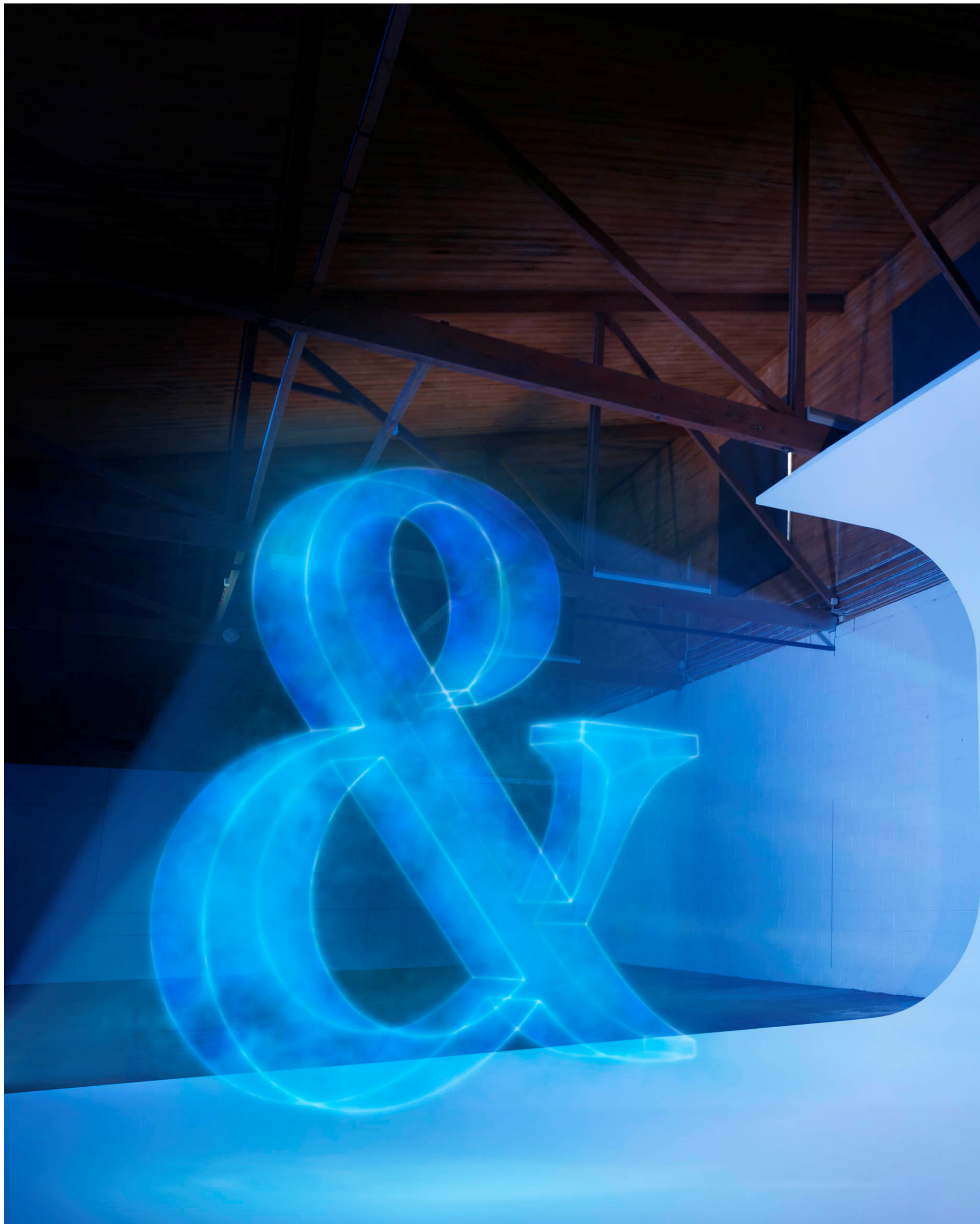

Slater & Gordon

Leaders in Consumer Law

Macquarie Australia Conference 3 May 2013

Andrew Grech

Managing Director

Not a problem.

Slater & Gordon Lawyers

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Slater & Gordon

Slater & Gordon Lawyers

Leading consumer law firm with core competency in building brands.

