SGH
Industrial Services, Media and Investments

27 February 2014

Company Announcements Office
Australian Securities Exchange Limited
Level 6, 20 Bridge Street
SYDNEY NSW 2000

By Electronic Lodgment

Total pages: 35 (including cover letter)

Dear Sir / Madam

Presentation of Results to Analysts

Following is a copy of the Presentation of Results for the financial half year ended 31 December 2013.

Yours faithfully

Warren Coatsworth
Company Secretary

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SGH

Industrial Services, Media and Investments

RESULTS FOR THE SIX MONTHS ENDED
31 DECEMBER 2013

1H FY14

Presentation on 27 February 2014

Disclaimer

Basis of preparation of slides

- Included in this presentation is data prepared by the management of Seven Group Holdings Limited (SGH) and other associated entities and investments. This data is included for information purposes only and has not been subject to the same level of review by the company as the financial statements, so is merely provided for indicative purposes. The company and its employees do not warrant the data and disclaim any liability flowing from the use of this data by any party.
- SGH does not accept any liability to any person, organisation or entity for any loss or damage suffered as a result of reliance on this document. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements, and are subject to variation. All forward-looking statements in this document reflect the current expectations concerning future results and events. Any forward-looking statements contained or implied, either within this document or verbally, involve known and unknown risks, uncertainties and other factors (including economic and market conditions, changes in operating conditions, currency fluctuations, political events, labour relations, availability and cost of labour, materials and equipment) that may cause actual results, performance or achievements to differ materially from the anticipated results, performance or achievements, expressed, projected or implied by any forward-looking statements.
- Unless otherwise indicated, all references to estimates, targets and forecasts and derivations of the same in this material are references to estimates, targets and forecasts by SGH. Management estimates, targets and forecasts are based on views held only at the date of this material, and actual events and results may be materially different from them. SGH does not undertake to revise the material to reflect any future events or circumstances.

Non-IFRS Financial Information

- SGH results are reported under International Financial Reporting Standards (IFRS). The underlying segment performance is presented in Note 3 to the financial statements and excludes Significant Items (comprising impairment of investments, fair value movement of derivatives, net gains on sale of investments, equity accounted investees and subsidiaries, restructuring and redundancy costs, share of results from equity accounted investees attributable to significant items, fair value unwind of deferred consideration in finance income and unusual tax expense impacts, as detailed in slide 11).
- This presentation also includes certain non-IFRS measures including Underlying Net Profit After Tax (excluding Significant Items), total revenue and other income, Segment EBIT margin and Segment EBITDA margin. These measures are used internally by management to assess the performance of our business, make decisions on the allocation of our resources and assess operational management. Non-IFRS measures have not been subject to audit or review.

Today's Agenda

▶ Overview	Don Voelte
▶ Outlook	Don Voelte
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▶ Property	Ryan Stokes
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▶ WesTrac Group	
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▶ Key Takeaways and Questions	Don Voelte

Group Highlights

Underlying results impacted by mining sector downturn

- Reduced demand for new and rental equipment as miners focus on cost efficiencies and capital deferrals
- Transformation undertaken in FY13 has now right-sized the business

Steady earnings in media sector

- TV advertising and audience uptick has offset print circulation and advertising declines

Strength in investment portfolio results

- Continued growth in value of listed portfolio to $857m
- Seeking further investment opportunities across existing and new sectors

Positive impact of Significant Items

- Net gain after tax of $132.9m from Significant Items, predominantly relating to SWM impairment reversal

Increased balance sheet flexibility

- Net debt reduced by $106m to $608m
- Significant funding capacity available through surplus cash, undrawn facilities and listed portfolio

Interim dividend maintained

- Interim ordinary dividend of 20 cents per share, fully franked

Key Financial Numbers

Total Group – Half Year Result

	1H FY14	1H FY13	% Change
Trading revenue	$ 1,577.1 m	$ 2,704.2 m	-42%
EBITDA [1, 2]	$ 213.7 m	$ 406.5 m	-47%
Underlying net profit after tax (excluding Significant Items) [2]	$ 131.8 m	$ 235.1 m	-44%
Significant Items (including tax impact) [2]	$ 132.9 m	$ 22.9 m	-
Reported net profit after tax for the period	$ 264.7 m	$ 258.0 m	3%
Underlying earnings per share (excluding Significant Items) [3]	38 cents	72 cents	-46%
Statutory earnings per share (ordinary shares) [3]	81 cents	79 cents	3%
Interim 2014 fully franked dividend (payable April 2014)	20 cents	20 cents	-

Notes:

1. EBITDA equals profit before depreciation and amortisation, net finance costs, tax and Significant Items
2. Significant Items include net gains/losses on the sale of investments, subsidiaries and associates, impairment, fair value movement of derivatives, restructuring and redundancy, acquisition related costs, share of results from equity accounted investees attributable to significant items and unusual tax expense impacts. (Please refer to slide 11 for listing of Significant Items).
3. Earnings per share numbers above, are rounded to two decimal places. The percentage change is based on the actual unrounded EPS.

Capital Management

Objectives

- Ensure an efficient capital structure and maintain prudent levels of gearing
- Retain sufficient balance sheet flexibility to fund the working capital needs of operating businesses through the cycle and to pursue growth and investment opportunities

Dividend

- Our aim is to maintain and grow the dividend over time
- 20cps ordinary dividend declared, fully franked, representing a 53% payout ratio relative to underlying EPS
- 5.8% cash yield / 8.3% gross yield (S&P/ASX 200 Industrials: 3.8% gross)

Share buy back

- On-market buyback of up to 11.9m ordinary shares or 3.86% of shares outstanding, commencing in March
- Buy back will be EPS accretive and funded from existing cash reserves

Balance sheet flexibility

- Minimal revolving debt in Australia and China – significant cash and undrawn facilities available along with value of investment portfolio
- TELYS4 continue to be an attractive form of equity funding

Successful refinancing

- Coates Hire and Seven West Media have successfully completed their refinancing, extending facilities to 2017 and reducing their funding costs
- Both businesses are in the process of reducing leverage

Transformation in Progress

- Good progress being made across a range of focus areas
  - Transitioning new management team
  - Improving customer service and assurance
  - Emphasising operational efficiency
  - Ensuring capital effectiveness
  - Expanding portfolio structure

