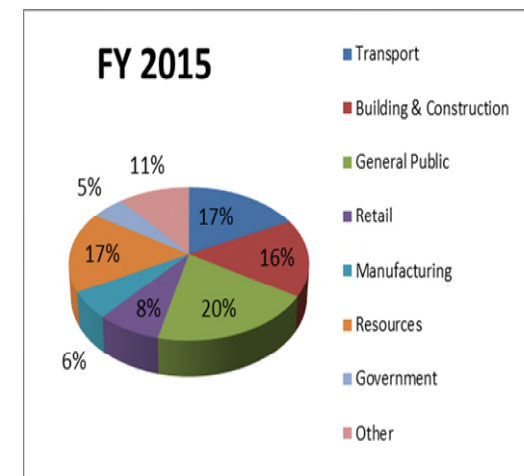
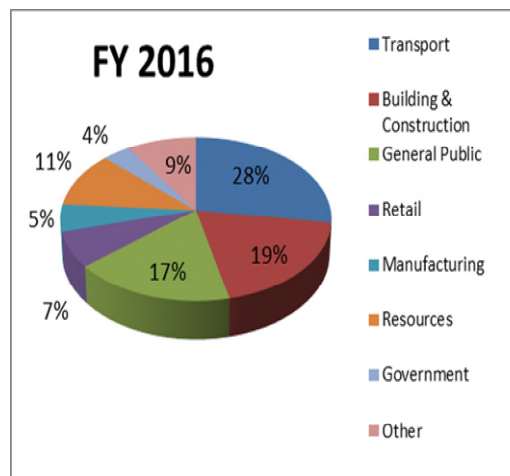
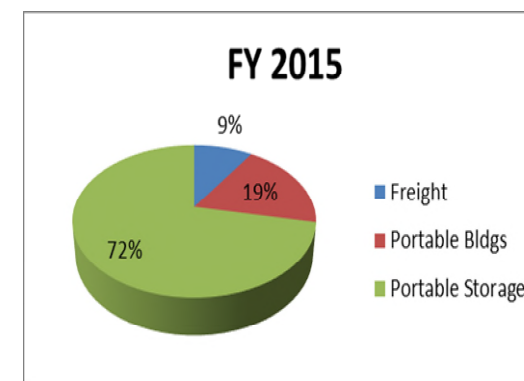
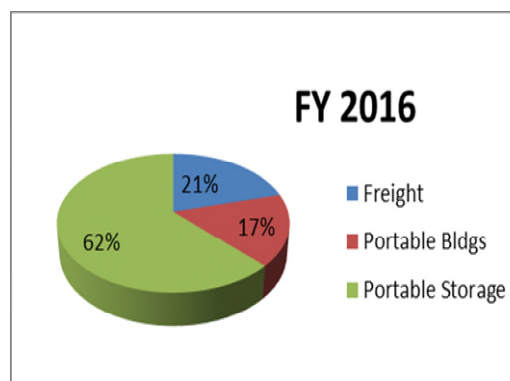


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# Revenue by Customer Segment

(AU \$m)	FY16	FY15	Var
<b>Sector</b>			
Freight	17.9	6.9	11.0
Portable Buildings	14.3	14.0	0.3
Portable Storage	53.5	53.3	0.2
<b>Total revenue</b>	<b>85.7</b>	<b>74.2</b>	<b>11.5</b>
<b>Industry</b>			
Transport	23.5	13.0	10.5
Building & Construction	16.2	12.1	4.1
General Public	14.9	14.7	0.2
Retail	6.0	5.7	0.3
Manufacturing	4.6	4.3	0.4
Resources	9.3	12.6	(3.3)
Government	3.1	3.8	(0.6)
Other	7.9	8.0	(0.1)



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# Portable Storage

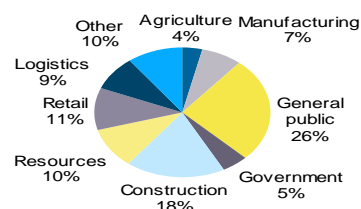
## Portable Storage

Portable containers for on-site storage of goods



**1HFY16A Revenue:** \$53.5m (62%)<sup>(1)</sup>  
**Lease fleet size:** 26,881 units  
**Container sales:** 7,538 units

## Revenue by end market in 1HFY16A



## Key Developments

Portable storage revenues for 1H2016 increased to 53.5 million or 0.4% from 1H2015 with container leasing revenue decreasing by 0.8% and container sales revenue increasing by 1.5%. Fleet size decreased by 0.6% to 26,881 containers from 30 June 2015.