>

Operations spanning Australia (1,200 staff, 70 offices) & UK (480 staff, 10 offices).

>

80% of Australian revenue and 50% of UK revenue generated from plaintiff personal injury claims (PI).

Leveraging brand strength and national network into other high growth consumer legal services (2-3x PI Market).

>

Group and Class Action litigation contribute to brand strength.

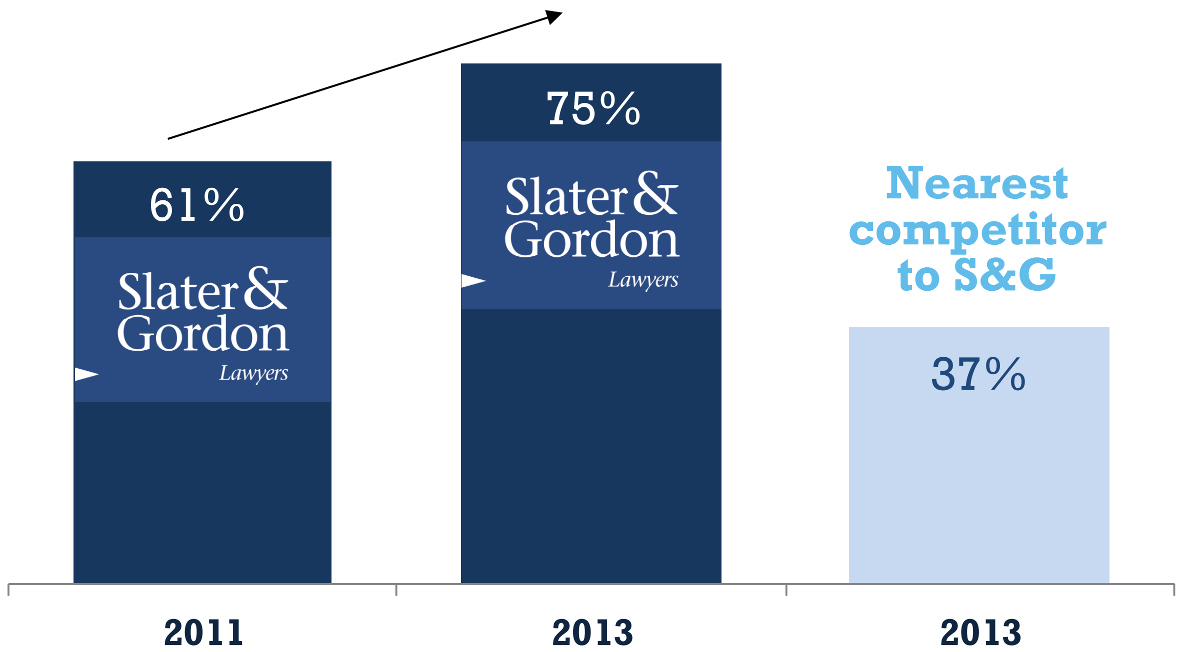
>

Expanded into the UK market in April 2012. Prime position in much larger (4-5x Aus.) market, creating a new growth platform.