- Businesses repositioned for current market conditions
  - Implementing performance measurement and alignment of 3-5 year plans and strategies
  - Enhancing processes, systems and controls
  - Increasing focus on employee and customer safety

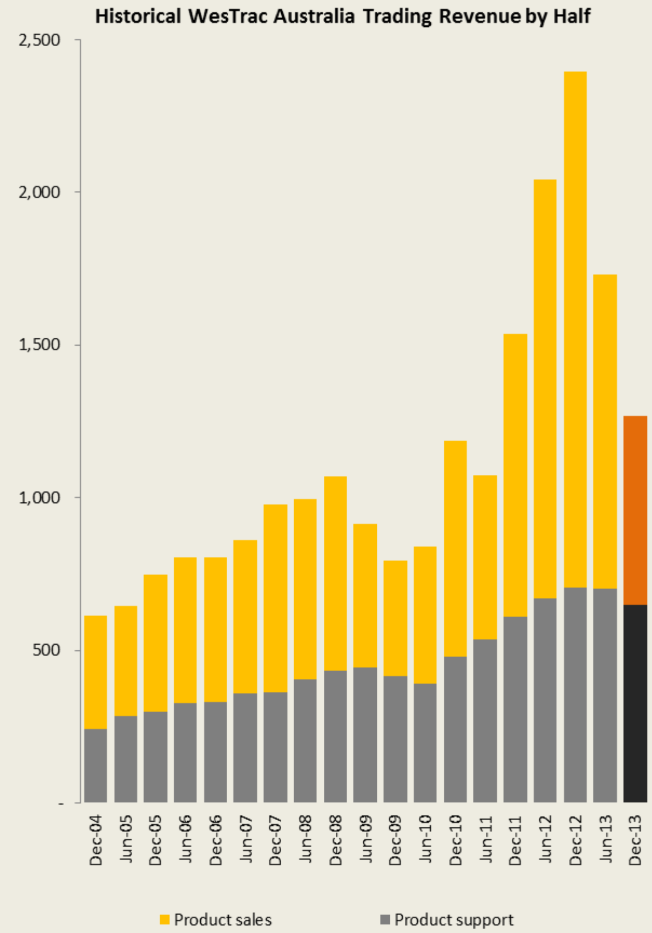
S³ Program – WesTrac Guiding Principles

- Alignment with Cat current and future direction
- WesTrac to be a steady follower leveraging proven solutions working with Cat dealers (Hewitt, Trakindo, Finning)
- Process-Led Business Transformation Approach
- Incremental deployment of standard processes aligned with the selected templated solution
- Engage with strategic partners (Accenture and Cat) that understand our execution and interface risk
- Strong governance structure and centralised design authority both at SGH level (James Scott, Group Executive – Performance) and WesTrac level (Dan Lyons, Chief Information Officer)

Leveraging the existing DBS base, ADMS (Accenture Dealer Management System) has been created using current assets infused with IP from existing dealer systems, including Hewitt, Sotreq and Trakindo

Outlook – refer disclaimer

- We remain cautious regarding trading conditions
- Notwithstanding the FY12/13 exceptional results, WesTrac Australia is continuing to grow on a decade-long trend, albeit at a subdued level compared to the prior reporting period
- Seven West Media see the advertising market having low to mid single digit growth in TV, Magazines decline to lessen and Newspapers to continue current trend
- Taking into account all of our businesses, we maintain our previous guidance that the FY14 result will be below that achieved in FY13 and FY12 and is likely to approximate FY11 levels
- We maintain our guidance of full year FY14 underlying EBIT to be at the low end of 30% to 40% below FY13



Consolidated Profit and Loss
Underlying Performance

$m	1H FY14	1H FY13	Change %
Revenue	1,577.1	2,704.2	-42%
Other income	61.6	48.7	26%
Share of results from equity accounted investees	67.4	84.5	-20%
Total revenue and other income	1,706.1	2,837.4	**-40%**
Expenses (excl. depreciation, amortisation and interest)	(1,492.4)	(2,430.9)	-39%
Underlying EBITDA	213.7	406.5	**-47%**
Depreciation and amortisation	(24.5)	(26.8)	-9%
Underlying EBIT	189.2	379.7	**-50%**
Net finance costs	(35.3)	(64.3)	-45%
Underlying net profit before tax	153.9	315.4	**-51%**
Underlying tax expense	(22.1)	(80.3)	-72%
Underlying NPAT	131.8	235.1	**-44%**
Significant Items (incl. tax impact)	132.9	22.9	**-**
Statutory NPAT	264.7	258.0	**3%**
Profit attributable to shareholders of SGH	263.9	256.8	**3%**

- Please refer to the Appendix 4D for the detailed statutory presentation
- Significant Items are further summarised on slide 11

Summary of Significant Items

$m	1H FY14	1H FY13
Gain on sale of other investments and mark-to-market on derivatives	32.2	58.5
Impairment reversal - SWM equity	127.9	-
Impairment - other	-	(9.5)
Restructuring, redundancy and other costs	(11.7)	(11.3)
Share of equity accounted investees' Significant Items	14.8	(5.1)
Other items	2.5	-
Significant Items - EBIT	**165.7**	**32.7**
Net finance costs	12.6	4.1
Unusual tax expense	(45.4)	(13.9)
Significant Items - NPAT	**132.9**	**22.9**
Statutory NPAT	**264.7**	**258.0**
NPAT excluding Significant Items	**131.8**	**235.1**

Earnings Summary

$m	Total Group	WesTrac Aus	WesTrac China	Allight Sykes	Coates Hire	Media Investm.	Other Investm.	Other
Trading revenue	**1,577.1**	1,261.0	265.8	50.3	-	-	-	-
Statutory EBIT	**354.9**	88.7	9.1	(2.6)	27.9	190.5	52.3	(11.0)
Add back unfavourable Individually Significant Items								
Restructuring costs	**11.7**	10.8	-	0.9	-	-	-	-
Less favourable Individually Significant Items								
SWM impairment reversal	**(127.9)**	-	-	-	-	(127.9)	-	-
Gain on sale of assets	**(14.8)**	-	-	-	(11.9)	-	(2.9)	-
Gain on sale of other investments	**(21.2)**	-	-	-	-	-	(21.2)	-
Mark-to-market on derivatives	**(11.0)**	-	-	-	-	-	(11.0)	-
Other items	**(2.5)**	(2.5)	-	-	-	-	-	-
Underlying EBIT - 1H FY14	**189.2**	**97.0**	**9.1**	**(1.8)**	**16.0**	**62.6**	**17.3**	**(11.0)**
Underlying EBIT - 1H FY13	**379.7**	**275.4**	**(0.5)**	**2.1**	**31.6**	**65.9**	**13.4**	**(8.2)**

