MMS Group Annual General Meeting

McMillanShakespeareGroup

Maxxia Maximising your workplace benefits | RemServ | HOLDEN Leasing | Interleasing

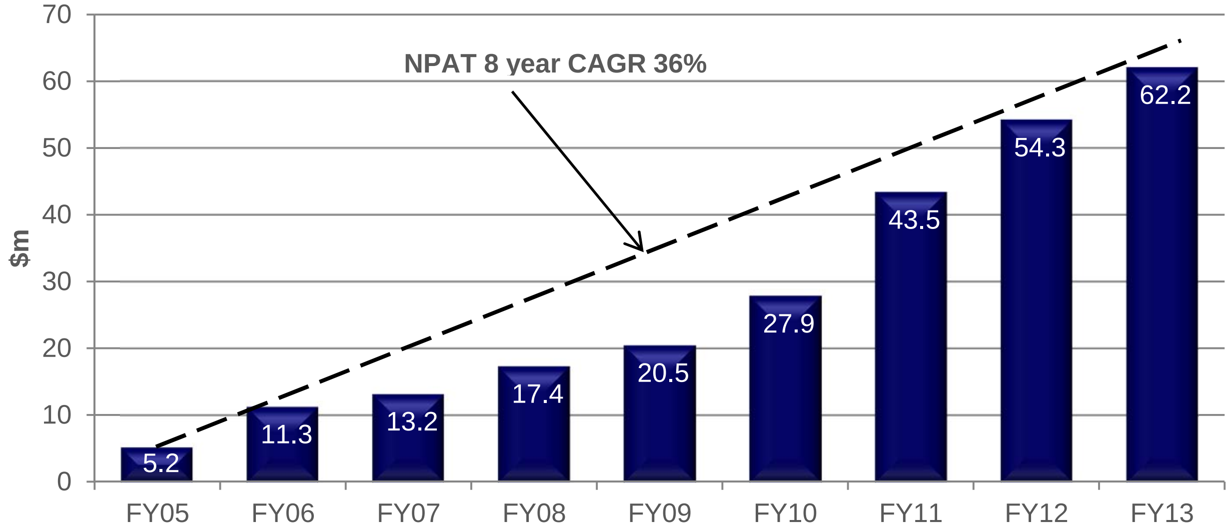
The McMillan Shakespeare Group of Companies

FY13 Financial highlights

- Continuing strong profitable growth.
- Consolidated NPAT $62.2m (15% growth on PCP).
- Diluted EPS growth 10.5%.
- Group Remuneration Services NPAT $46.8m (16% growth; 23% core operating contribution[1] growth).
- Asset Management NPAT $15m (5% growth; 19% ex-remarketing profits).
- Strong free cashflow ($60.1m pre fleet increase).
- Return on equity 34%.
- Fully franked dividend of 18 cps declared 22 October 2013 payable 22 November 2013.

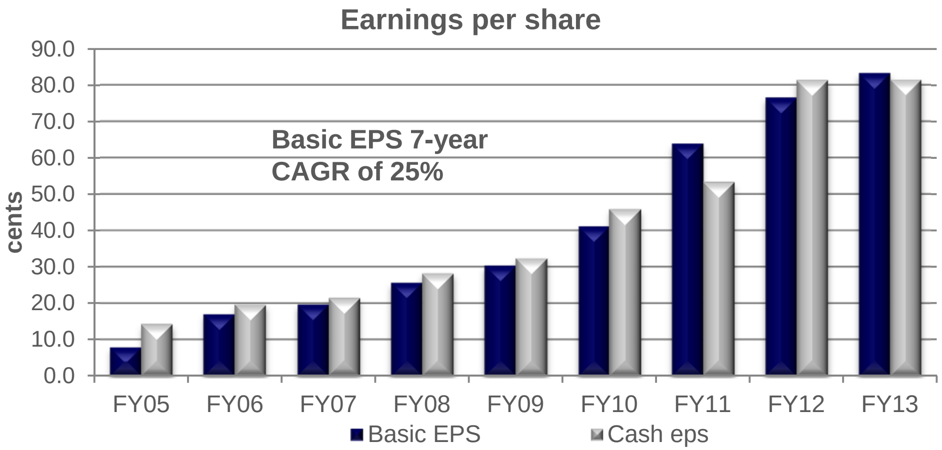
Note 1: Core operating contribution – profit before finance, tax and depreciation derived directly from salary packages managed and novated leasing, i.e. excludes impact of interest earnings on float.

