Slater & Gordon Lawyers

No challenge too great.

Andrew Grech – Managing Director

Macquarie Australia Conference Emerging Leaders 5 May 2011

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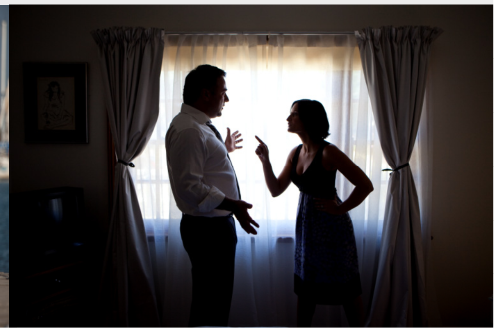


Overview : Drivers for growth in place

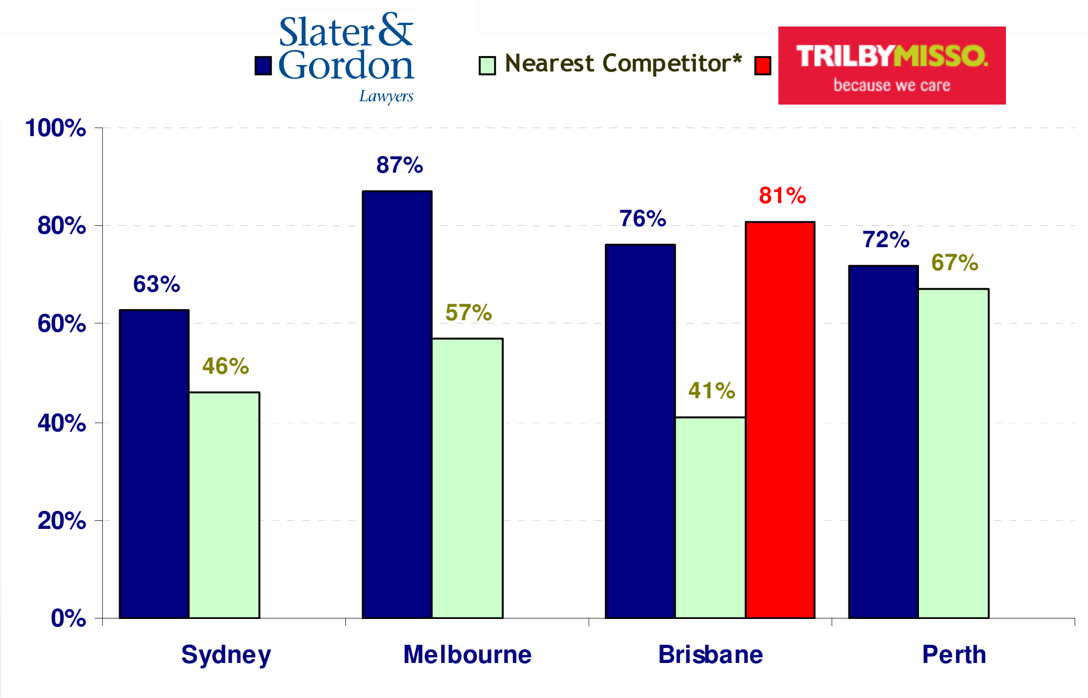
Australia's leader in Consumer Law	▪ Currently has 20-25% of the $500-700m Personal Injury litigation market ▪ Also conducts Family, Private Clients, Commercial Litigation Practices ▪ National footprint with over 950 staff in 45 locations ▪ Strong brand awareness
Market opportunity for large players	▪ Strong position in personal injury litigation market but room for growth ▪ Other practice areas & geographical markets are fragmented ▪ Scalable systems and processes
Disciplined growth strategy	▪ Focused on competitive advantages and core competencies ▪ Recent acquisitions Trilby Misso and Keddies ▪ Key driver of growth in Revenue, EBIT and EPS
Visible track record	▪ Since 2007 Revenue CAGR of 29%, EBIT CAGR of 27% ▪ Continued focus on improvement in cash flow management ▪ Since IPO TSR of 166%*
Drivers for future growth in place	▪ Benefiting from continued consolidation in personal injuries ▪ Continued growth in market share in Personal Injuries practice areas ▪ Leveraging brand in emerging practice areas ▪ Strong balance sheet provides capacity for future growth ▪ Ahead of schedule to achieve $250 million revenue base by FY15

** Based upon closing share price of $2.48 as at Friday 29 April 2011*

Australia's leading consumer law firm

- Strong brand awareness built by reputation for quality and targeted marketing activity
- Forecast in excess of 70,000 new client enquiries during FY11
- Scalable systems and processes