Consolidated Balance Sheet

Total Group

$m	As at 31 Dec 13	As at 30 Jun 13	Change %
Trade and other receivables	552.1	721.6	-23%
Inventories	889.0	1,050.5	-15%
Intangible assets	777.9	765.2	2%
Investments	2,493.4	2,209.1	13%
Fixed assets	265.3	267.0	-1%
Other assets	20.2	16.7	21%
Trade and other payables	(398.5)	(516.8)	-23%
Provisions	(145.7)	(139.8)	4%
Net tax assets / (liabilities)	(399.6)	(427.7)	-7%
Deferred revenue	(113.4)	(145.5)	-22%
Derivative financial instruments	0.4	(51.8)	-101%
Net (debt)	(607.7)	(713.4)	-15%
Total shareholders equity	**3,333.4**	**3,035.3**	**10%**

- Significant reduction in working capital levels
- Investment portfolio has generated value
- Net debt reduction achieved during the period

Consolidated Investment Listing

Total Group

$m	As at 31 Dec 13	As at 30 Jun 13
Seven West Media (Ordinary shares + RCPS) [3]	1,115.1	947.1
Listed Portfolio [1,2]	857.2	758.8
Coates Hire [3]	461.8	430.2
Other	59.3	73.0
Total Investments	**2,493.4**	**2,209.1**

Notes:

1. Available for sale security - fair value movements are carried in reserves until the asset is disposed of or impaired.
2. Available for sale security (shares held by overseas subsidiaries) - fair value movements are carried in reserves (share price movement is recorded in fair value reserves, foreign currency movement in foreign currency translation reserve).
3. Associates - carried at historical cost, plus share of associate income, less dividends received, less impairment.

Balance Sheet Metrics
Total Group

$m	As at 31 Dec 13	As at 30 Jun 13
Total assets	5,604.7	5,654.3
Total shareholder's equity	3,333.4	3,035.3
Net debt[1]	615.4	746.9
Debt ratios		
Gearing: net debt[1] to net debt plus equity	15.6%	19.7%
Net debt[1] / underlying EBITDA[2]	1.2x	1.2x
Interest cover[2]	5.4x	5.7x

1. Net debt is adjusted for the mark-to-market value of derivatives (debt-related only) and deferring borrowing costs
2. Debt ratios are based on last 12 month (LTM) underlying EBITDA for the Net Debt / EBITDA calculation and LTM underlying EBIT for the Interest Cover calculation

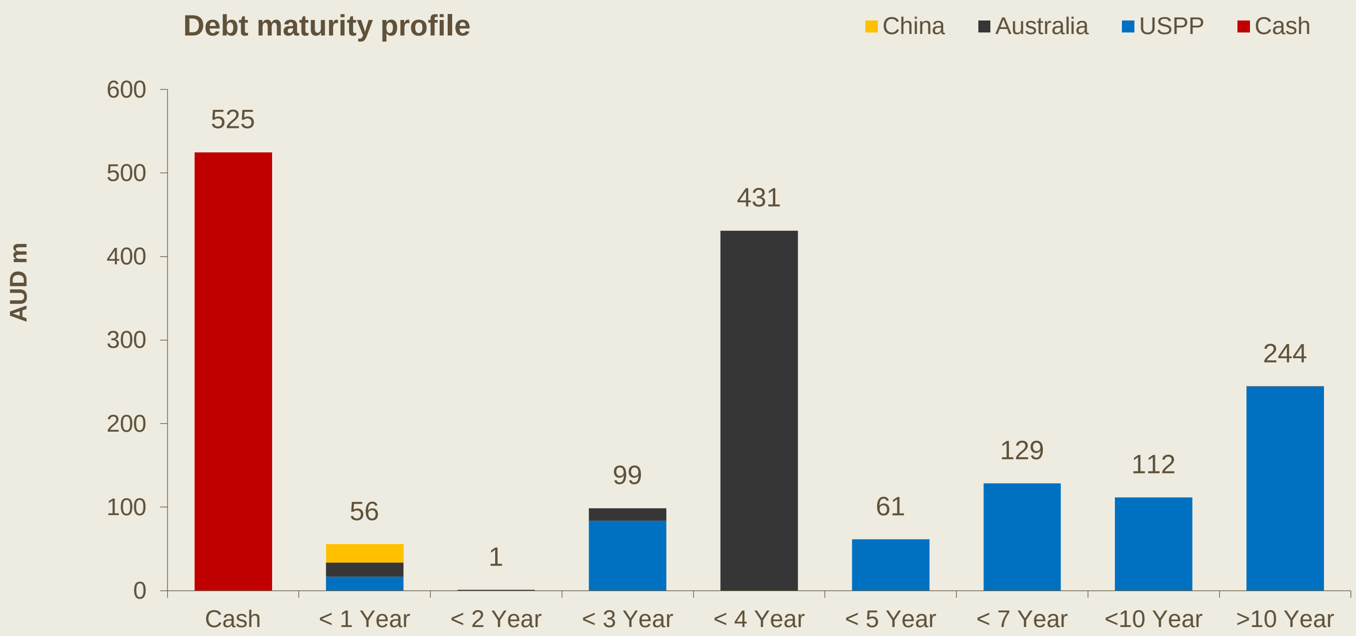
Operating Cash Flow

$m	1H FY14	1H FY13
Underlying EBIT	189.2	379.7
Add: depreciation and amortisation	24.5	26.8
Underlying EBITDA	**213.7**	**406.5**
Operating cash flow	**225.3**	**622.8**
Add: interest and other costs of finance paid	33.6	59.6
Income taxes paid / (refunded)	137.5	93.5
Add back: restructuring costs	11.7	11.0
Less: other cash Significant Items	(2.5)	-
Underlying operating cash flow	**405.6**	**786.8**
EBITDA conversion	**190%**	**194%**