Normalised[(1)] NPAT

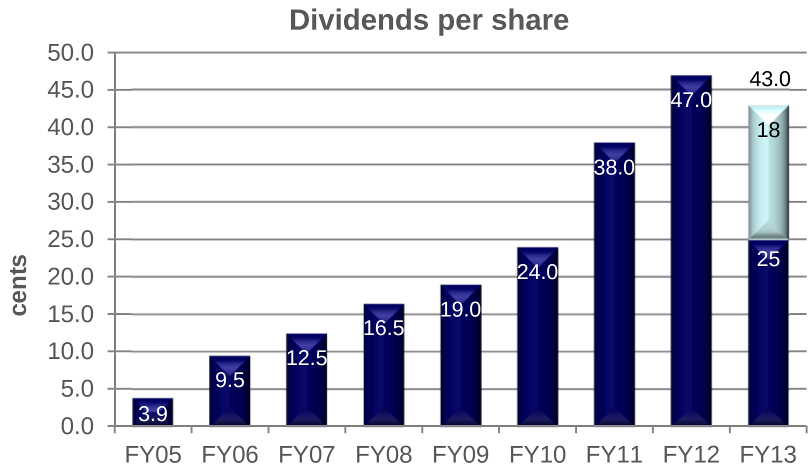


Note 1: Normalised NPAT excludes the profit recognised on acquisition of Interleasing in FY10 ($17m profit after tax)

Historical earnings and dividends per share



FY11, FY12 and FY13 cash EPS is after funding major systems upgrade as part of 5 year IT strategy.



Note: Due to the uncertainty in relation to the previously proposed legislation changes to FBT on motor vehicles, the declaration of the final dividend for FY13 occurred on 22 October 2013.

Note 1: Normalised EPS excludes the profit recognised on acquisition as a result of the business combination of ILA in FY10. Cash EPS includes CAPEX but excludes the investment in fleet growth.

Definition of segments

- **Group Remuneration Services segment definition:**
The segment provides administrative services in respect of salary packaging and facilitates the settlement of motor vehicle novated leases for customers, but does not provide financing. The segment also provides ancillary services associated with motor vehicle novated lease products such as insurance and after market products.

- **Asset Management segment definition:**
The segment provides financing and ancillary management services associated with motor vehicles, commercial vehicles and equipment in Australia, New Zealand and the United Kingdom.

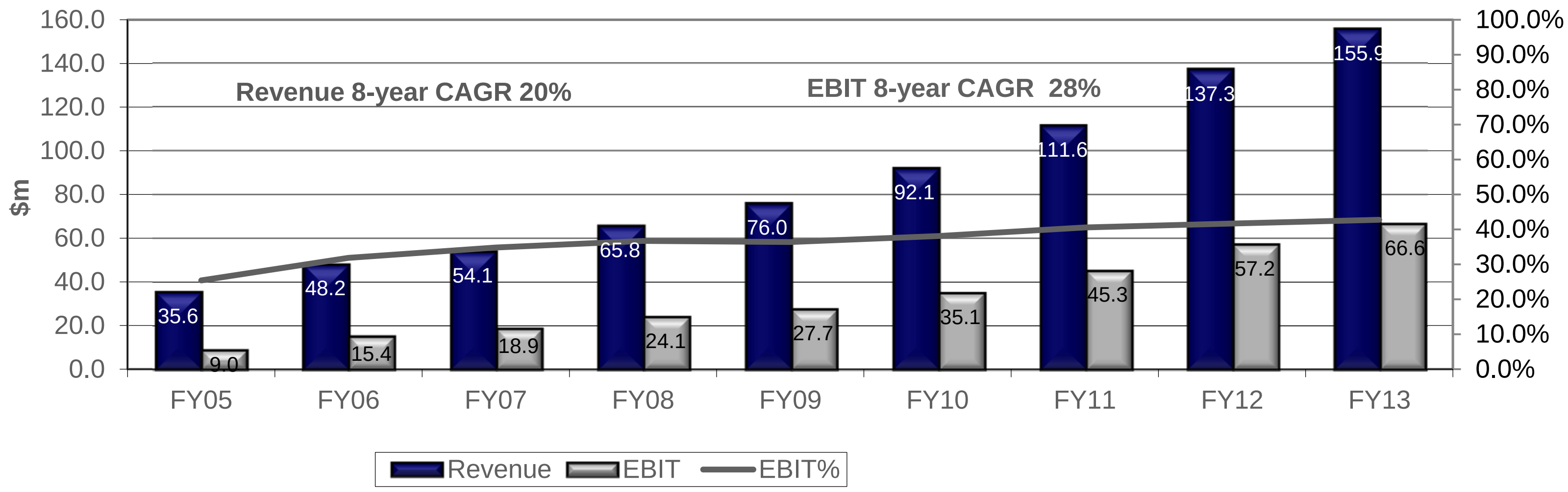
Group Remuneration Services financial performance