Australia's Best Known Law Firm

Slater & Gordon Lawyers

National Brand awareness survey#



Brand awareness study undertaken November 2011 and January 2013 by TNS

Growth strategy is delivering results

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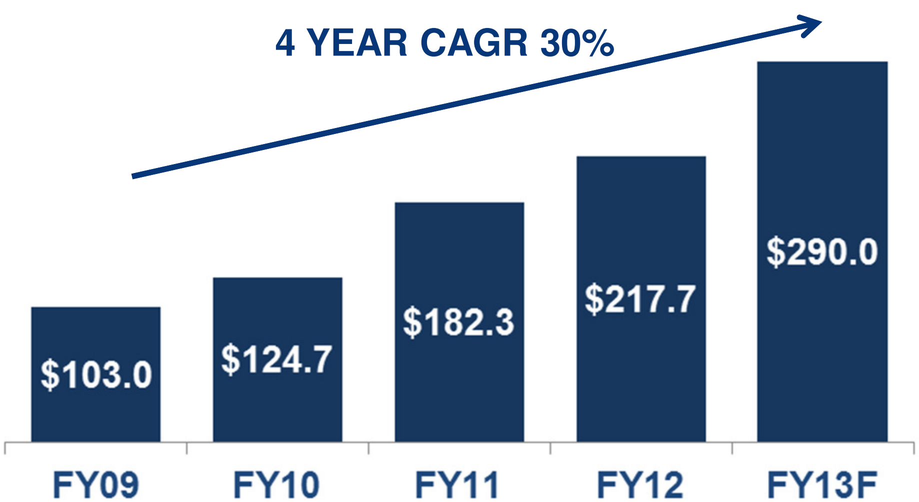
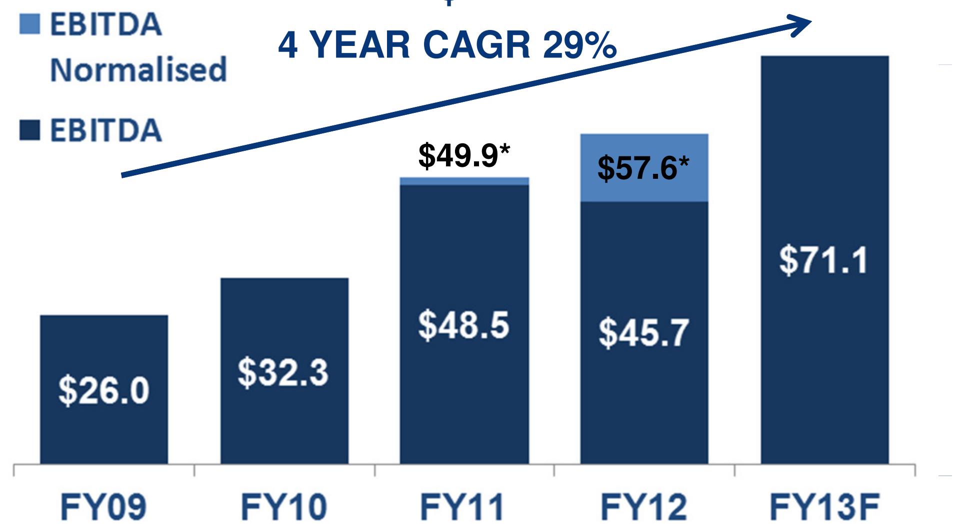
REVENUE
A$m



EBITDA*
A$m



Note: FY13 forecast based on market guidance revenue of A$290m and EBITDA margin of 24-25%

** EBITDA CAGR has been normalised for acquisition costs in each year and Vioxx (FY12)*

Personal Injury Litigation

Slater & Gordon Lawyers

"Continued strong organic growth"

Overview

- Motor Vehicle Accidents, Workers Compensation, Civil Liability
- Majority cases → No Win-No Fee
- 95% success rate for clients
- Legislative risk is mitigated by geographic and practice area diversification

Strategy

- Incremental gains in market share and improvement in productivity
- Organic rather than acquisitive growth – c.5-7% revenue growth per annum
- Provide internal funding for growth in non PI areas

Target

- Target market share 25-30% by 2015
- Target revenue A$200m by 2015

Personal Legal Services

Slater & Gordon Lawyers

"Substantial potential"

Overview

- Family Law, Conveyancing, Wills & Estate Planning
- Significant and profitable sector in the consumer legal services market
- Attainable market 2-3 x Aus. PI market
- Predominantly fixed fee services
- S&G under represented – highly fragmented market

Strategy

- Grow market share and scale
- Leverage brand via cross referrals from Personal Injury clients and member based organisations
- Limited capital funding required to support growth

Target

- Target market share 3% by 2015 current c.1%
- Target revenue A$35m by 2015

Business & Specialised Litigation

Slater & Gordon Lawyers

"Key brand builder"

Overview

- Commercial litigation, Class Actions, Estate litigation and professional negligence litigation
- Contribute to building S&G brand
- Continuing to build capacity but using 3rd party litigation funders

Strategy

- Building new practice areas – employment law and criminal defence
- Undertake targeted class action litigation alongside deeper pipeline of specialised litigation work

Target

- Target revenue A$30m in 2015

UK Operations

Slater & Gordon
Lawyers

"Exciting future growth platform"