Total Cash Flow

$m	1H FY14	1H FY13
Operating cash flow	225.3	622.8
Investing cash flow	(3.7)	302.3
Financing cash flow	(240.7)	(621.4)
Net increase in cash and cash equivalents	**(19.1)**	**303.8**
Cash and cash equivalents at end of period	**524.9**	**431.7**
Opening net debt	713.4	1,718.7
Movement in net debt	(105.7)	(881.9)
Closing net debt	**607.7**	**836.8**

Consolidated Debt Maturity Profile
Total Group as at 31 Dec 2013 (refer disclaimer)



- At 31 Dec 2013 the Group had $1,078m of available undrawn borrowing facilities
- Current "<1 year" debt includes a number of offshore facilities that are regularly rolled over for further terms but which are categorised as current due to their short dated nature

Debt Facilities

Debt Facilities	$m
Total facilities	2,214.4
Drawn	(1,132.6)
Deferred borrowing costs	(3.5)
Available facilities	**1,078.3**
Cash	524.9
Listed portfolio	857.2
Total liquidity	**2,460.4**

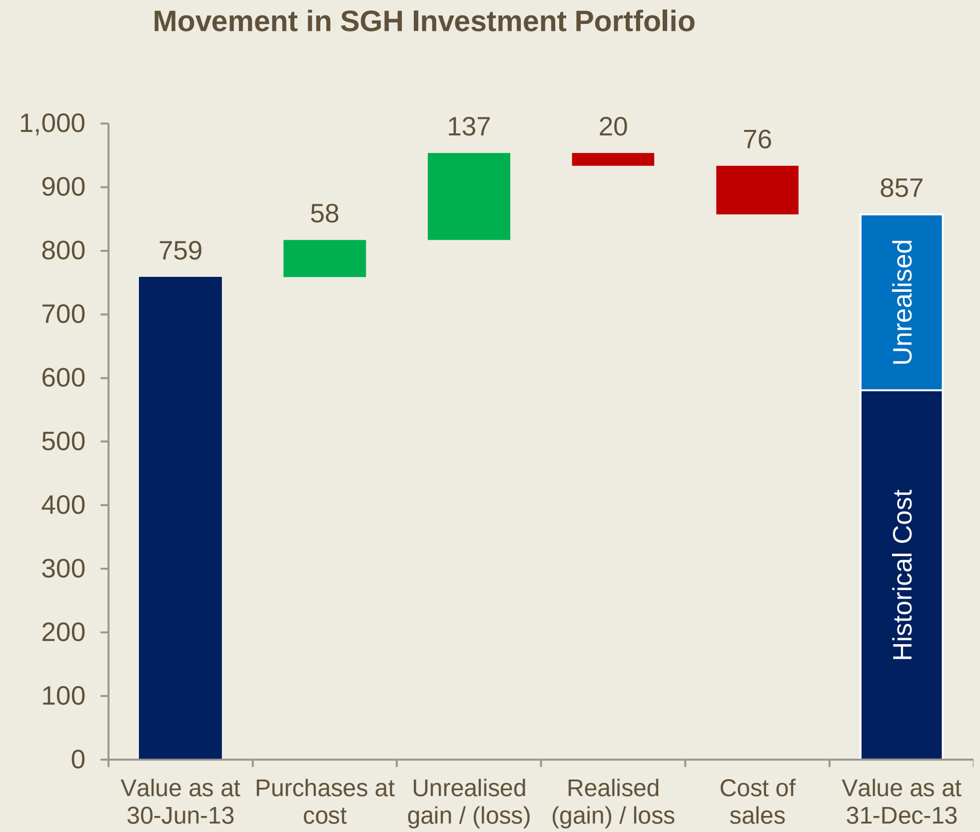
By Type	$m
Syndicated facilities	750.0
Capital markets - USPP	646.7
OEM Financing	516.0
Working capital	257.1
Bilateral facilities	40.0
Finance leases	4.5
Total facilities	**2,214.4**

By Geography	$m
Australia	1,327.9
USA	646.7
China	168.3
Hong Kong	71.5
Total facilities	**2,214.4**

Note: proportion of fixed debt across the Group is approximately 90%

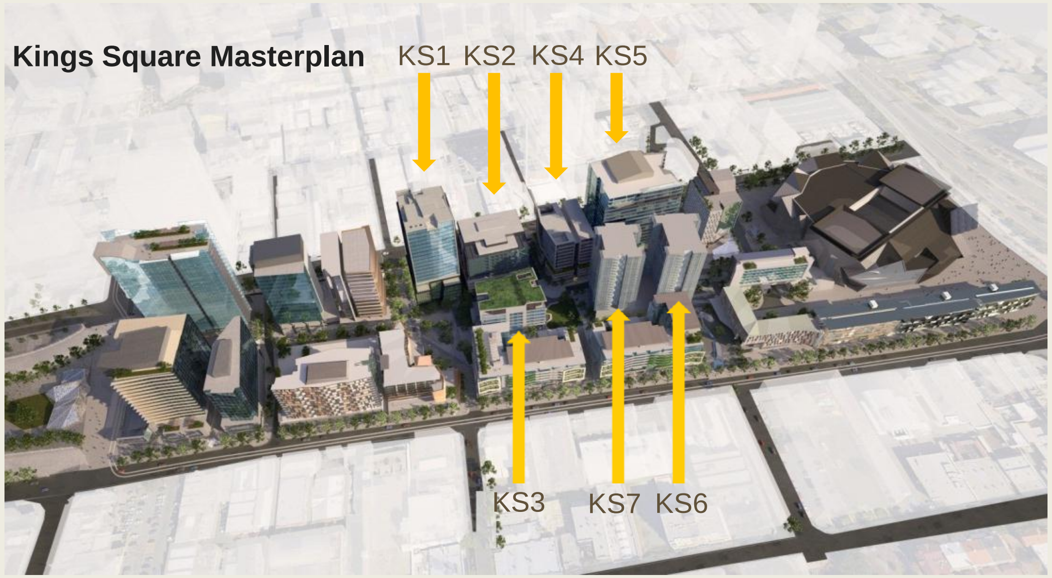
SGH Investment Portfolio

- Our aim is to realise value creation through selective investment opportunities where strategic rationale exists to enhance shareholder return
- Focus on investments that are complementary to the Group's core focus and which leverage SGH's industry experience and expertise
- ~$20m realised gain and $137m unrealised in the six months to 31 Dec 2013