	2013 $000	2012 $000	% Inc
Segment revenue	**155,855**	**137,284**	**14%** (1)
Expenses			
Employee expenses	62,408	54,250	15%
Depn and amort of PPE and software	3,484	3,438	1%
Property and other expenses	23,339	22,360	4%
Total expenses	**89,230**	**80,048**	**11%**
Profit before tax	**66,625**	**57,236**	**16%**
Tax	19,832	16,971	**17%**
Net profit after tax	**46,793**	**40,265**	**16%**

Note 1: Excluding the impact of interest derived from external funds administered, the revenue growth was 16%.

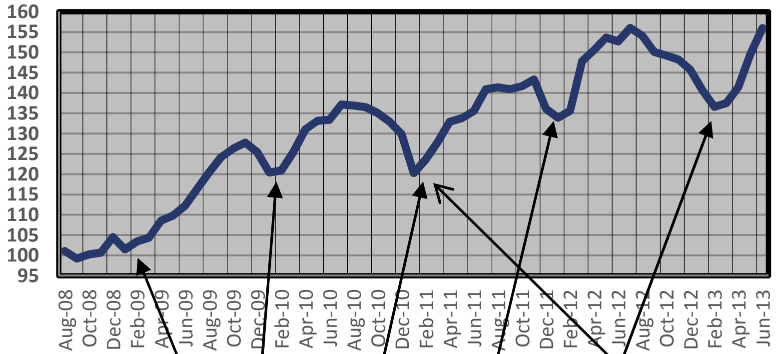
Group Remuneration Services financial performance

(cont'd)

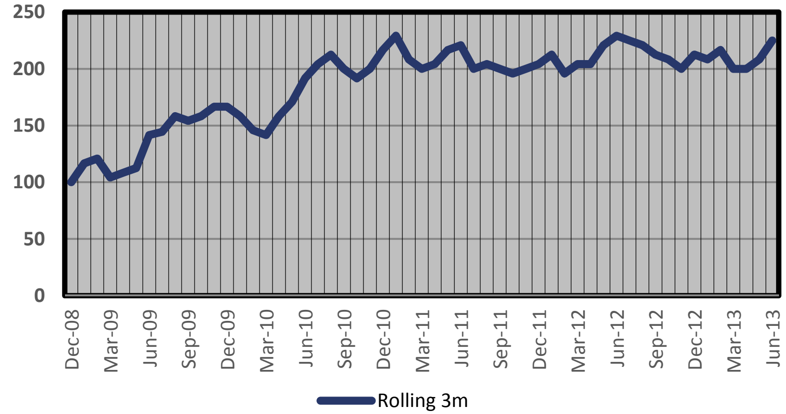


Competitive strengths and performance indices

Group Remuneration Services Productivity Index (7/08 = 100)
[Rolling 3 month Revenue (ex SP Interest) / FTE]



MMS Customer Satisfaction Index
December 2008 = 100



Queensland floods.

Increased head count to maintain client service levels during the end of FBT year process.

