

McMillan Shakespeare Limited

Results Presentation and Analyst Briefing

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Chief Executive Officer**



McMillan Shakespeare

Benefit From Our Experience

Financial Performance for the financial year ended 30 June 2006

	% increase over prior year	FYE 30-Jun-06 \$	FYE 30-Jun-05 \$
Revenue	35.9%	48,720,531	35,837,924
EBITDA	39.2%	17,628,207	12,663,168
EBITA	39.5%	16,543,313	11,858,675
EBIT before amortisation of contracts	51.3%	16,194,598	10,703,124
EBIT	70.3%	15,380,920	9,031,931
PBT	83.6%	15,012,798	8,176,366
NPAT	117.3%	11,305,273	5,203,557
NPAT before amortisation of contracts and tax consolidation benefit	60.3%	11,018,282	6,874,750

All results have been restated for A-IFRS



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Key Highlights for the financial year ended 30 June 2006

- NPAT of \$11.3m.
- Revenue growth of 36% and NPAT growth of 117% compared to prior year reflecting organic growth and full 12 months of trading of Remuneration Services (Qld) Pty Ltd.
- Net operating cash flow of \$13M (after interest and CAPEX).
- Debt repayments of \$11.5M
- Net cash position of \$3.2M.
- Diluted earnings per share of 16.71 cps.



Key Highlights for the financial year ended 30 June 2006

- Final dividend of 7 cps (total 9.5 cps) compared to prior year of 3.9 cps.
- Retention of the Queensland Government contract:
 - 3 years plus up to 2 year extension;
 - foundation for further growth; and
 - a focus on sales and new products moving forward.
- Consistently achieving customer service excellence.



Key Highlights for the financial year ended 30 June 2006

- A strengthening of our market position and client value proposition.
- Improved operational quality and productivity levels.
- Establishment of “in-house” fleet authorisation services.
- Continued rollout of new products and services.



Business Expectations for the financial year ending 30 June 2007

- Continued improvement in revenue and profits.
- Continued momentum of new products and services into select markets.
- Continued retention of customer contracts and strengthening of customer relationships.
- Lower operational costs by further enhancing our quality assurance and productivity programs.



Business Expectations for the financial year ending 30 June 2007

- Resources allocated towards developing financial services:
 - Insurance Services;
 - Mortgage/Finance Services; and
 - Australian Financial Services Licence (AFSL).
- Improving product density per customer.
- Improving \$ yield per product via our buying power and “downstreaming”.



Business Expectations for the financial year ending 30 June 2007

- A further strengthening of our market position.
- Continued leveraging of intellectual property, systems and processes within the group.
- Explore opportunities for accelerating growth.