SGH Property Holdings

- Our aim is to maximise the value and return from our existing property assets
  - Perth Entertainment Centre / Kings Square
  - Seven's Tuart Hill studio in Perth
  - Indirect property investments through the Flagship unlisted property trust and other property holdings
- Investment in Flagship Property Holdings
  - $21m return of capital received
  - $6.2m realised gain on sale of interest in Australian Technology Park, Redfern
  - SGH's share of the gain ($2.9m) is treated as a significant item and excluded from underlying results



Investments and Property Profit and Loss

Excluding Significant Items

$m	1H FY14	1H FY13	Change %
Revenue	**0.0**	**5.8**	-100%
Other income	16.3	14.1	16%
Share of results from equity accounted investees	3.4	0.0	-
Total revenue and other income	**19.7**	**19.9**	**-1%**
Expenses (excluding interest and corporate)	(2.1)	(6.2)	-66%
Segment EBITDA	**17.6**	**13.7**	**28%**
Depreciation and amortisation	(0.3)	(0.3)	-
Segment EBIT	**17.3**	**13.4**	**29%**

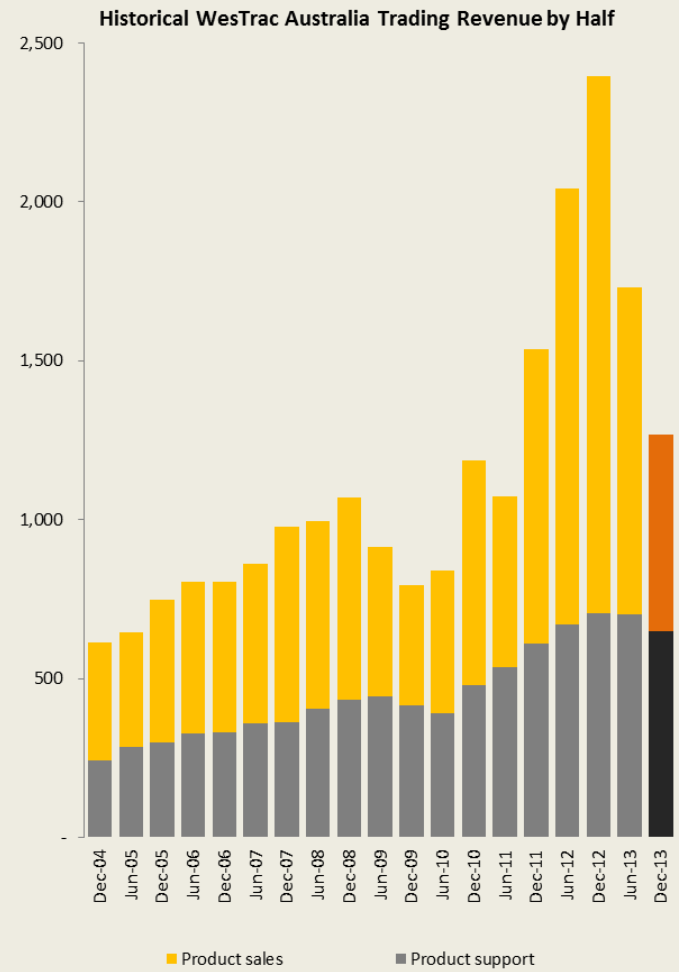
Note: the results above exclude net gains on the sale of investments, subsidiaries and property

- The 31 Dec 2013 result excludes results from Engin (sold Sep 2012)
- Other income comprises largely of dividends from the listed portfolio

WesTrac Australia

Overview

- The volume of new resources projects has declined resulting in a normalisation of capital equipment demand
  - 2013 saw the previously unprecedented levels of new equipment sales start to normalise as new projects have been delayed
  - 2H revenue was impacted by the softening in the coal sector in NSW and the deferral of a number of large mining projects in WA
- Focus on improving our cost base and competitiveness of our service model and support model
  - High level of deliveries from FY11-13 now entering the maintenance phase
- New parts facilities and technology improve our ability to efficiently serve our customers
- New profit centre based on Automated Haulage Systems (AHS) and MineStar total mine management system

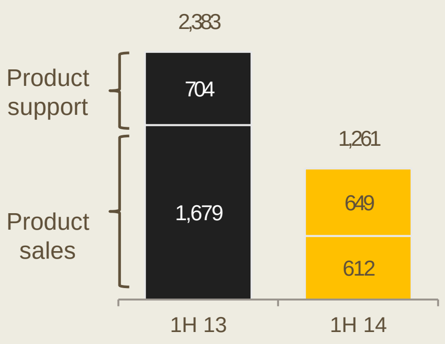


Note: EMP sales included from June 12 onwards

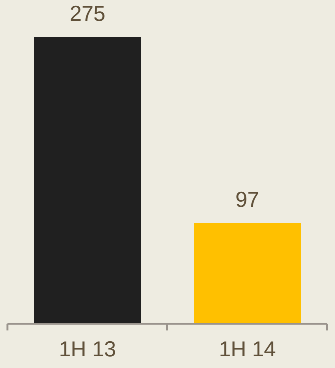
WesTrac Australia
Half Year Result

- 64% decline in product sales compared to pcp
  - Driven by softening in the coal sector and reduction in new iron ore projects
- 8% decline in product support sales against a strong pcp
  - Reflects impact of reduction in mining product utilisation rates
- Operations commenced in new facilities at Tomago (NSW) and South Guildford (WA)
- EBIT margin lower due to significant sales reduction against pcp