Asset Management segment financial performance

	2013 $000	2012 $000	% Inc
Segment revenue	**171,962**	**163,342**	**5%**
Expenses			
Depreciation of motor vehicle fleet	74,729	66,942	12%
Interest on fleet financing	11,043	9,524	16%
Lease and vehicle management expenses	47,396	50,850	-7%
Employee and other expenses	17,189	15,585	10%
Total expenses	**150,357**	**142,902**	**5%**
Profit before tax	**21,604**	**20,440**	**6%**
Tax	6,561	6,172	**6%**
Net profit after tax excluding UK JV	**15,043**	**14,268**	**5%**
Share of JV	(410)		
Net profit after tax including JV	**14,633**		

Asset Management segment commentary

- Good growth in assets under finance (assets under finance $307m versus $262m FY12; $220m FY11; $214m FY10).
- 5% NPAT growth notwithstanding lower remarketing income (excluding RV profits, NPAT growth was 19%, reflecting ongoing rebalancing of income streams post 2010 acquisition of Interleasing/Holden Leasing).
- Growth of assets under finance in second half fairly flat. Uncertain economy saw customers extending leases and delaying new orders. Strong competition in panel arrangements.
- Ongoing conduit for Group Remuneration Services sales into the private sector i.e. contributor to Group Remuneration Services segment growth.

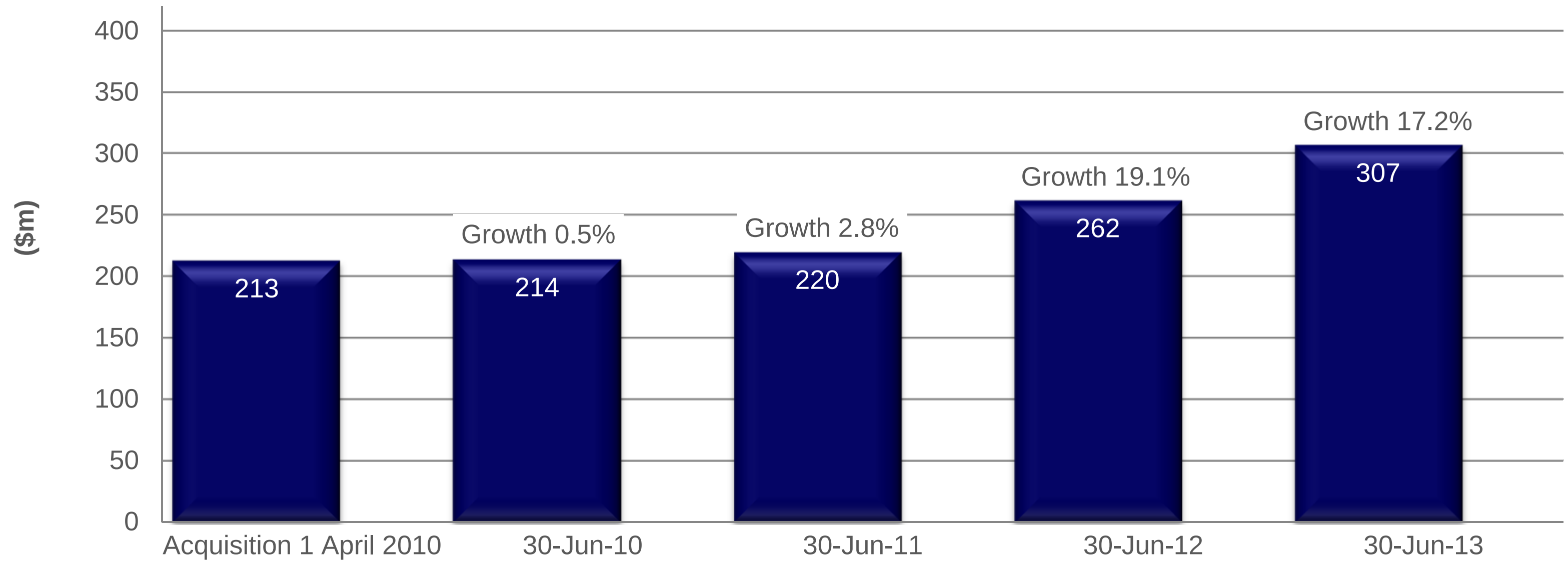
Asset Management segment commentary (cont'd)

- Competitive cost of funds.
- Net interest margin exceeded budget.
- Increase in yield from in-life services, through leveraging combined scale of Asset Management and Group Remuneration Services (novated leases) vehicles under management.
- Realised credit losses of $171k.
- Interest rate risk managed through hedging facilities.
- Prudent provisioning against possible future losses on residual values increased to $2.0m.