Brand awareness survey#



* Nearest competitor is different in each jurisdiction

\# Brand awareness study undertaken July 2010 by Pakes Research

Market opportunity for players capable of achieving scale

- **National footprint with 45 locations in every State and ACT**
- **Represent over 60 union branches across Australia**

Practice Group	Personal Injury	Family Law	Private Clients	Commercial & Project Litigation
Estimated Market Size*	$550-700m	$400-500m	$700-750m	Not known
Current S&G Market Share	20-25%	<1%	<1%	-
2015 Target Market Share	25-30%	5%	3%	-

** S&G estimate based upon ABS data and internal research*

Personal Injury Litigation – 95% success rate for clients

Specialist Areas	Motor Vehicle Accidents; Workers Compensation; Civil Liability
Brand	▪ Brand awareness gives advantage in markets with advertising restrictions ▪ Mitigates key client / key person risk
Client Selection	• Established screening and risk management techniques • Greater than 95% success rate for clients
No Win No Fee ™	▪ Majority of cases undertaken on No Win-No Fee™ or conditional basis
Referrals and Contact Centre	▪ Trained contact centre staff under guidance of practice area specialists ▪ Ability to quickly screen legal and economic merit of matters
Legislative Risk	▪ Risk is mitigated by geographic diversification ▪ Risk further mitigated by practice area diversification ▪ Greater legal complexity drives work to specialist firms

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Family Law : Opportunity for growth

Specialist Areas	▪ Property settlements ▪ De facto relationships ▪ Child support and spousal maintenance
Fee Arrangements	▪ Fee for service (pay as you go) ▪ Deferred fee arrangements (pay at end)
Brand	▪ Ability to leverage brand via cross referral from personal injury clients and member based organisations
Growth	▪ Ability to participate in a significant and profitable sector of the consumer legal market ▪ Broaden the SGH offering and provide a service which reflects our mission *– the law firm for everyday people* ▪ Reduce our overall business risk exposure to legislative changes in personal injuries ▪ Provide innovative products to meet the concerns of the client group, and leverage capability in workflow mgt systems to take a leadership position in market.

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Private Clients : Room to leverage existing brand

Specialist Areas

- Conveyancing
- Powers of attorney and probate
- Wills and estate planning

Growing demand

- Increasing wealth and blended families leading growing consumer demand for affordable services delivered professionally
- Growing consumer acceptance of both bundled and online service offerings

Fee Arrangements

- Fee for service (pay as you go)
- Limited capital requirements for growth compared with personal injuries practice

Strategic

- Client base complementary to existing Slater & Gordon client base and demography

Slater & Gordon online

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Commercial and Project Litigation: Key brand builder

Project Litigation

- Project Litigation matters are those matters where the firm makes a significant investment either financially and/or reputationally
- Project Litigation significantly contributes to building the Slater & Gordon brand
- Investment based upon:
  - ➔ Legal merit
  - ➔ Economic merit
  - ➔ Reputational risk
- Self funded WIP is valued at cost less discount for risk of unsuccessful outcome
- Opportunities to partner with litigation funders is a stimulant for growth

Commercial and Project Litigation: key brand builder

Commercial Litigation

- **Vast array of commercial litigation on a mix of fee for service and *No Win No Fee*™ terms**

- **Emerging specialisations in:**
  - ➔ **Claims against professional advisers**
  - ➔ **Financial product claims**
  - ➔ **Compensation for compulsory acquisition of land**
  - ➔ **Other property disputes**
  - ➔ **Inheritance disputes**

Disciplined growth strategy

Leveraging our competitive advantage

- Only national law firm in practice areas
- ASX listed with access to capital and strong governance structure
- Strong brand awareness
- Economies of scale in advertising and project litigation

Strict investment criteria

- Organic and acquisition opportunities assessed based on key performance benchmarks
- Established screening and risk management techniques
- Rigorous investment approach to project litigation matters