*Royal Wolf continues to focus on leasing growth through billing rates, organic volume and acquisition.*

1. *Most locations are achieving leasing growth and the Customer Service Centres have the capacity to supply opportunities.*
2. *Increasing activity in most Australian and New Zealand Customer Service Centres is being challenged by the softening of the resources demand in WA and the completion of the consumer housing rebuild in Christchurch.*
3. *Enquiry growth reinforces our confidence that many more container solutions can be developed to expand the revenue base to improve our performance in the second half of FY16.*

(1) Represents percentage of total 1HFY16A revenue.

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# Portable Buildings

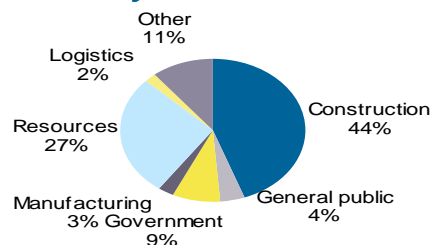
## Portable buildings

Purpose built buildings and structures based on shipping container design



**1HFY16A Revenue:** \$14.3m (17%)<sup>(1)</sup>  
**Lease fleet size:** 6,196 units  
**Container sales:** 224 units

## Revenue by sector in 1HFY16A



## Key Developments

Portable buildings revenue for 1H2016 increased to 14.3million or 1.9% from 1H2015 with container leasing revenue decreasing by 21.5% and container sales revenue increasing by 118.4%. Fleet size increased by 11.3% to 6,196 containers from 30 June 2015.

1. The group is experiencing increased demand from the building and construction / infrastructure industries in our CSC network in both Australia and New Zealand and is investing in relevant fleet.
2. Container leasing revenue has been adversely impacted by the contraction of demand for accommodation solutions in the resources and energy sector.
3. The take up of Royal Wolf portable buildings in the construction industry is not of a scale to counter this off hire impact.
4. Redeployment of idles resources/energy assets is increasing sales revenue at lower than normal margins.

(1) Represents percentage of total 1HFY16A revenue.

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# Freight

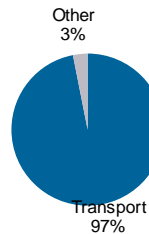
## Freight

Containers for use in freight and logistics



**1H16A Revenue:** \$17.9m (21%)<sup>(1)</sup>  
**Lease fleet size:** 9,240 units  
**Container sales:** 535 units

### Revenue by sector in 1HFY16A



## Key Developments

Freight revenues increased 159.6% to \$17.9 million from 1H2015 primarily as a result of a number of low margin container sales. Fleet size increased by 1.2% to 9,240 containers from 30 June 2015.

1. The delivery of the low margin sales in the freight sector lifted sales revenue in 1HFY16 by approximately \$11 million. There had been no significant value transactions in 1HFY15.
2. We enter 2HFY16 with a number of further low margin sales orders of approximately \$8 million in the Freight sector for delivery in the final quarter of FY16.
3. The propensity for logistic companies to purchase large volumes in unpredictable patterns will cause distortions in year on year and period on period comparisons.

(1) Represents percentage of total 1HFY16A revenue.

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# Historical Financial & Operational Data

(\$ in millions, Actual)

