

SLATER & GORDON LIMITED
ABN 93 097 297 400

APPENDIX 4E STATEMENT
PRELIMINARY FINAL REPORT
(The accounts are in the process of being audited)

(Listing rule 4.3A)
RESULTS FOR ANNOUNCEMENT TO THE MARKET
YEAR ENDED 30 JUNE 2011

	30 June 2011 \$'000	30 June 2010 \$'000	% change to prior year	
1. Revenues from ordinary activities (Listing rule 4.3A – item 2.1)	182,309	124,730	up	46.2%
2. Profit/(loss) from ordinary activities after tax attributable to members (Listing rule 4.3A – item 2.2)	27,908	19,800	up	40.9%
3. Net profit/(loss) for the period attributable to members (Listing rule 4.3A – item 2.3)	27,908	19,800	up	40.9%
4. Total dividend per ordinary share (Listing rule 4.3A – item 2.4)				
Interim dividend (fully franked at 30% tax rate) paid 27 April 2011	2.2 cents	2.0 cents		
Final dividend (fully franked at 30% tax rate) declared on 16 August 2011 and to be paid on 26 October 2011	3.3 cents	3.0 cents		
Total dividend per ordinary share	5.5 cents	5.0 cents		
5. Record date for determining entitlements to the final dividend (Listing rule 4.3A – item 2.5)	6 September 2011			
6. A brief explanation of the figures reported above. (Listing rule 4.3A – item 2.6)				

The figures for the year ended 30 June 2011 are for the consolidated group, which includes Slater & Gordon Limited and its subsidiaries Trilby Misso Lawyers Limited (acquired on 13 August 2010) and Keddies The Insurance Law Specialists Pty Limited (acquired on 11 January 2011). Comparative figures are for Slater & Gordon Limited only.

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011
7. CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
 (Listing rule 4.3A – item 3)

	2011	2010
	\$'000	\$'000
Revenue		
Fee revenue	178,046	122,171
Other revenue	4,263	2,559
	<u>182,309</u>	<u>124,730</u>
Less: Expenses		
Salaries and employee benefit expenses	(88,007)	(61,121)
Rental expenses	(8,693)	(7,022)
Advertising and marketing expenses	(9,430)	(5,873)
Administration and office expenses	(14,355)	(9,935)
Consultant fees	(935)	(566)
Finance costs	(6,066)	(2,570)
Bad and doubtful debts	(3,967)	(2,534)
Depreciation and amortisation expenses	(2,743)	(1,480)
Costs associated with acquisitions	(1,444)	(792)
Other expenses	(5,126)	(3,983)
Profit before income tax expense	<u>41,543</u>	<u>28,854</u>
Income tax expense	(13,635)	(9,054)
Profit after tax	<u>27,908</u>	<u>19,800</u>
Other comprehensive income		
Net movement in the fair value of cash flow hedges	86	(331)
Other comprehensive income for the year, net of tax	86	(331)
Total comprehensive income for the year attributable to members	<u>27,994</u>	<u>19,469</u>
Basic earnings per share	19.1 cents	17.9 cents
Diluted earnings per share	18.3 cents	16.7 cents

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011
8. CONSOLIDATED STATEMENT OF FINANCIAL POSITION
 (Listing rule 4.3A – item 4)

	2011	2010
	\$'000	\$'000
CURRENT ASSETS		
Cash and cash equivalents	4,032	30,110
Receivables	95,804	66,719
Work in progress	179,606	111,869
Current tax asset	391	-
Other current assets	4,836	4,124
TOTAL CURRENT ASSETS	284,669	212,822
NON-CURRENT ASSETS		
Plant and equipment	9,943	6,943
Work in progress	7,045	7,245
Intangible assets	58,352	25,966
Other non-current assets	18,401	17,346
TOTAL NON-CURRENT ASSETS	93,741	57,500
TOTAL ASSETS	378,410	270,322
CURRENT LIABILITIES		
Payables	61,426	33,222
Short term borrowings	7,165	7,136
Current tax liabilities	-	2,154
Provisions	11,464	8,239
TOTAL CURRENT LIABILITIES	80,055	50,751
NON-CURRENT LIABILITIES		
Payables	8,576	1,736
Long term borrowings	40,554	28,067
Deferred tax liabilities	51,826	41,325
Derivative financial instruments	349	472
Provisions	1,633	1,478
TOTAL NON-CURRENT LIABILITIES	102,938	73,078
TOTAL LIABILITIES	182,993	123,829
NET ASSETS	195,417	146,493
EQUITY		
Contributed equity	109,809	81,182
Reserves	(245)	(331)
Retained profits	85,853	65,642
TOTAL EQUITY	195,417	146,493

