

McMillan Shakespeare Limited

Results Presentation and Analyst Briefing

February 2007
Anthony Podesta
Chief Executive Officer



McMillan Shakespeare

.....
Benefit From Our Experience
EST 1988

Financial Performance

31 December 2006 (Half Year Results)

	% increase over		
	H1 FY06	H1 FY07	H1 FY06
Revenue	13%	\$26,287,000	\$23,201,000
EBITDA	11%	\$9,362,000	\$8,426,000
EBIT before amortisation of contracts	16%	\$8,722,000	\$7,515,000
EBIT	30%	\$8,722,000	\$6,701,000
NPAT	14%	\$6,085,000	\$5,336,000
NPAT adjusted for amortisation of intangibles and tax consolidation benefit	21%	\$6,085,000	\$5,049,000
Earnings per share (cents)	13%	9.12	8.08
Dividends declared per share (cents)		4.50	2.50
% franked		100%	100%

NPAT for H1 FY06 included the expensing as amortisation of contracts of \$813,679 and a tax benefit of forming a tax consolidated group of \$1,100,669.



McMillan Shakespeare

Benefit From Our Experience
EST 1988

Key Highlights for the period to 31 December 2006 (Half Year Results)

- NPAT of \$6.1M.
- Revenue growth of 13% and NPAT (before tax consolidation benefit and amortisation of contracts) growth of 21% compared to H1 FY06.
- Net operating cash flow of \$6.3M after net interest and CAPEX.
- All debt repaid.
- Earnings per share of 9.12 cps.
- Interim dividend 4.5 cps compared to H1 FY06 interim dividend of 2.5 cps.



Key Highlights for the period to 31 December 2006 (Half Year Results)

Delivered:

- ✓ Australian Financial Services Licence.
- ✓ MSA/RemServ Mortgage Direct (Mortgage Services).
- ✓ MSA/RemServ Insurance Broking Services
- ✓ New senior appointment – Director of Sales & Marketing.



Business Expectations for the period ending 30 June 2007

- Continued growth in both core and new products/services.
- Strengthening relationships and product density in select markets.
- Further operational efficiencies within both MSA and RemServ.
- Enhanced sales reporting and accountability for delivery of sales results.



McMillan Shakespeare

Benefit From Our Experience
EST 1988

Business Expectations for the period ending 30 June 2007

- Transfer of our Diners Card platform to VISA to create increased sales and new revenue and reduce operating costs.
- Further enhance our Insurance Broking Service offering (i.e. RemServ and new products).
- Generate new revenue streams for our fleet business.
- Enhance our transactional banking arrangements, including BSB creation.



McMillan Shakespeare

Benefit From Our Experience
EST 1988

Business Expectations for the period ending 30 June 2007

- Continue to develop new products and services.
- Continue to improve revenue and profit.
- Explore “bolt on” opportunities in both the salary packaging administration and fleet management sectors.
- Further investigate options relating to financial services, wealth management, finance and related services companies.



McMillan Shakespeare

Benefit From Our Experience
EST 1988