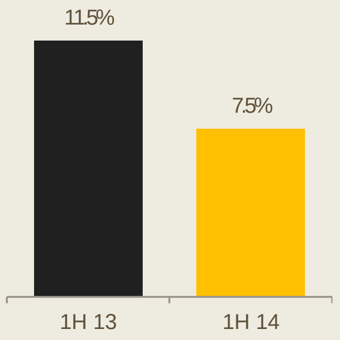
Trading Revenue $m



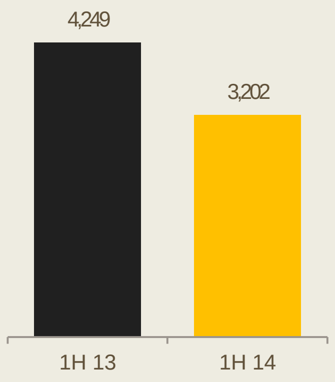
EBIT $m



EBIT Margin



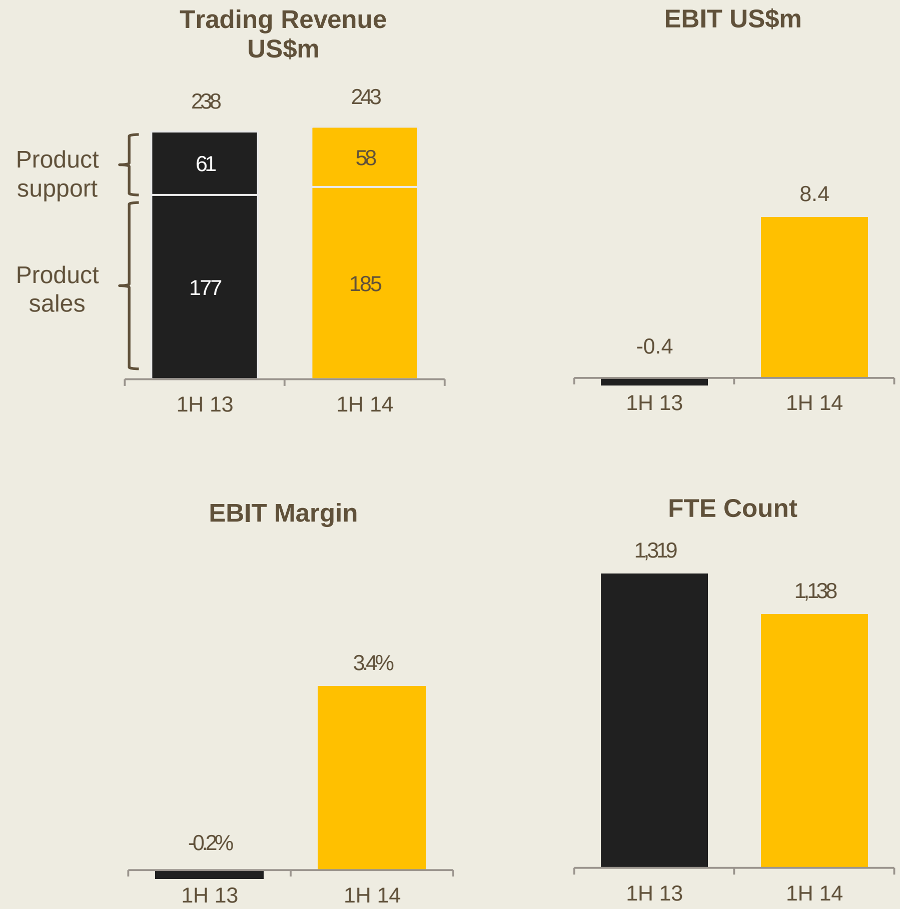
FTE Count



WesTrac China

Half Year Result

- US$78m in operating cash flow delivered as inventory levels were managed down
- EBIT turnaround primarily due to lower cost base and strong culture of cost control
- First half result aided by the profitable growth of engine sales to the oil and gas sector
- Staff numbers reduced significantly as a result of business restructuring
- Bucyrus asset purchase agreement signed and transaction is expected to be completed within FY14

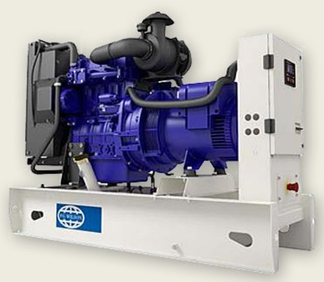


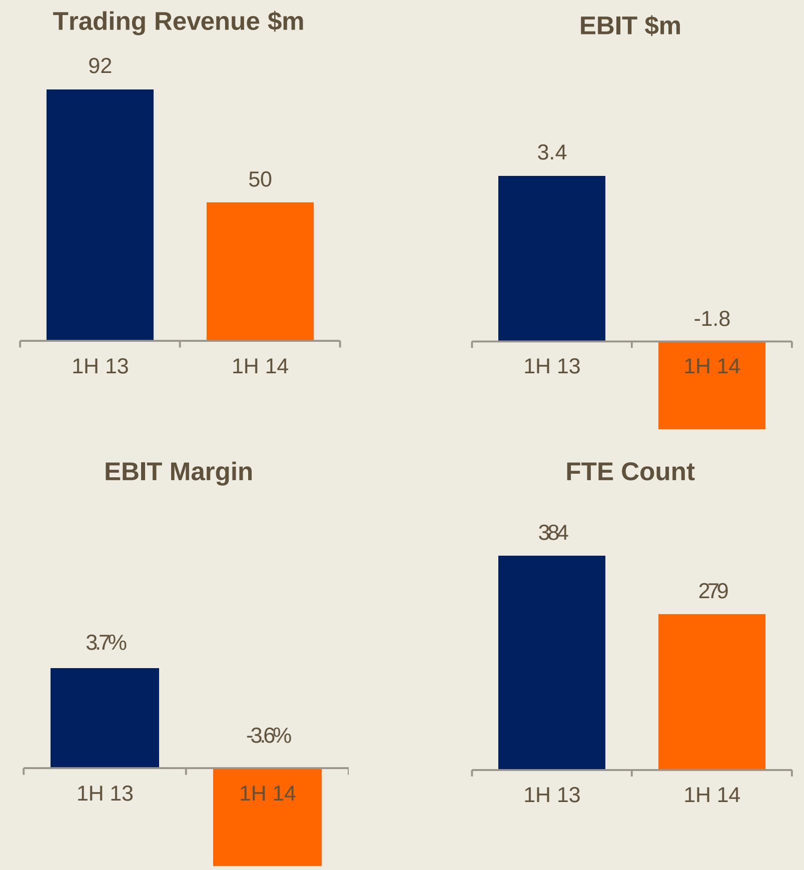
Note: overall headcount in China reduced by 619 over the 18 months from 30 June 2012 to 31 December 2013.

