



**McMillan Shakespeare Limited**

**Results Presentation and  
Analyst Briefing**

**August 2007**

**Anthony Podesta  
Chief Executive Officer**



**McMillan Shakespeare**

*Benefit From Our Experience*

# Financial performance for the financial year ended 30 June 2007

	% increase	FYE	FYE
	over	30-Jun-07	30-Jun-06
	prior year	\$	\$
<b>Revenue</b>	<b>11.9%</b>	<b>54,535,657</b>	<b>48,720,531</b>
<b>EBITDA</b>	<b>14.6%</b>	<b>20,198,943</b>	<b>17,628,207</b>
<b>EBITA</b>	<b>14.7%</b>	<b>18,978,648</b>	<b>16,543,313</b>
<b>EBIT before amortisation of contracts</b>	<b>16.4%</b>	<b>18,855,525</b>	<b>16,194,598</b>
<b>EBIT</b>	<b>22.6%</b>	<b>18,855,525</b>	<b>15,380,920</b>
<b>PBT</b>	<b>27.1%</b>	<b>19,079,512</b>	<b>15,012,798</b>
<b>NPAT</b>	<b>17.1%</b>	<b>13,237,390</b>	<b>11,305,273</b>
<b>NPAT before amortisation of contracts and tax consolidation benefit</b>	<b>20.1%</b>	<b>13,237,390</b>	<b>11,018,282</b>



# Key highlights for the financial year ended 30 June 2007

- NPAT of \$13.2m.
- Revenue growth of 12% and adjusted NPAT<sup>1</sup> growth of 20% when compared to prior year, reflecting excellent organic growth.
- Net operating cash flow of \$14.4m (after interest and CAPEX).
- Net debt repayments of \$3.3m.
- Cash position of \$9.7m.
- Diluted earnings per share of 19.51cps.
- Final dividend of 8.0cps (total 12.5cps) compared to prior year total of 9.5cps.