	FY/12	FY/13	1Q/14	2Q/14	3Q/14	4Q/14	FY/14	1Q/15	2Q/15	3Q/15	4Q/15	FY/15	1Q/16	2Q/16	1H/16
<b>Profit &amp; Loss</b>															
Container leasing revenue	60.5	72.2	18.3	20.6	21.3	20.4	80.6	20.5	21.3	20.8	19.6	82.1	18.7	19.9	38.6
Container sales revenue	77.1	77.2	25.4	24.0	18.9	26.7	95.1	15.8	16.6	15.4	17.9	65.8	15.3	31.9	47.1
<b>Total revenue</b>	<b>137.6</b>	<b>149.4</b>	<b>43.7</b>	<b>44.6</b>	<b>40.2</b>	<b>47.1</b>	<b>175.7</b>	<b>36.3</b>	<b>37.9</b>	<b>36.2</b>	<b>37.5</b>	<b>147.9</b>	<b>34.0</b>	<b>51.7</b>	<b>85.7</b>
<b>EBITDA</b>	<b>36.4</b>	<b>42.4</b>	<b>8.9</b>	<b>11.8</b>	<b>11.9</b>	<b>13.5</b>	<b>46.1</b>	<b>9.7</b>	<b>11.6</b>	<b>11.1</b>	<b>11.5</b>	<b>43.9</b>	<b>8.4</b>	<b>10.8</b>	<b>19.2</b>
Depreciation	8.7	10.7	2.9	3.3	3.6	3.6	13.4	3.7	3.9	4.1	4.0	15.7	4.0	4.0	8.0
<b>EBITA</b>	<b>27.7</b>	<b>31.7</b>	<b>6.0</b>	<b>8.5</b>	<b>8.3</b>	<b>9.9</b>	<b>32.7</b>	<b>6.0</b>	<b>7.7</b>	<b>7.0</b>	<b>7.5</b>	<b>28.2</b>	<b>4.3</b>	<b>6.8</b>	<b>11.2</b>
Amortisation	4.0	4.4	1.2	0.9	1.1	0.6	3.8	0.7	0.7	0.8	0.7	2.9	0.8	0.8	1.5
<b>EBIT</b>	<b>23.7</b>	<b>27.3</b>	<b>4.8</b>	<b>7.6</b>	<b>7.2</b>	<b>9.3</b>	<b>28.9</b>	<b>5.3</b>	<b>7.0</b>	<b>6.3</b>	<b>6.7</b>	<b>25.2</b>	<b>3.6</b>	<b>6.0</b>	<b>9.6</b>
Interest	7.0	6.0	1.6	1.4	1.5	2.2	6.7	1.7	1.8	1.7	1.9	7.0	1.7	1.7	3.4
Tax	5.1	6.6	1.1	1.9	1.9	1.3	6.2	0.9	1.6	1.1	1.7	5.2	0.5	1.0	1.5
<b>NPAT</b>	<b>11.6</b>	<b>14.7</b>	<b>2.1</b>	<b>4.3</b>	<b>3.8</b>	<b>5.8</b>	<b>15.9</b>	<b>2.7</b>	<b>3.6</b>	<b>3.5</b>	<b>3.2</b>	<b>13.0</b>	<b>1.3</b>	<b>3.4</b>	<b>4.7</b>
<b>NPATA</b>	<b>15.6</b>	<b>19.1</b>	<b>2.9</b>	<b>4.9</b>	<b>4.6</b>	<b>6.2</b>	<b>18.5</b>	<b>3.2</b>	<b>4.1</b>	<b>4.1</b>	<b>3.7</b>	<b>15.1</b>	<b>1.9</b>	<b>3.9</b>	<b>5.8</b>

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# Historical Financial & Operational Data

(\$ in millions, Actual)