AllightSykes

Half Year Result

- Revenue down 45% on pcp on the back of softer demand
- Cost reduction initiatives have been implemented with focus now on customers and market share
- Strong free cash flow generated from working capital reduction initiatives





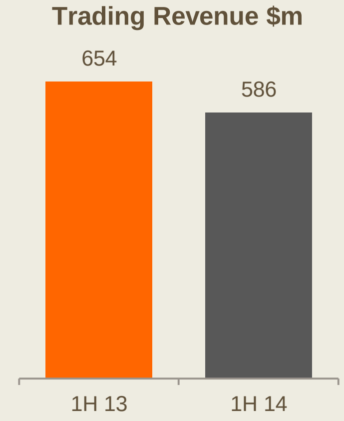
Notes:

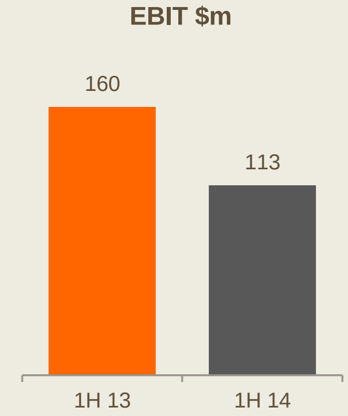
1. The above result excludes one off restructuring, redundancy costs and stock provisions on discontinued product lines
2. Sales to Coates Hire have been eliminated from the above numbers to the extent of SGH's ownership of Coates Hire

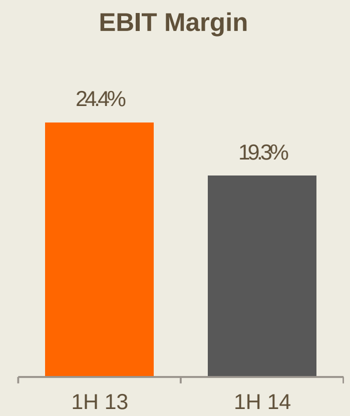
Coates Hire Group

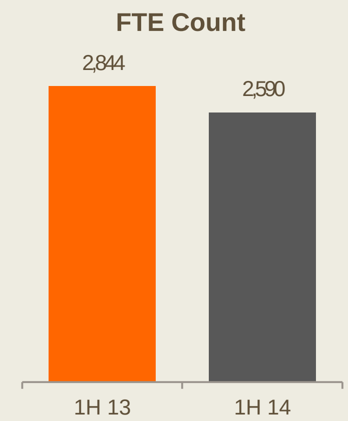
Half Year Result

- Revenue of $586m down (10%) against pcp, driven by soft trading conditions
- EBITDA decreased (17%) on prior corresponding period
- Sold its UK operations, realising $119m with a NPAT benefit in excess of $26m
- Focus on operating and capital efficiency and debt reduction through strong free cash flows
- Coates Hire expected to continue to benefit from its position as Australia’s largest integrated hire company









Notes:

1. Coates Hire is an equity accounted investment and therefore not consolidated into SGH’s results.
2. SGH economic interest in Coates Hire of 45% based on diluted interest after considering vesting conditions for options issued under the Coates Hire Management Equity Plan

Media Investments Profit and Loss

Excluding Significant Items

$m	1H FY14	1H FY13	Change %
Share of associates NPAT			
- Seven West Media	48.6	46.4	**5%**
- Consolidated Media Holdings [1]	0.0	6.6	**-**
Other income			
- Other investment income [2]	14.0	12.9	**9%**
Segment EBIT Contribution	**62.6**	**65.9**	**-5%**
By investment			
- Seven West Media	61.2	57.9	**6%**
- Consolidated Media Holdings	0.0	6.6	**-**
- Other	1.4	1.4	**-2%**
Segment EBIT Contribution	**62.6**	**65.9**	**-5%**

Notes:

1. Consolidated Media investment sold in Nov 2012 for proceeds of $491m
2. Other income includes accretion on the Seven West Media RCPS and dividend income from other media investments.

- SGH holds a 35.33% interest in the ordinary shares of SWM and also holds RCPS with a 31 Dec 2013 carrying value of $289m
- The RCPS accrues a yield of 7.143% per annum

Seven West Media

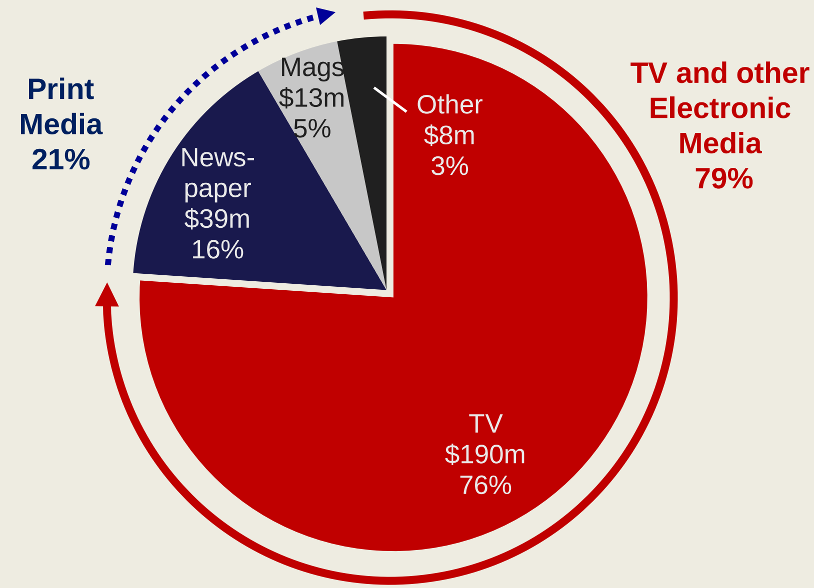
Interim Result Highlights

- Outstanding television revenue share – 39.7% share in 1H FY14 (CY13: 40.1%)
- Ongoing management focus on cost, quality and revenue initiatives
  - Cost programs are on target
- Net debt of $1.14bn at 31 Dec 2013
  - $99m reduction from June 2013 position
- EBIT of $250m, 3.5% down on prior comparative period
  - TV metro market growth of 5% in 1H FY14
  - Newspapers and magazines impacted by soft retail market
- Underlying NPAT of $150m, 5.5% ahead of PCP
- Advertising market outlook: TV low to mid single digit growth, magazines rate of decline to lessen and newspapers on trend