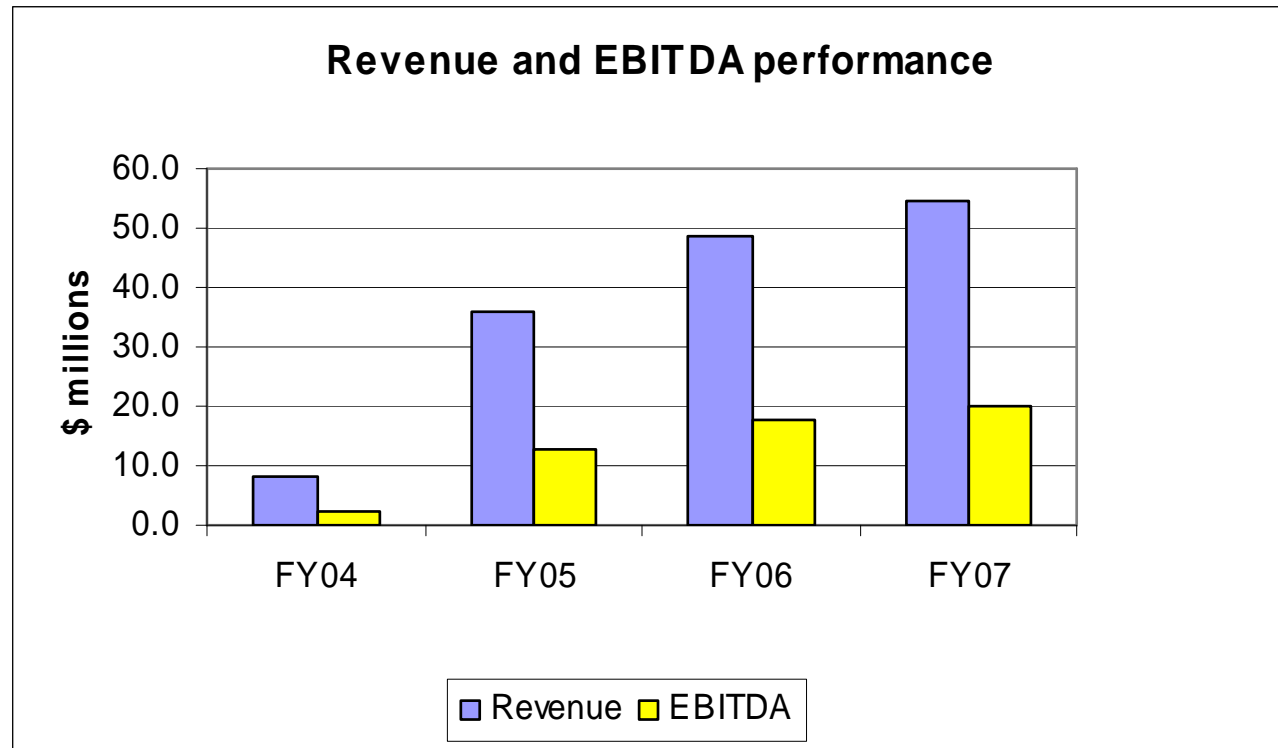


1. NPAT adjusted for amortisation of contracts and tax consolidated benefit.

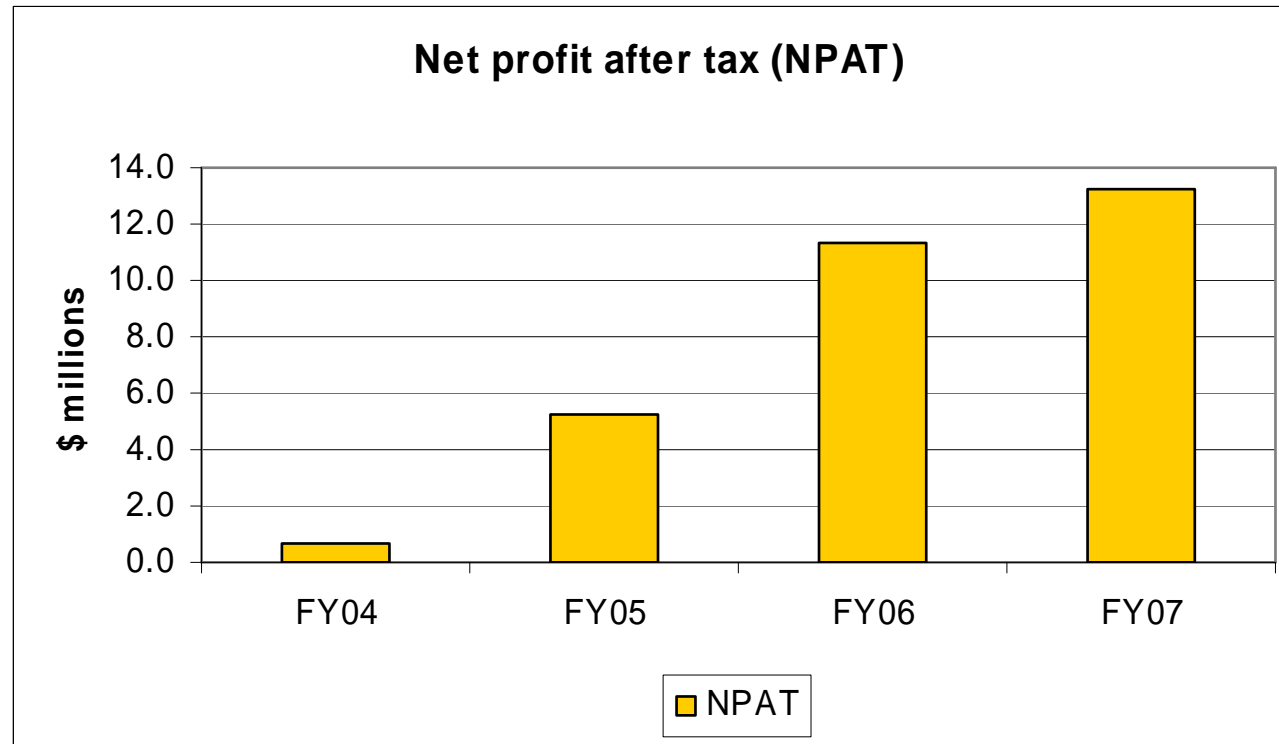