Asset Management segment commentary (cont'd)

- New asset management system successfully delivered.
- UK JV up and running and gathering momentum.
- CLM Asset Management acquired for £8.5m (A$14.4m), providing end to end capability in UK and a solid platform for long term profitable growth.
- Maxxia Finance Ltd set up in UK (100% owned by MMS), GBP funding facility in place and funding of UK vehicle assets has commenced. Tight UK credit market means attractive spreads available on good credit risks.

Fleet asset WDV



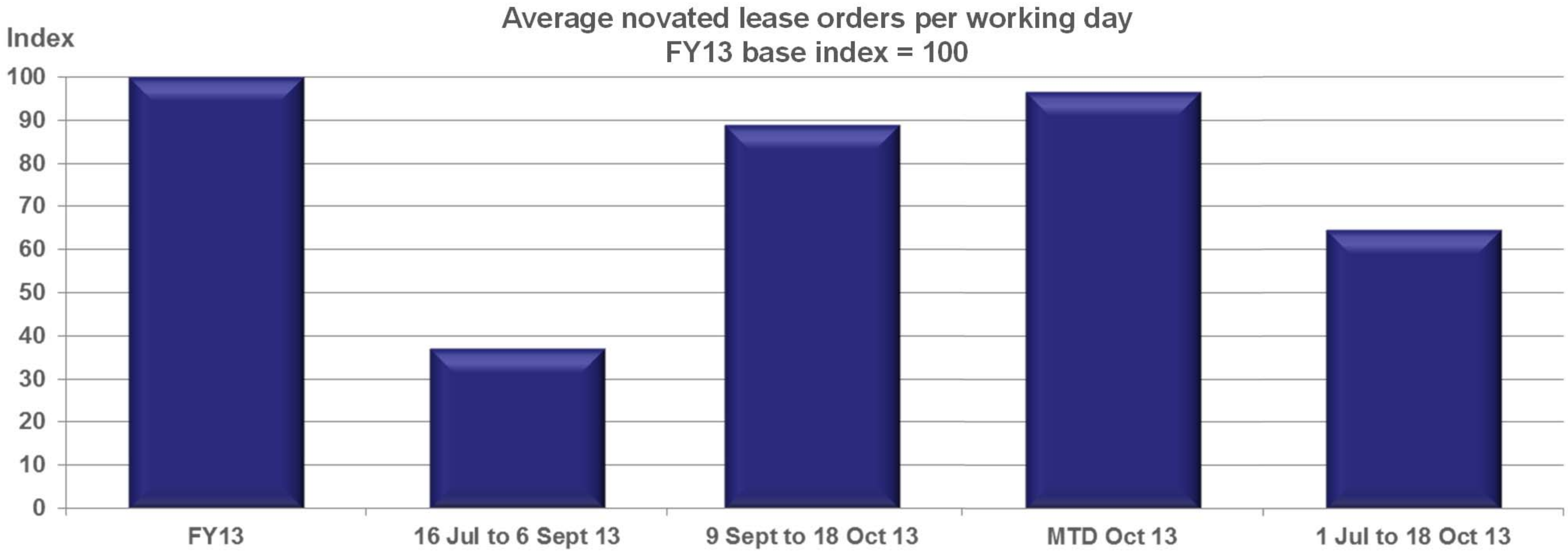
Federal Government FBT Announcement, 16 July, 2013

- No notice; no consultation; took the industry completely by surprise.
- Effective 5.00pm 16 July, 2013.
- As per MMS ASX releases, an immediate and potentially material impact on Group Remuneration Services segment in FY14.
- Significant and material reduction vs pcp in novated leasing income in July, August and September.
- Due to 42 day cycle time and the need to restart suspended employer programs, revenues unlikely to return to business-as-usual levels until 2HFY14.

Federal Government FBT Announcement, 16 July, 2013 (cont'd)

- All staff, which included additional hires for anticipated 1HFY14 growth were retained. This decision was taken having regard to the balancing of expenses, the maintenance of our strong culture of teamwork "we are all in this together" and our view of the likelihood that the measure would not be implemented.
- The decision to retain all staff will impact our expense ratio in FY14 but will significantly quicken the return to business as usual.
- One off campaign and related costs of approximately $1.5m incurred post tax.