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011
9. CONSOLIDATED STATEMENT OF CASH FLOWS
 (Listing rule 4.3A – item 5)

	2011	2010
	\$'000	\$'000
CASH FLOW FROM OPERATING ACTIVITIES		
Receipts from customers	166,702	120,303
Payments to suppliers and employees	(140,633)	(94,617)
Interest received	500	76
Borrowing costs	(3,991)	(2,675)
Income tax (paid)/refunded	(2,539)	1,642
Net cash provided by operating activities	<u>20,039</u>	<u>24,729</u>
CASH FLOW FROM INVESTING ACTIVITIES		
Payments for software development	(1,026)	(1,758)
Payment for plant and equipment	(1,815)	(1,001)
Costs associated with acquisition of businesses	(1,677)	-
Payment for acquisitions of businesses – net of cash in subsidiaries	(59,839)	(8,188)
Payment for acquisitions of businesses – deferred consideration	(2,032)	(4,545)
Net cash used in investing activities	<u>(66,389)</u>	<u>(15,492)</u>
CASH FLOW FROM FINANCING ACTIVITIES		
Proceeds from share issue	16,886	23,529
Costs of raising equity	(1,845)	(1,159)
Proceeds from related parties and employees	1,588	2,020
Proceeds of borrowings	34,491	8,455
Repayment of borrowings	(23,132)	(3,670)
Dividends paid	(7,697)	(5,778)
Net cash provided by financing activities	<u>20,291</u>	<u>23,397</u>
Net increase/(decrease) in cash held	(26,059)	32,634
Cash at beginning of financial year	30,091	(2,543)
Cash at end of financial year	<u>4,032</u>	<u>30,091</u>

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011
NOTES TO THE FINANCIAL STATEMENTS
10. REVENUE

(Listing rule 4.3A – item 3)

	2011	2010
	\$'000	\$'000
Revenues from operations		
- rendering of services	178,046	122,171
- service and licence fee	800	400
- interest	1,824	1,423
- other revenue	1,639	736
Total Revenue	<u>182,309</u>	<u>124,730</u>

(a) Interest from

- Other persons	500	76
- VCR share loans	1,324	1,347
	<u>1,824</u>	<u>1,423</u>

11. EXPENSES

(Listing rule 4.3A – item 3)

Finance costs expense

- Interest on bank overdraft and loans	3,657	1,997
- Interest on deferred consideration relating to acquisitions	1,972	314
- Interest on obligations under hire purchases	437	259
Total finance costs expense	<u>6,066</u>	<u>2,570</u>

Depreciation of non-current assets

- Plant and equipment	1,748	1,068
- Software Development	587	412
- Client Lists	408	-
Total depreciation of non-current assets	<u>2,743</u>	<u>1,480</u>

Bad and doubtful debts	3,967	2,534
Share based payments expense	1,132	1,467
Onerous Lease	-	881
Write off of work in progress and disbursements on McCabe proceedings	611	-

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011
12. DIVIDENDS PAID OR PROVIDED FOR ON ORDINARY SHARES

(Listing rule 4.3A – item 7)

	2011 \$'000	2010 \$'000
(a) Dividends paid during the year		
Dividends on ordinary shares		
Interim franked dividend at the tax rate of 30% for 2011: 2.2 cents per share (2010 – 2.0 cents per share)	3,285	2,240
Final franked dividend at the tax rate of 30% for 2010: 3.0 cents per share (2009 – 3.25 cents per share)	4,412	3,538
Total Dividends paid during the year	<u>7,697</u>	<u>5,778</u>