Overview

- Integration of 'Russell Jones & Walker' complete and performing in line with expectations. Rebranding to Slater & Gordon completed
- Secured excellent future growth platform
- UK attainable market 4-5 x Australian Market
- Fragmented: 13,000 law firms, no dominant direct to consumer law firm brand
- Legislative change "Jackson Reforms" – will accelerate consolidation

Implications of Jackson reforms

- Jackson reforms implemented April 2013
- Significant impact upon Claims Management Companies (CMCs) and law firms that acquire clients via CMCs
- Coupled with new Alternative Business Structure (ABS) environment is driving consolidation of the consumer legal services market

UK Growth Strategy

Slater & Gordon
Lawyers

Strategy

- Aim to replicate S&G Australian business model in the UK
- Build direct to consumer brand as law firm of choice for everyday people
- Accelerate organic growth by investment in marketing and business development activity
- Strategic acquired growth:
  - Geographic expansion
  - Practice area diversification
  - Build management, process & systems competencies

Slater & Gordon – Summary

- Continued strong financial performance since listing
- Stable and experienced management team in Australia & UK with core competencies in: strategic acquisitions, brand development and process and systems engineering
- Australian Personal Injury group delivers predictable revenue and earnings growth
- Ongoing diversification into other high growth consumer legal services
- UK business provides excellent future growth platform

Appendix 1: Corporate Snapshot

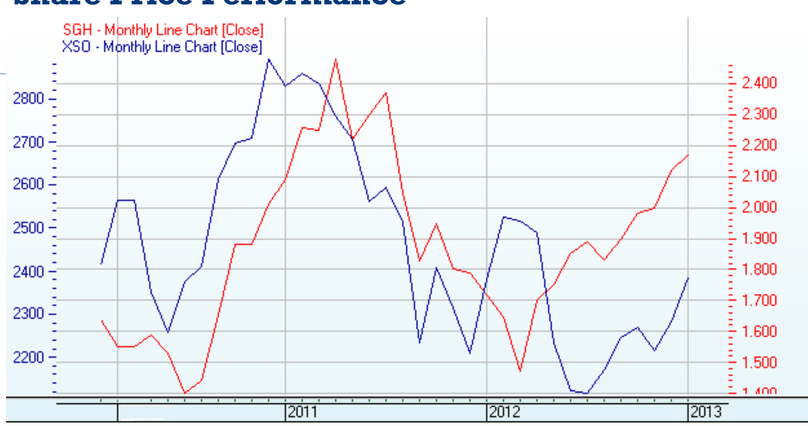
Slater & Gordon Lawyers

Slater & Gordon Limited

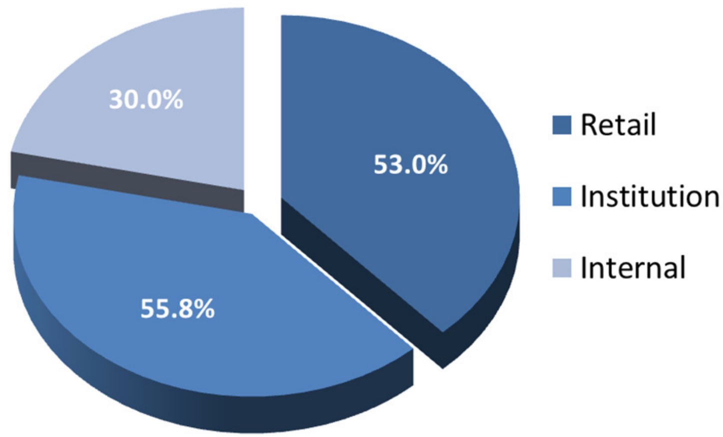
ASX Code	SGH
Net Debt (Dec' 12)	$108.0m
Employees	1,600+
Shares on issue	170.5m
Market Capitalisation	$452m*
Enterprise Value	$560m*