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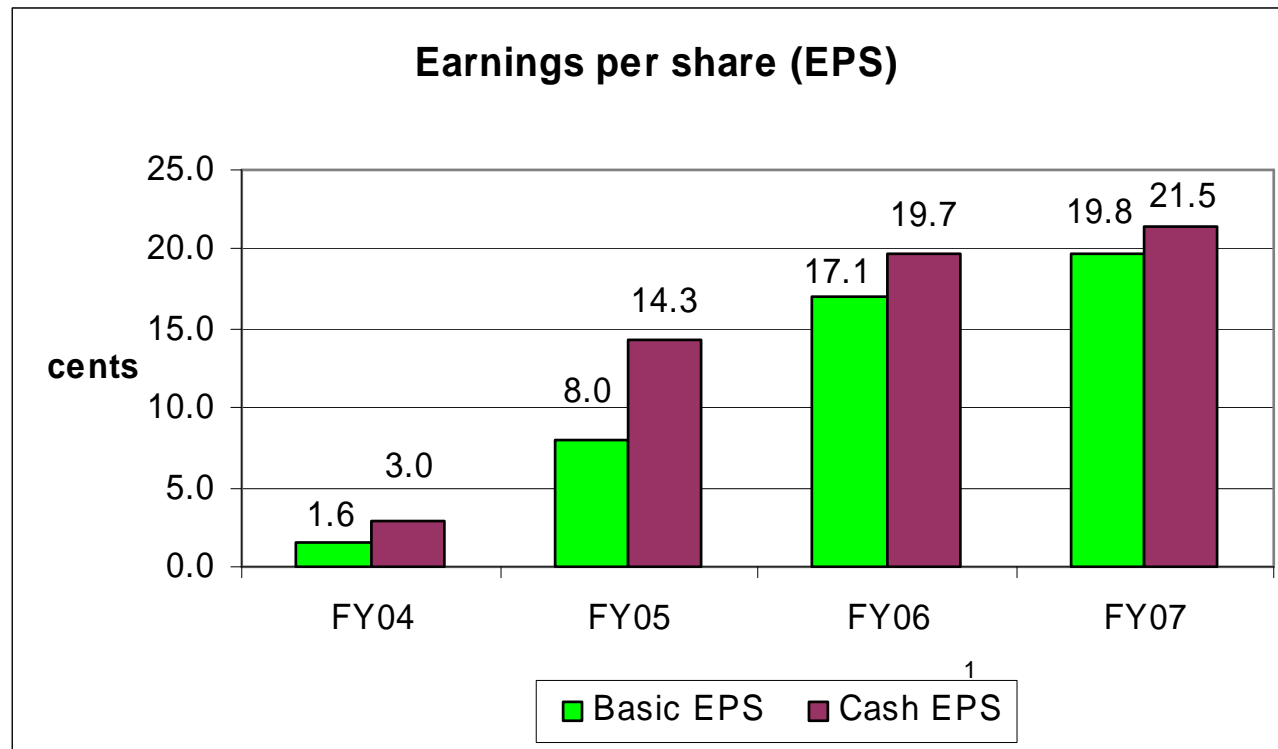
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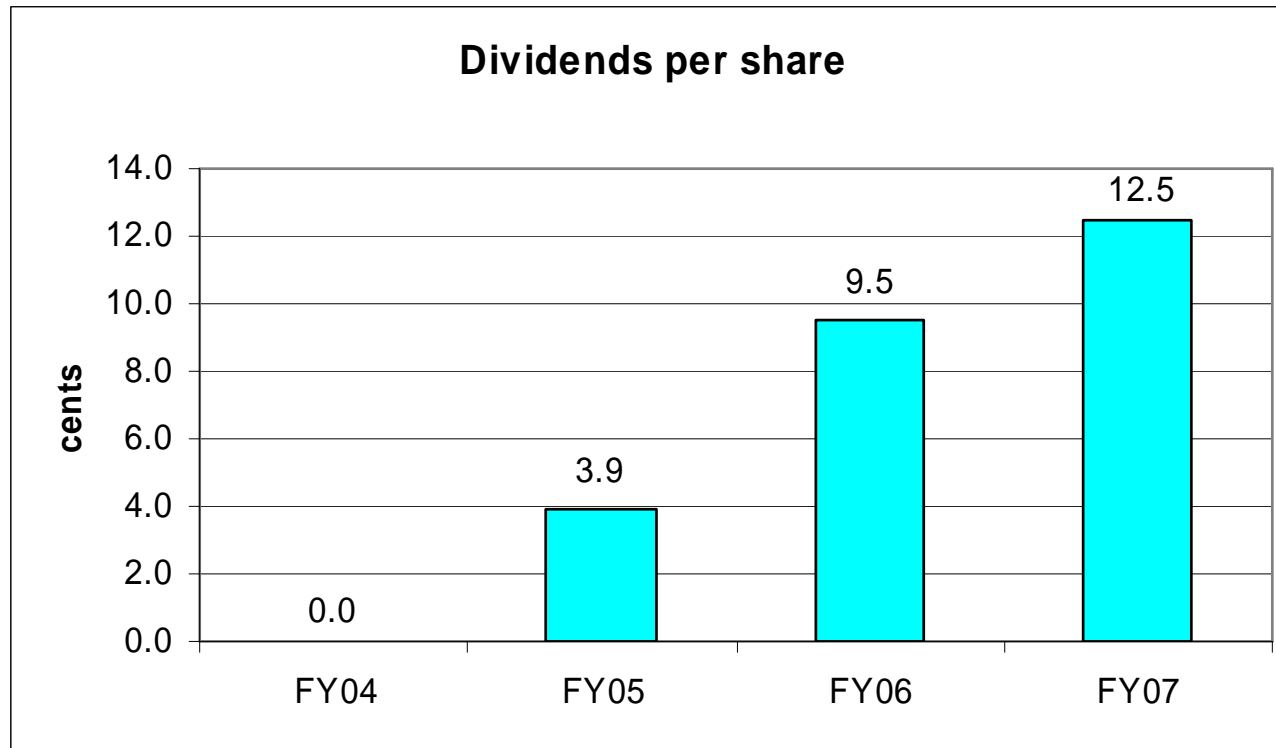