Novated lease orders Pre and Post 16 July 2013



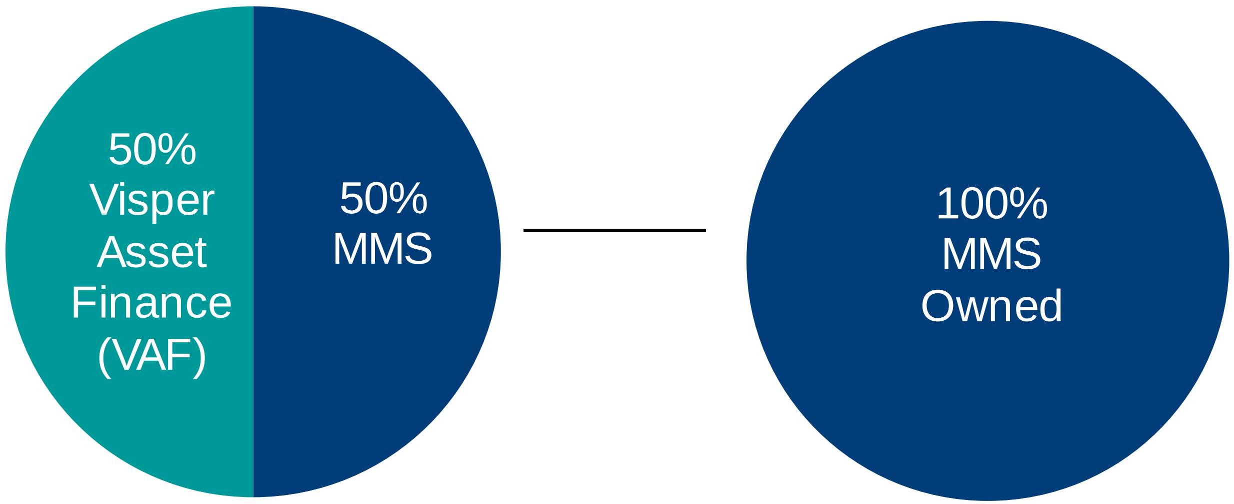
UK acquisition

- MMS' fully owned subsidiary, Maxxia (UK) Ltd, has acquired 100% of the issued shares of CLM Fleet Management plc – settlement 22 October 2013.
- CLM provides fleet management services to over 12,500 vehicles in the UK market.
- Revenue (net of customer recharges) - £7.7m (A$13m) and approx 70 employees.
- The acquisition represents another building block in providing an integrated asset finance and asset management business model in the UK.
- Provides platform for the introduction of employee lease products similar to novated.
- Purchase price of £8.5m (A$14.4m) has been funded from internal cash reserves.
- Acquisition expected to be EPS accretive but, given size, not material at this stage.

UK acquisition (cont'd)

- The CLM management team will comprise a combination of existing CLM management team and the Maxxia Limited UK joint venture team.
- Although JV joint ownership vehicle remains, JV and CLM to be managed as an integrated offering.
- JV partners' overall profit share return from managing CLM and JV equity investment will be capped at 13% of combined JV and CLM earnings (excludes Maxxia Finance Limited earnings - 100% to MMS) – see over.
- MMS' option to move to 100% ownership in 2018 remains.