* Based upon share price of $2.65

Share Price Performance



Shareholder Profile



Appendix 2: Revenue Split

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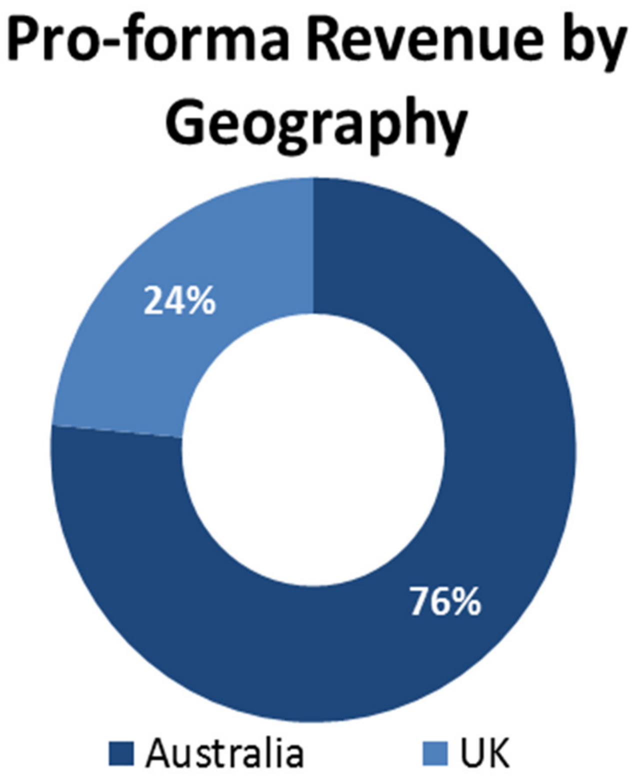