13. DETAILS OF DIVIDEND

(Listing rule 4.3A – item 7)

Date the dividend (distribution) is payable	26 October 2011
Record date to determine entitlements to the dividend (distribution) (i.e. on the basis of proper instruments of transfers received by 5.00pm if securities are not CHESS approved, or security holding balances established by 5.00pm or such later time permitted by SCH Business Rules if securities are CHESS approved)	6 September 2011
Final dividend declared on	16 August 2011

14. DETAILS OF DIVIDEND OR DISTRIBUTION REINVESTMENT PLANS

(Listing rule 4.3A – item 8)

Not applicable

15. RECONCILIATION OF RETAINED PROFITS

(Listing rule 4.3A – item 6)

	2011 \$'000	2010 \$'000
Retained earnings	<u>85,853</u>	<u>65,642</u>
(a) Retained earnings		
Balance at the beginning of year	65,642	51,620
Net profit attributable to ordinary equity holders	<u>27,908</u>	<u>19,800</u>
Total available for appropriation	93,550	71,420
Dividends paid	<u>(7,697)</u>	<u>(5,778)</u>
Balance at end of year	<u>85,853</u>	<u>65,642</u>

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011
16. NET TANGIBLE ASSETS PER SECURITY
 (Listing rule 4.3A – item 9)

	2011 \$'000	2010 \$'000
Net Tangible Assets	137,065	120,527
	Number of shares	Number of shares
Total number of ordinary shares of the Company	149,178,605	112,040,776
Net tangible asset backing per ordinary security	\$0.92	\$1.08*

* If normalised to reflect the issue of shares 16,806,116 ordinary shares on 1 July 2010, net tangible assets per ordinary security is \$0.94. Refer to section 23(a) for details of the share issue on 1 July 2010, for which funds were received on 30 June 2010 and included in net tangible assets.

17. DETAILS OF ENTITIES OVER WHICH CONTROL GAINED OR LOST DURING THE PERIOD
 (Listing rule 4.3A – item 10)

Details of legal practices acquired are:

Date	Entity	Nature of transaction
13 August 2010	Trilby Misso Lawyers Limited ("TML")	Acquisition of a 100% shareholding in the legal entity
17 August 2010	Rob Powe Lawyers	Acquisition of part of business operations and assets (not the legal entity)
11 January 2011	Keddies The Insurance Law Specialist Pty Limited ("Keddies")	Acquisition of a 100% shareholding in the legal entity

From the date of acquisition on 13 August 2010 to 30 June 2011, TML has contributed a total of \$6,651,000 to the Group's net profit after tax from ordinary activities.

From the date of acquisition on 11 January 2011 to 30 June 2011, Keddies has contributed a total of \$3,149,000 (before allocation of advertising and management service expenses) to the Group's net profit after tax from ordinary activities.

18. DETAILS OF ASSOCIATES OR JOINT VENTURE ENTITIES
 (Listing rule 4.3A – item 11)

Not applicable

19. SIGNIFICANT INFORMATION FOR THE INVESTOR TO MAKE AN INFORMED ASSESSMENT OF THE ENTITY'S FINANCIAL PERFORMANCE AND FINANCIAL POSITION
 (Listing rule 4.3A – item 12)

Refer to ASX/Media Release dated 16 August 2011.

20. ACCOUNTING STANDARDS USED BY FOREIGN ENTITIES
 (Listing rule 4.3A – item 13)

Not applicable

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011

21. COMMENTARY ON THE RESULT FOR THE PERIOD, DISCUSSION OF PERFORMANCE TRENDS AND FEATURES OF OPERATING PERFORMANCE
 (Listing rule 4.3A – item 14, item 14.3 and item 14.5)

Refer to ASX/Media Release dated 16 August 2011.