1. Net cash flow from operating activities less capital expenditure per share.

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# Key highlights for the financial year ended 30 June 2007



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- Further strengthening of our market position through:
  - contract retention (i.e. WA and NSW governments);
  - new products and services rollout (product density);
  - increased participation rates;
  - enhanced customer service focus; and
  - increased sales and marketing activities.
- New operating models for our sales and marketing teams.
- New senior appointments with a focus on sales and business disciplines such as project management.
- ATO ruling on childcare and subsequent Memorandum of Understanding with NSW Government.



# Key highlights for the financial year ended 30 June 2007

- Continued to increase yields in our motor vehicle leasing division.
- Remuneration Services (Qld) Pty Limited (RemServ) subsidiary wins the Queensland Teleservices Centre of the year award from Australian Teleservices Association (under 50 seat category).
- Transitioning of our card customers from Diners to VISA.
- Establishment of a “base level” financial services offering (mortgage/insurance/AFSL).
- Business continuity plan enhanced including a major infrastructure upgrade in Melbourne and Brisbane.



# Expectations for the financial year ending 30 June 2008

- Continued improvement in revenue and profits.
- Continued development of a diversified and integrated benefit offering, in line with our organic strategic plan - Project Connect (remuneration benefits, financial services, lifestyle benefits).
- Further development of our financial services strategy.
- Aggressively pursue sales opportunities in all markets.



# Business expectations for the financial year ending 30 June 2008

- Further strengthen our market position.
- Complete various operational projects to move to “***THE NEXT LEVEL***”.
- Continued leveraging of intellectual property, systems, processes and products across the Group.
- Allocate dedicated resources towards “***new and emerging business***” opportunities including joint ventures, acquisitions or similar.