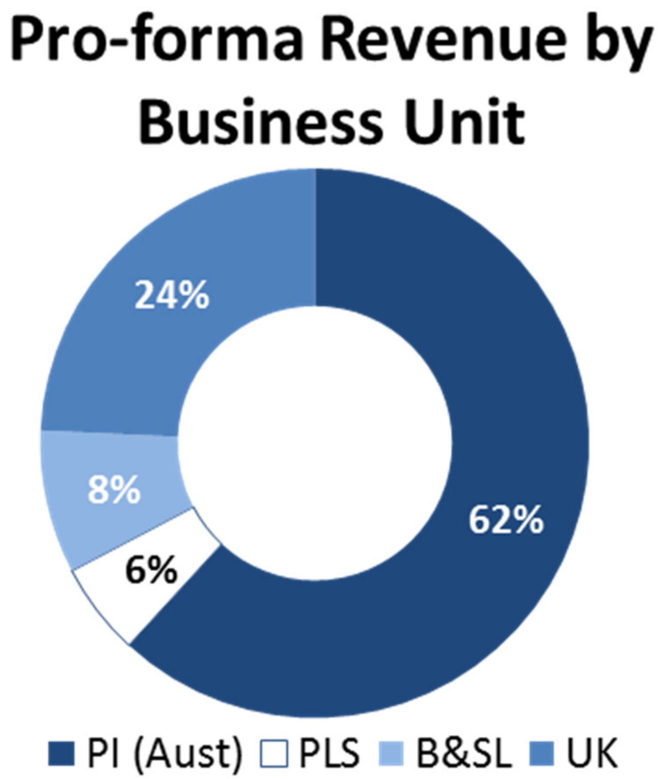

Appendix 3: Australia's Leading Consumer Law Firm

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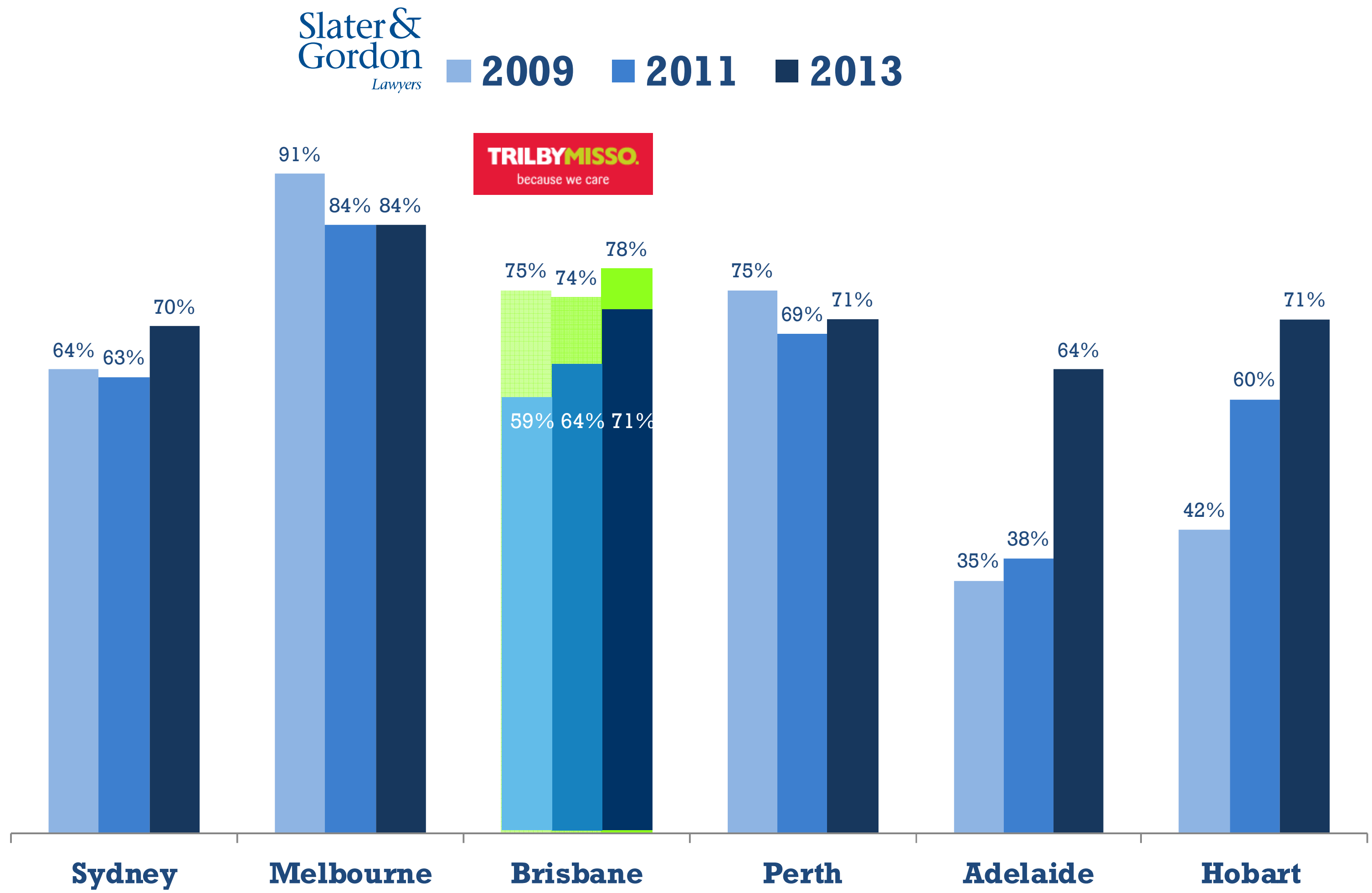
Brand awareness survey#



* Brand awareness study undertaken in 2009, 2011 and 2013 by TNS

Appendix 4:
Continued Diversification and Growth

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Opportunity for growth in all markets

Practice Group	Personal Injuries (Aust)	Personal Legal Services	Business & Specialised Litigation	United Kingdom
Market Size*	A$550-700m	A$1,100 – 1,300m	Not known	A$9,500m +
Current S&G Market Share	c.25%	c.1%	-	<1%
2015 Target Market Share	25-30%	3%	-	c.1%
2015 Target Revenue	A$200m	A$35m	A$30m	A$100m

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

Appendix 5: Benchmarking Slater & Gordon

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	FY10	FY11	FY12	CAGR	ASX Small Ords Industrials (3)
Revenue Growth	21%	46%	19%	**20%**	8.8%
Earnings Growth	24%	54%	15%	**21%**	11.6%
NPAT Growth	16%	41%	20%	**19%**	11.7%
Return on Equity	14%	14%	13%	**14%[1]**	5.7%
Dividend Growth	18%	10%	9%	**6%**	10.9%
EV / EBIT	6.7x	8.4x	7.9x	**8.2x[2]**	11.3x
EPS Growth	13%	6%	14%	**7%**	6.2%

1. Simple average of 3 years
2. Current EV / EBIT based upon share price of $2.65 as at 29 April 2013 , 31 December 2012 net debt and analyst consensus FY13 EBIT
3. Source: FactSet. Median average used.