22. THE EARNINGS PER SECURITY AND THE NATURE OF ANY DILUTION ASPECTS
 (Listing rule 4.3A – item 14.1)

Earnings per security "EPS"	30 June 2011	30 June 2010
Basic EPS	19.1 cents	17.9 cents
Diluted EPS	18.3 cents	16.7 cents
	\$'000	\$'000
Earnings used in calculating basic and diluted earnings per share	27,908	19,800
	Number of Shares '000	Number of Shares '000
Weighted average number of ordinary shares on issue used in the calculation of basic earnings per share	145,744	110,551
Effect of dilutive securities:		
VCR Shares	6,575	8,192
Adjusted weighted average number of ordinary shares used in calculating diluted earnings per share	152,319	118,743

VCR Shares

The Company operates an Employee Ownership Plan. The Plan allows employees to purchase VCR shares in the Company by way of an interest-free loan.

VCR shares are considered to be potentially ordinary shares and have been included in the determination of diluted earnings per share.

The VCR shares vest over a specified period of time. At the time of vesting, VCR shares convert into ordinary shares with disposal restrictions.

Basic and Diluted EPS

Basic earnings per share ("EPS") is calculated as net profit attributable to ordinary equity holders of the Company divided by the weighted average number of ordinary shares outstanding during the year.

Diluted EPS is calculated as net profit attributable to ordinary equity holders of the Company divided by the weighted average number of ordinary shares and dilutive potential ordinary shares.

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011
23. RETURNS TO SHAREHOLDERS INCLUDING DISTRIBUTIONS AND BUY BACKS
 (Listing rule 4.3A – item 14.2)

ISSUED, BUY BACK AND QUOTED SECURITIES AT END OF CURRENT PERIOD

	2011		2010	
	Shares	\$'000	Shares	\$'000
Ordinary shares fully paid	149,178,605	103,994	112,040,776	51,612
VCR shares	5,569,044	5,815	8,232,022	7,050
Unallotted Share Capital	-	-	-	22,520
Balance at end of the year	154,747,649	109,809	120,272,798	81,182

a) Movement in ordinary share capital

Balance at the beginning of the year	112,040,776	51,612	108,870,729	47,884
<i>Shares issued as consideration for acquisitions:</i>				
- 27 November 2009	-	-	328,155	556
- 5 March 2010	-	-	45,700	71
- 13 August 2010	3,403,927	5,276	-	-
- 2 September 2010	912,714	1,450	-	-
- 11 January 2011	2,083,340	3,700	-	-
- 7 March 2011	117,944	183	-	-
- 30 June 2011	19,152	30	-	-
	6,537,077	10,639	373,855	627
<i>Conversion of vested VCR shares to ordinary share capital:</i>				
- 21 December 2009	-	-	2,796,192	3,235
- 2 September 2010	2,560,834	3,683	-	-
- 12 January 2011	53,572	36	-	-
	2,614,406	3,719	2,796,192	3,235
<i>Share capital issued by share placement:</i>				
- 1 July 2010	16,806,116	23,529	-	-
- 13 August 2010	10,336,741	14,471	-	-
	27,142,857	38,000	-	-
<i>Share capital issued under share purchase plan:</i>				
- 13 August 2010	1,004,204	1,406	-	-
<i>Employee share scheme buy-back:</i>				
- 31 May 2011	(160,715)	(102)	-	-
Less capital raising costs	-	(1,280)	-	(134)
Balance at end of the year	149,178,605	103,994	112,040,776	51,612

b) Movement in VCR share capital

Balance at the beginning of the year	8,232,022	7,050	8,148,214	5,900
<i>Conversion of vested VCR shares to ordinary shares:</i>				
- 21 December 2009	-	-	(2,796,192)	(3,235)
- 2 September 2010	(2,560,834)	(3,683)	-	-
- 12 January 2011	(53,572)	(36)	-	-
	(2,614,406)	(3,719)	(2,796,192)	(3,235)
<i>Share capital issued under Employee Ownership Plan:</i>				
- 21 December 2009	-	-	2,880,000	2,934
- 22 February 2011	1,830,000	2,379	-	-
	1,830,000	2,379	2,880,000	2,934
<i>Employee share scheme buy-back:</i>				
- 31 May 2011	(1,878,572)	(1,009)	-	-
Share based payments cost	-	1,131	-	1,467
Less capital raising costs	-	(17)	-	(16)
Balance at end of the year	5,569,044	5,815	8,232,022	7,050