SWM Revenue	1H FY14	1H FY13	Change %
Television	683.7	666.1	2.6%
Newspapers	139.4	158.0	-11.8%
Magazines	123.8	133.6	-7.3%
Other	28.9	28.6	1.0%
Total	**975.8**	**986.3**	**-1.1%**

Note: Total revenue includes other income and share of net profit from equity accounted investees

EBIT Breakdown By Division



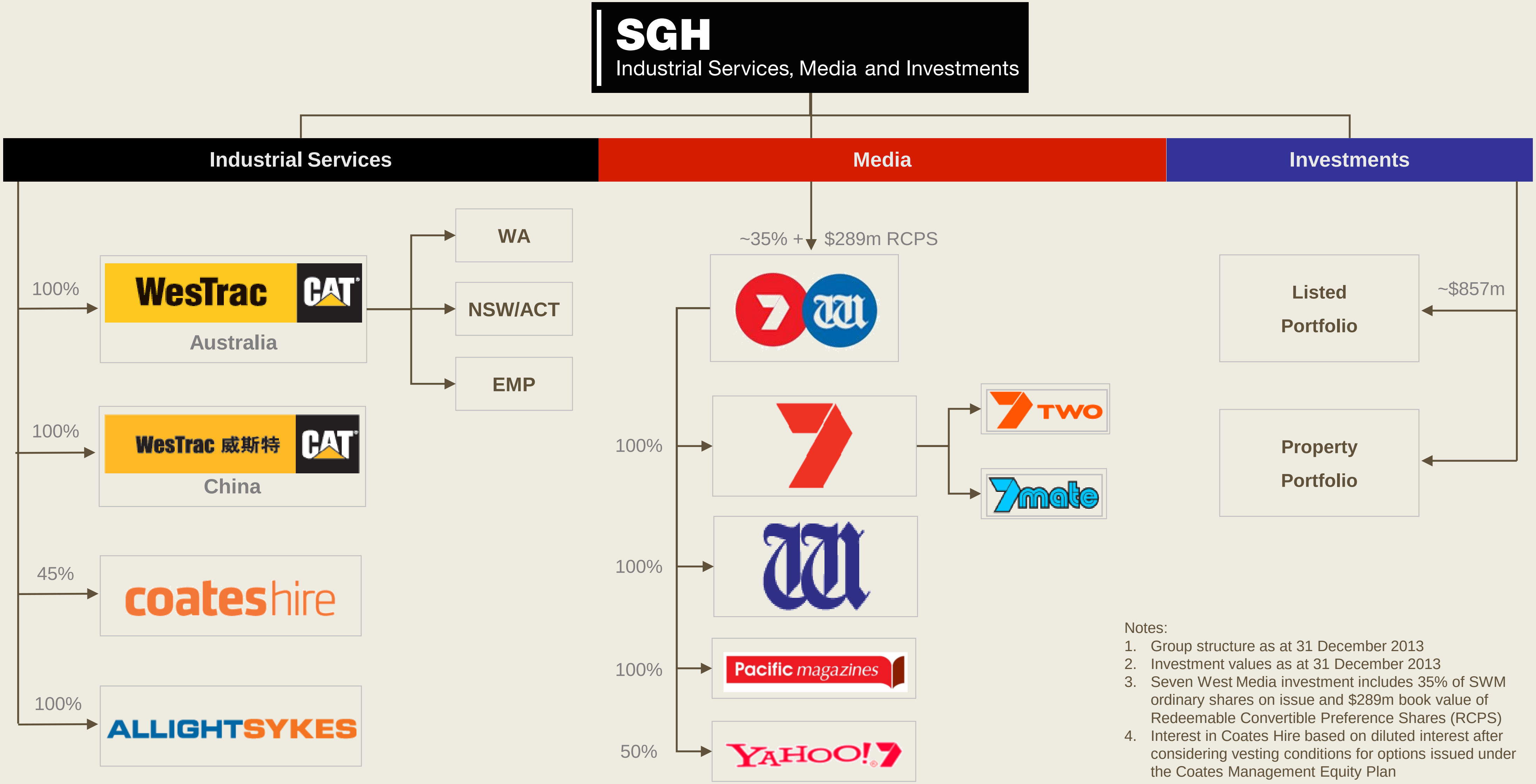
Key Takeaways and Questions

- Significant restructuring across our industrial services businesses – focus returning to revenue generation and customer solutions
- Strong balance sheet in addition to strategic investments and property portfolio where we have demonstrated an ability to realise value
- We maintain our guidance of full year FY14 underlying EBIT to be at the low end of 30% to 40% below FY13
- We are well positioned to deal with the challenges in our markets and have the capability to take advantage of opportunities going forward

Appendix

- Group Structure
- Mining Technology

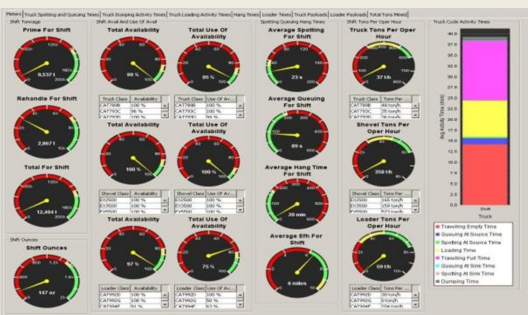
Group Structure



Notes:
1. Group structure as at 31 December 2013
2. Investment values as at 31 December 2013
3. Seven West Media investment includes 35% of SWM ordinary shares on issue and $289m book value of Redeemable Convertible Preference Shares (RCPS)
4. Interest in Coates Hire based on diluted interest after considering vesting conditions for options issued under the Coates Management Equity Plan

Realising our Strategy: Mining Technology

- WesTrac's strategy is to deliver solutions that contribute to our customers' success
  - In Mining Technology we do this through deploying the Cat MineStar System
  - This delivers value for our customers by improving their safety and productivity, and provides actionable insight from automated machine data
- WesTrac is also working with Cat to lead the way in Autonomous Haulage Solutions (AHS)
  - WesTrac plays a key role in AHS deployment, project managing on site execution and process integration with customers such as FMG and BHP
  - We are also exploring further ways to strengthen our AHS proposition, piloting complimentary technology which supports AHS roll out



SGH

Industrial Services, Media and Investments

WesTrac