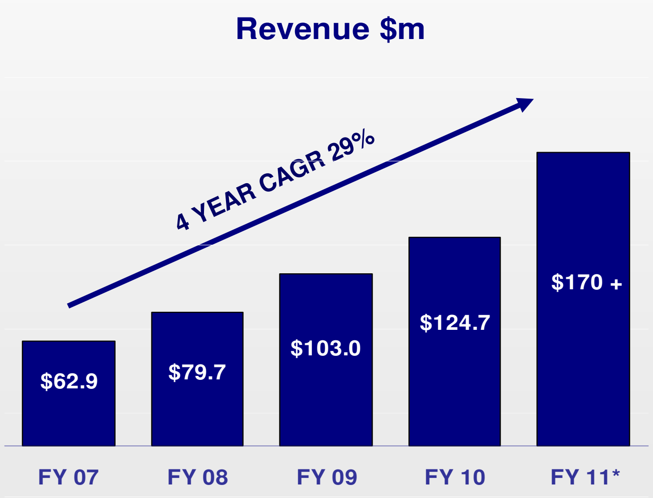
Excellent execution

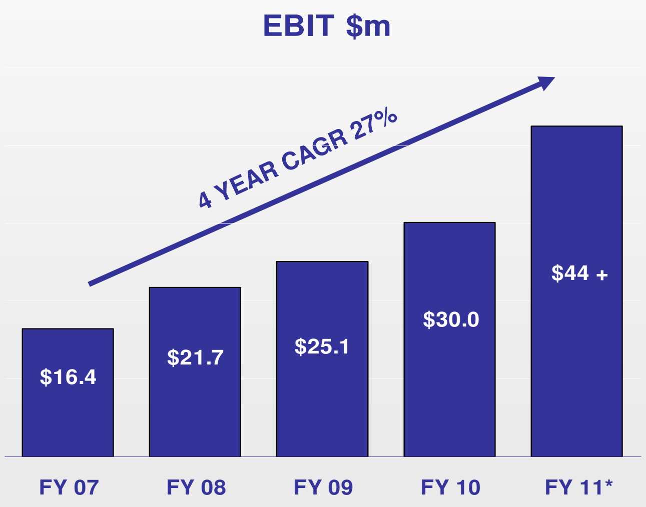
- Since IPO 25 acquisitions
- Innovative approach to legal outcomes:
  - Pioneers in class actions
  - Storm Financial resolution scheme
  - Service and product delivery to clients

Results: Since IPO we have delivered on our strategy

Slater & Gordon has had a demonstrable track record of success

- **Consistently strong revenue and earnings growth**
- **Undertaken EPS accretive acquisitions**
- **TSR since IPO in 2007 of 166%#**