	FY/12	FY/13	1Q/14	2Q/14	3Q/14	4Q/14	FY/14	1Q/15	2Q/15	3Q/15	4Q/15	FY/15	1Q/16	2Q/16	1H/16
<b>Balance Sheet</b>															
Cash	0.6	2.2	0.9	0.6	1.5	6.1	6.1	9.0	4.5	7.8	3.5	3.5	5.1	2.5	2.5
Receivables	26.3	22.8	31.6	23.3	25.5	25.7	25.7	20.1	21.0	21.2	18.6	18.6	17.7	20.3	20.3
Inventories	23.0	16.2	36.4	21.3	18.6	12.1	12.1	24.1	28.2	23.0	17.3	17.3	27.9	23.1	23.1
<b>Current assets</b>	<b>49.9</b>	<b>41.2</b>	<b>68.9</b>	<b>45.2</b>	<b>45.6</b>	<b>43.9 </b>	<b>43.9</b>	<b>53.2</b>	<b>53.7</b>	<b>52.0</b>	<b>39.4 </b>	<b>39.4</b>	<b>50.7</b>	<b>45.9 </b>	<b>45.9</b>
PP&E	8.0	9.6	10.8	11.0	10.9	10.5	10.5	9.9	21.2	21.1	19.3	19.3	19.1	5.5	5.5
Container hire fleet	148.8	173.4	180.2	196.3	196.6	198.3	198.3	196.2	204.3	209.1	203.5	203.5	204.1	208.2	208.2
Intangibles	61.7	59.6	60.0	59.2	58.3	57.7	57.7	57.1	57.4	57.0	57.2	57.2	56.6	56.4	56.4
Other non-current assets	0.2	0.2	0.2	0.3	0.4	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.1	0.1
<b>Non-current assets</b>	<b>218.7</b>	<b>242.8</b>	<b>251.2</b>	<b>266.8</b>	<b>266.2</b>	<b>266.8</b>	<b>266.8</b>	<b>263.5</b>	<b>283.1</b>	<b>287.4</b>	<b>280.2</b>	<b>280.2</b>	<b>280.0</b>	<b>270.2</b>	<b>270.2</b>
<b>Total assets</b>	<b>268.6</b>	<b>284.0</b>	<b>320.1</b>	<b>312.0</b>	<b>311.8</b>	<b>310.7</b>	<b>310.7</b>	<b>316.7</b>	<b>336.8</b>	<b>339.4</b>	<b>319.6</b>	<b>319.6</b>	<b>330.7</b>	<b>316.1</b>	<b>316.1</b>
Payables	26.6	23.4	47.7	26.4	28.3	20.0	20.0	25.6	24.7	20.9	15.3	15.3	33.6	25.5	25.5
Interest bearing debt	94.4	100.1	112.7	119.4	116.9	117.2	117.2	120.2	135.1	141.4	125.3	125.3	120.9	113.1	113.1
Other liabilities	10.6	16.6	17.7	19.1	20.3	22.1	22.1	23.3	24.6	24.6	25.0	25.0	24.9	22.3	22.3
<b>Total liabilities</b>	<b>131.6</b>	<b>140.1</b>	<b>178.1</b>	<b>164.9</b>	<b>165.5</b>	<b>159.3</b>	<b>159.3</b>	<b>169.1</b>	<b>184.4</b>	<b>186.9</b>	<b>165.6</b>	<b>165.6</b>	<b>179.4</b>	<b>160.9</b>	<b>160.9</b>
<b>Net assets</b>	<b>137.0</b>	<b>143.9</b>	<b>142.0</b>	<b>147.1</b>	<b>146.3</b>	<b>151.4</b>	<b>151.4</b>	<b>147.6</b>	<b>152.4</b>	<b>152.5</b>	<b>154.0</b>	<b>154.0</b>	<b>151.3</b>	<b>155.2</b>	<b>155.2</b>

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# Historical Financial & Operational Data

(\$ in millions, Actual)

