



October 20 2016

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

Dear Sir/Madam

ROYAL WOLF HOLDINGS LIMITED: First Quarter 2017 Results

Please find attached an announcement for release to the market.

Yours faithfully

Greg Baker
Company Secretary

About Royal Wolf

Royal Wolf is the industry leader in the hire, sale and modification of new and refurbished shipping containers, with 21 years of experience and a network of 35 facilities including 32 dedicated Customer Service Centres across Australia and New Zealand.

Renowned for its focus on product innovation, Royal Wolf has taken the design and basic engineering of the traditional shipping container to new heights and today its products are used in a wide range of applications to help solve business challenges across many market sectors.

The company has a customer base of over 22,000, supplying customers each year with containers which are inexpensive, safe, secure, easily transportable and able to be modified with doors, internal walls, windows, electricity, water supply and more.

From portable storage options for consumers, sporting associations, community groups and schools, to accommodation units, mobile exhibitions, retail outlets, offices, kitchens, training facilities and innovative construction projects, experience shows 'You can do anything in a Royal Wolf'.

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).

Key points on the results

- Royal Wolf has delivered 5% growth in EBITDA on the same period last year despite a 4.4% fall in total revenue.
- First quarter EBITDA of \$8.8 million (margin of 27.0%) compared to \$8.4 million (margin of 24.6%) last year. This result includes a \$1.1 million write back of unvested LTI expense which was as expected.
- Total revenues were \$32.5 million, a decrease of \$1.5 million, or 4.4% over the first quarter of 2016FY.
- Container leasing revenue was up 2.2% and sales revenue was down 12.4% on the same period last year.
- Container leasing revenue comprised 58.9% of total revenue versus 55.1% last year.
- Asset utilisation at 30 September 2016 was at 78.7% compared to 77.9% at 30 September 2015. This represents significant improvement in our units on lease numbers as at 30 June 2016 position.
- Net debt of \$101.4 million at 30 September 2016 compares to \$115.8 million at 30 September 2015.
- Net Profit after Tax (NPAT) attributable to ordinary shareholders of \$1.3 million or 1.3c per share compared to \$1.3 million or 1.3c per share last year.

Management Commentary

Neil Littlewood, Chief Executive Officer said: "Royal Wolf has demonstrated its ability to realign its business activity to deliver 5% growth in its first quarter FY2017 EBITDA result despite the difficult business environment."

"We have continued to extract improved yields from our assets in terms of average utilisation and average lease rates," Mr Littlewood said.

"Royal Wolf has continued to reduce the value of our idle mining camp assets, with \$3.0 million in assets being redeployed or sold in the quarter. We believe this success will continue as we identify alternative markets for these assets through our sales team and diverse customer base."

"Operational cost downs have delivered an improved gross margin and the recent business restructure will generate year on year SG&A savings," he said.

“The Royal Wolf team is focussed on improving our customer engagement and the further use of technology to maintain market leadership and to grow the business. Targeting growth markets, regional expansion and accretive acquisitions continue to be important growth pillars,” Mr Littlewood said.

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:

Neil Littlewood
Chief Executive Officer
+61 2 9482 3466

Greg Baker
Chief Financial Officer
+61 2 9482 3466

Financial Information

(\$ in thousands, QE 30 September)

	FY2017	Actual FY2016	Change	Growth %
Container lease revenue	19,116	18,709	407	2.2%
Container sales revenue	13,364	15,251	-1,887	-12.4%
Total revenue	32,480	33,960	-1,480	-4.4%
EBITDA	8,772	8,353	419	5.0%
EBITA	4,501	4,340	161	3.7%
EBIT	3,654	3,579	75	2.1%
NPAT	1,342	1,323	19	1.4%
NPATA	1,806	1,805	1	0.0%
EPS	1.3	1.3	0.0	1.4%
Net Debt	101.4	115.8	-14.4	-12.4%
Fleet capital expenditure	1.5	3.6	-2.1	-58.3%

Key Operating Metrics

Lease fleet	41,486	41,484
Units on lease	32,660	32,325
Utilisation %	78.7%	77.9%
Average units on lease	32,035	32,224
Average utilisation %	77.2%	77.6%
Container lease % of total revenue	58.9%	55.1%
Container sales % of total revenue	41.1%	44.9%

About Royal Wolf

Royal Wolf is the industry leader in the hire, sale and modification of new and refurbished shipping containers, with 21 years of experience and a network of 35 facilities including 32 dedicated Customer Service Centres across Australia and New Zealand.

Renowned for its focus on product innovation, Royal Wolf has taken the design and basic engineering of the traditional shipping container to new heights and today its products are used in a wide range of applications to help solve business challenges across many market sectors.

The company has a customer base of over 22,000, supplying customers each year with containers which are inexpensive, safe, secure, easily transportable and able to be modified with doors, internal walls, windows, electricity, water supply and more.

From portable storage options for consumers, sporting associations, community groups and schools, to accommodation units, mobile exhibitions, retail outlets, offices, kitchens, training facilities and innovative construction projects, experience shows 'You can do anything in a Royal Wolf'.