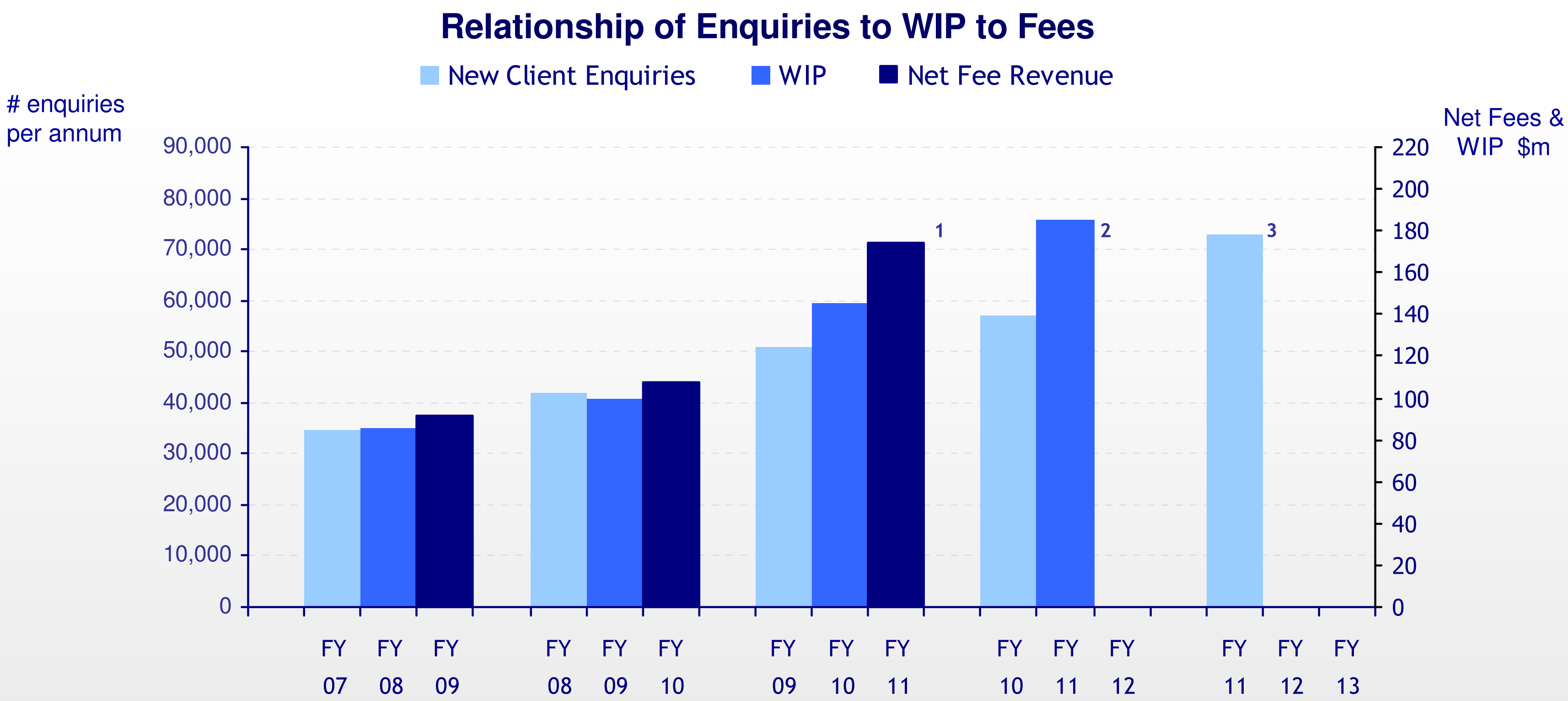




 # TSR based upon closing share price of $2.48 as at 29 April 2011

** FY11 data based upon previously disclosed SGH guidance*

Strong Visibility on Future Performance



Continued strong correlation between new client enquiries, WIP and net fee revenue

1 FY11 as per previously stated guidance

2 31 Dec 11 WIP plus acquired Keddies WIP

3 includes annualised Trilby Misso and Keddies enquires

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Board and Management

Anna Booth	**Non Executive Chair**	Anna is a Non-Executive Director of Industry Super Holdings Pty Ltd, along with subsidiaries including Members Equity Bank and Industry Funds Management. Anna is a member of the Mothers Day Classic Sydney Organising Committee which stages an annual event to raise funds for the National Breast Cancer Foundation.
Andrew Grech	**Managing Director**	Andrew joined Slater & Gordon in 1994, and since becoming Managing Director of Slater & Gordon in 2000 has overseen significant business and legal milestones which have come to define the company's modern era.
Ian Court	**Non Executive Director**	Ian has extensive experience as a senior executive and Non-Executive Director in a diverse range of companies and industry sectors. He is currently a Non-Executive Director with Victorian Funds Management Corporation (Chair of the Nominations and Remunerations Committee), SSSR Holdings Pty Ltd, Epic Energy Holdings Pty Ltd and its wholly owned subsidiaries (Chair of the Audit and Risk Committee). Ian is an Executive Director and Chair of the ACTU Member Connect Pty Ltd and also Chair of the Industry Funds Management Investor Advisory Board.
Ken Fowlie	**Executive Director**	Ken has been a litigator for more than a decade. He has extensive litigation experience in claims for sufferers of asbestos related illness, including acting for the ACTU and asbestos support groups in negotiations with James Hardie, and large multi-party group and representative actions
Erica Lane	**Non Executive Director**	Erica has over 20 years of experience at Board and senior executive levels in a range of international business and government related environments. She has expertise across a broad range of industry sectors, in particular financial services, professional services and healthcare.
John Skippen	**Non Executive Director**	John Skippen has extensive public company experience and is currently a Non-Executive Director for Flexigroup Limited, Super Cheap Auto Group Ltd and Briscoe Group Limited (NZ).
Wayne Brown	**Chief Financial Officer**	Wayne joined Slater & Gordon in 2004 as Chief Financial Officer and Company Secretary

Corporate Snapshot

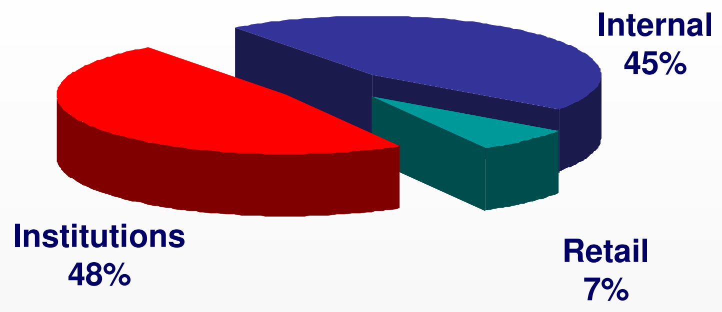
Slater & Gordon Limited

ASX Code	SGH
Net Debt (Dec '10)	$28.1m
Shareholders Equity (Dec '10)	$178.9m
Enterprise Value	~$400m
Employees	950
Shares on issue	149.3m
Market Capitalisation	~$370m

** All other figures at 29 April 2011*

Share Price Performance

Shareholder Profile



Board & Management

Anna Booth	Chair
Andrew Grech	Managing Director
Ken Fowlie	Executive Director
Ian Court	Director
Erica Lane	Director
John Skippen	Director
Wayne Brown	Chief Financial Officer
Kirsten Morrison	Company Secretary

For further information visit

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