	FY/12	FY/13	1Q/14	2Q/14	3Q/14	4Q/14	FY/14	1Q/15	2Q/15	3Q/15	4Q/15	FY/15	1Q/16	2Q/16	1H/16
<b>Cash Flow</b>															
EBITDA	36.4	42.4	8.9	11.8	11.9	13.5	46.1	9.7	11.6	11.1	11.5	43.9	8.4	10.8	19.2
Change in net working capital	(11.5)	8.3	(10.3)	6.6	(3.7)	2.8	(4.6)	(5.8)	(0.8)	(3.0)	6.6	(3.0)	4.7	(2.1)	2.6
Other non-cash items	1.7	(0.1)	0.5	0.3	0.5	0.7	2.0	1.0	(1.6)	(0.5)	2.7	1.6	(0.8)	(0.9)	(1.7)
<b>Operating cash flow</b>	<b>26.6</b>	<b>50.6</b>	<b>(0.9)</b>	<b>18.7</b>	<b>8.7</b>	<b>17.0</b>	<b>43.5</b>	<b>4.9</b>	<b>9.2</b>	<b>7.6</b>	<b>20.8</b>	<b>42.5</b>	<b>12.3</b>	<b>7.8</b>	<b>20.1</b>
Net interest received / (paid)	(6.0)	(6.1)	(1.6)	(1.6)	(1.5)	(2.2)	(6.9)	(1.7)	(1.7)	(1.6)	(1.8)	(6.8)	(1.7)	(1.6)	(3.3)
Net capital expenditure	(45.7)	(30.1)	(5.5)	(18.2)	(3.2)	(4.9)	(31.8)	(2.9)	(19.0)	(7.8)	(2.2)	(31.9)	(3.8)	8.0	4.2
Acquisitions	(3.0)	(6.5)	(5.3)	(0.3)	–	–	(5.6)	–	(1.7)	–	(0.2)	(1.9)	–	(0.5)	(0.5)
Deferred consideration for trademark acquisition	(1.8)	(1.5)	–	–	–	–	–	–	–	–	–	–	–	–	–
Income tax paid	(0.5)	(1.0)	(0.6)	(0.4)	(0.6)	–	(1.6)	(0.1)	(0.6)	(1.2)	(0.7)	(2.6)	(0.9)	(3.2)	(4.1)
<b>Free cash flow</b>	<b>(30.4)</b>	<b>5.4</b>	<b>(13.9)</b>	<b>(1.8)</b>	<b>3.4</b>	<b>9.9</b>	<b>(2.4)</b>	<b>0.2</b>	<b>(13.8)</b>	<b>(3.0)</b>	<b>15.9</b>	<b>(0.7)</b>	<b>5.9</b>	<b>10.5</b>	<b>16.4</b>
Net proceeds from / (repayment) of borrowings	34.0	5.1	12.6	6.4	(2.6)	(0.3)	16.1	2.7	14.8	6.3	(16.2)	7.6	(4.4)	(7.9)	(12.3)
Net cash flow before dividends	3.6	10.5	(1.3)	4.6	0.8	9.6	13.7	2.9	1.0	3.3	(0.3)	6.9	1.5	2.6	4.1
Dividends paid	(3.5)	(9.0)	–	(5.0)	–	(5.0)	(10.0)	–	(5.5)	–	(4.0)	(9.5)	–	(5.0)	(5.0)
<b>Net cash flow</b>	<b>0.1</b>	<b>1.5</b>	<b>(1.3)</b>	<b>(0.4)</b>	<b>0.8</b>	<b>4.6</b>	<b>3.7</b>	<b>2.9</b>	<b>(4.5)</b>	<b>3.3</b>	<b>(4.3)</b>	<b>(2.6)</b>	<b>1.5</b>	<b>(2.4)</b>	<b>(0.9)</b>
<b>Selected cash flow items</b>															
Capital expenditure on PPE / Int	2.1	3.7	1.6	0.7	0.6	–	2.9	0.4	11.1	0.4	1.0	12.9	0.2	(13.8)	(13.6)
Fleet capital expenditure	43.6	26.4	3.9	17.5	2.6	4.9	28.9	2.5	7.9	7.4	1.2	19.0	3.6	5.8	9.4
Acquisition capital expenditure	3.0	6.5	5.3	0.3	–	–	5.6	–	1.7	–	0.2	1.9	–	0.5	0.5
<b>Total capital expenditure</b>	<b>48.7</b>	<b>36.6</b>	<b>10.8</b>	<b>18.5</b>	<b>3.2</b>	<b>4.9</b>	<b>37.4</b>	<b>2.9</b>	<b>20.7</b>	<b>7.8</b>	<b>2.4</b>	<b>33.8</b>	<b>3.8</b>	<b>(7.5)</b>	<b>(3.7)</b>

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# Historical Financial & Operational Data

(\$ in millions, Actual)