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011
c) Unallocated share capital

	2011		2010	
	Shares	\$'000	Shares	\$'000
Balance at the beginning of the year	-	22,520	-	-
Proceeds received in relation to share placement on 30 June 2010 and shares issued on 1 July 2010	-	-	-	23,529
Less capital raising costs	-	-	-	(1,009)
Transfer to ordinary share capital upon issue of shares on 1 July 2010		(23,529)		
Capital raising costs transferred to ordinary share capital		1,009		
Balance at end of the year	-	-	-	22,520

SLATER & GORDON LIMITED

YEAR ENDED 30 JUNE 2011

24. SEGMENT RESULTS

(Listing rule 4.3A – item 14.4)

The Group has two operating segments, as described below, which are the Group's strategic business units. The strategic business units are managed separately. For each of the business strategic business units, the Managing Director reviews internal management reports on a monthly basis. The following summary describes each of the Group's reportable segments:

- **Slater & Gordon** – This segment includes the parent company Slater & Gordon Limited and its subsidiary Keddie The Insurance Specialists Pty Limited (from acquisition on 11 January 2011). This segment conducts a range of legal services, including personal injury law, within the geographical area of Australia (including Queensland).
- **Trilby Misso Lawyers** – This segment includes subsidiary company Trilby Misso Lawyers Limited (from acquisition date on 13 August 2010). This segment conducts legal services in the field of personal injury law within the geographical area of Queensland.

In 2010, the Group (being Slater & Gordon Limited), was a single operating segment.

	2011 (000's) Slater & Gordon	2011 (000's) TML (11 months)	2011 (000's) Inter segment elimination	2011 (000's) Total from external source	2010 (000's) Total
Total Revenue	151,746	32,213	(1,650)	182,309	124,730
Interest revenue	1,593	231	-	1,824	1,423
Interest expense	6,053	13	-	6,066	2,570
Depreciation and amortisation	2,036	707	-	2,743	1,480
Total profit before income tax	31,082	10,461	-	41,543	28,854
Segment assets					
Receivables	81,899	15,394	(1,489)	95,804	66,719
Work in progress	155,903	30,748	-	186,651	119,114
Intangible assets	39,225	19,127	-	58,352	25,966
Other assets	31,195	6,408	-	37,603	58,523
Total segments assets	308,222	71,677	(1,489)	378,410	270,322
Segment liabilities					
Payables	67,229	4,262	(1,489)	70,002	34,958
Borrowings	47,443	276	-	47,719	35,203
Other liabilities	53,543	11,729	-	65,272	53,668
Total segments liabilities	168,215	16,267	(1,489)	182,993	123,829

SLATER & GORDON LIMITED
YEAR ENDED 30 JUNE 2011**25. SUBSEQUENT EVENTS**
(Listing rule 4.3A – item 12)

Not Applicable

26. ANY OTHER FACTORS WHICH HAVE AFFECTED THE RESULTS IN THE PERIOD WHICH ARE LIKELY TO AFFECT RESULTS IN THE FUTURE, INCLUDING THOSE WHERE THE EFFECT COULD NOT BE QUANTIFIED
(Listing rule 4.3A – item 14.6)

Refer to ASX/Media Release dated 16 August 2011.

27. COMPLIANCE STATEMENT
(Listing rule 4.3A – item 15)

- (i) The financial report is in the process of being audited and is not likely to be subject to audit dispute or qualification.

The entity has a formally constituted audit committee.

Sign here:



Date: 16 August 2011

Print name:

Andrew Grech
Managing Director

28. ANNUAL MEETING

The annual meeting will be held as follows:

Place:

Slater & Gordon
Level 5
44 Market St
Sydney NSW 2000

Date:

21 October 2011

Time:

2.30pm

Approximate date the annual report will be available

19 September 2011