	FY/12	FY/13	1Q/14	2Q/14	3Q/14	4Q/14	FY/14	1Q/15	2Q/15	3Q/15	4Q/15	FY/15	1Q/16	2Q/16	1H/16
<b>Ratios</b>															
EBITDA margin	26.5%	28.4%	20.3%	26.4%	29.6%	28.5%	26.2%	26.6%	30.6%	30.8%	30.7%	29.7%	24.6%	20.9%	22.4%
EBITA margin	20.1%	21.2%	13.7%	19.0%	20.7%	20.9%	18.6%	16.4%	20.3%	19.4%	19.9%	19.0%	12.8%	13.2%	13.0%
EBITDA/ATTA	20.1%	19.2%	18.2%	18.2%	18.2%	18.8%	18.8%	18.3%	17.9%	17.3%	16.5%	16.5%	15.7%	15.4%	15.4%
Return on equity (NPATA/Equity)	11.6%	13.6%	8.2%	13.6%	12.6%	16.7%	12.5%	8.6%	10.8%	10.7%	9.6%	9.9%	4.9%	10.1%	7.5%
Return on assets (EBITA/Total Assets)	11.4%	11.5%	7.9%	11.4%	11.1%	13.3%	11.0%	7.6%	9.5%	8.6%	9.5%	8.9%	5.3%	8.6%	7.0%
ROFE (EBITA/Net debt + Equity)	13.0%	13.3%	9.6%	13.3%	13.1%	15.4%	12.7%	8.9%	11.1%	10.0%	10.9%	10.3%	6.3%	10.0%	8.1%
Gearing (Net debt/Net debt + Equity)	40.8%	41.0%	44.2%	44.8%	44.4%	43.6%	43.6%	44.9%	47.0%	48.1%	44.9%	44.9%	44.4%	42.2%	42.2%
Net Debt / EBITDA	2.6x	2.3x	2.7x	2.8x	2.6x	2.4x	2.4x	2.4x	2.8x	2.9x	2.8x	2.8x	2.7x	2.7x	2.7x
Interest Cover EBITDA / Net interest	5.2x	7.1x	5.6x	8.4x	7.9x	6.1x	6.9x	5.7x	6.5x	6.7x	6.2x	6.3x	4.9x	6.5x	5.7x
Interest Cover EBITA / Net interest	4.0x	5.3x	3.8x	6.1x	5.5x	4.5x	4.9x	3.5x	4.3x	4.2x	4.0x	4.0x	2.5x	4.1x	3.3x
EPS	11.6	14.7	2.1	4.3	3.8	5.7	15.8	2.7	3.6	3.5	3.2	13.0	1.3	3.4	4.7
DPS	3.5	9.0	-	5.0	-	5.0	10.0	-	5.5	-	4.0	9.5	-	5.0	5.0
<b>Segment Information</b>															
<b>Fleet size</b>															
Portable Storage	23,855	25,705	26,298	26,867	26,865	26,594	26,594	26,466	27,163	27,583	27,049	27,049	26,592	26,881	26,881
Freight	9,348	9,579	9,655	10,019	9,578	9,396	9,396	9,417	9,762	9,393	9,128	9,128	9,111	9,240	9,240
Portable Buildings	3,294	3,899	4,013	4,206	4,253	4,388	4,388	4,466	4,768	5,337	5,565	5,565	5,781	6,196	6,196
<b>Total fleet</b>	<b>36,497</b>	<b>39,183</b>	<b>39,966</b>	<b>41,092</b>	<b>40,696</b>	<b>40,378</b>	<b>40,378</b>	<b>40,349</b>	<b>41,693</b>	<b>42,313</b>	<b>41,742</b>	<b>41,742</b>	<b>41,484</b>	<b>42,317</b>	<b>42,317</b>
<b>Operating Statistics</b>															
Units on lease (at period end)	29,453	30,862	32,275	35,558	33,406	33,220	33,220	33,285	35,789	33,528	33,004	33,004	32,325	36,191	36,191
Utilisation %	80.7%	78.8%	80.8%	86.5%	82.1%	82.3%	82.3%	82.5%	85.8%	79.2%	79.1%	79.1%	77.9%	85.5%	85.5%
Average units on lease	28,101	31,415	31,380	34,217	34,439	33,164	33,300	33,004	34,782	34,594	32,941	33,830	32,224	34,444	33,334
Lease revenue as % of total revenue	44.0%	48.3%	41.9%	46.1%	52.9%	43.3%	45.9%	56.4%	56.1%	57.4%	52.2%	55.5%	55.1%	38.4%	45.0%
Sales revenue as % of total revenue	56.0%	51.7%	58.1%	53.9%	47.1%	56.7%	54.1%	43.6%	43.9%	42.6%	47.8%	44.5%	44.9%	61.6%	55.0%
Average utilisation	84.2%	81.6%	79.6%	83.8%	84.2%	81.9%	82.4%	81.9%	84.5%	82.2%	78.5%	81.8%	77.6%	81.9%	79.8%

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