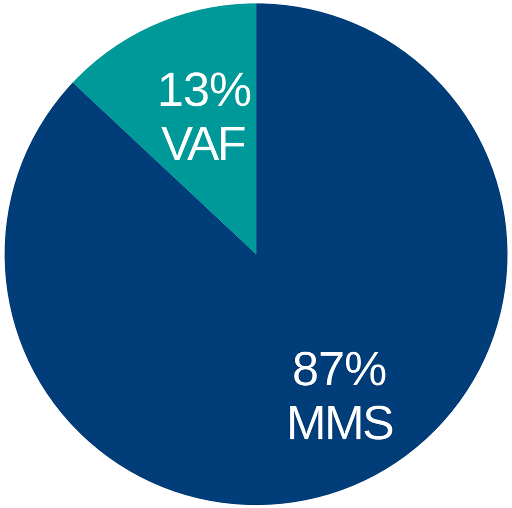
UK structure pre CLM



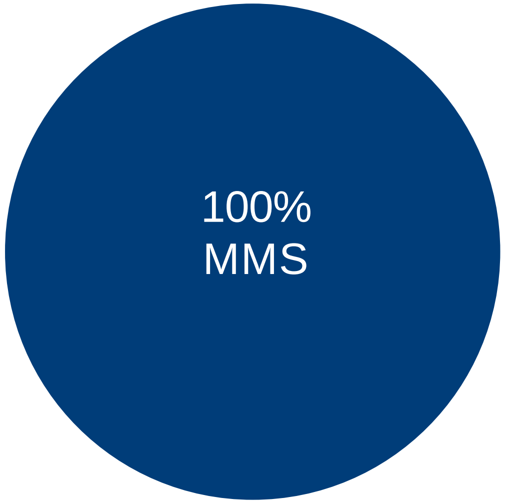
Maxxia Ltd
(Asset Finance Brokerage)

Maxxia Finance Ltd
(Panel funder to Maxxia UK)

JV partner's vs MMS' return post CLM acquisition will be:



Maxxia Ltd and CLM
(End to end asset brokerage and management)



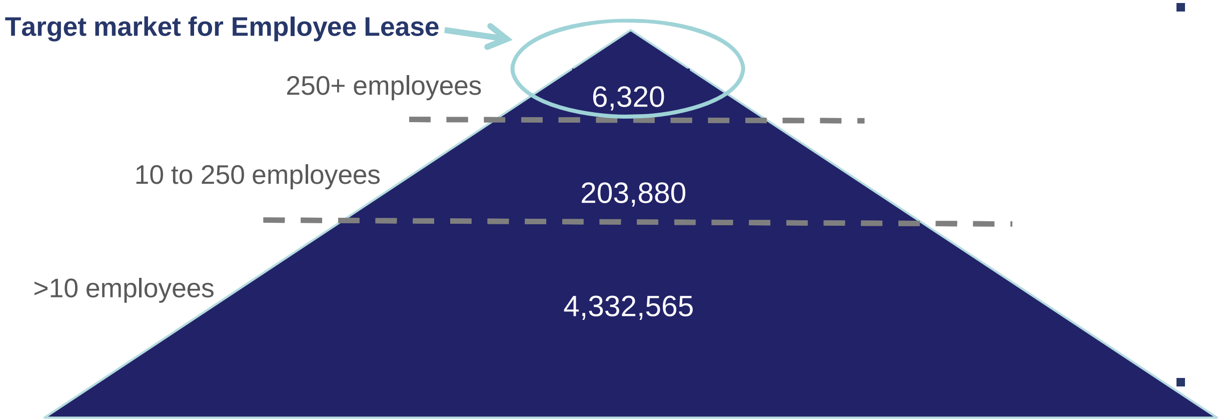
Maxxia Finance Ltd
(Panel funder to Maxxia UK and CLM)

Why UK?

- Diversification of earnings
- UK has active employee benefits market
- Substantial contract hire and car salary sacrifice market – see over
- Legal environment very similar
- Opportunity for an integrated business model to include asset finance services, employee benefits services and vehicle asset finance and management

UK market of number of businesses and employees

- Estimated 4.5 million private sector businesses
- Majority are very small; over 95 per cent have less than 10 employees.
- Number of businesses with 250 plus employees amounts to 6,320, but between them employee 9.63 million people.



- Private sector workforce is 23m:
  - 5m earn less than national minimum wage
  - 8m work part time
  - Total number of potentially eligible employees is 10m
- Estimated number of current employees in public sector 5.9m:
  - 900,000 in NHS
  - 136,000 police
  - 220,000 armed forces
  - central government 2.8m
  - local government 1.4m
  - public corporations 0.5m
- UK company car fleet size circa 2.3m.

Why CLM?

Client base. High quality, long-standing customer base, bringing asset finance cross-selling opportunities for Maxxia leading to greater customer entanglement

People. Competent and loyal employees will add value

Low risk. Low liquidity, credit, residual value risk and no maintenance risk

Controls. Strong controls and cash flow management

Growth. The combined business will bring additional income opportunities

Employee leasing. Strong employee base within existing CLM customers

Capability. Strong procurement, in-life services, logistics and remarketing competence

Systems. Flexible customer centric in house system that will enable faster implementation of new products and a differentiated market offering

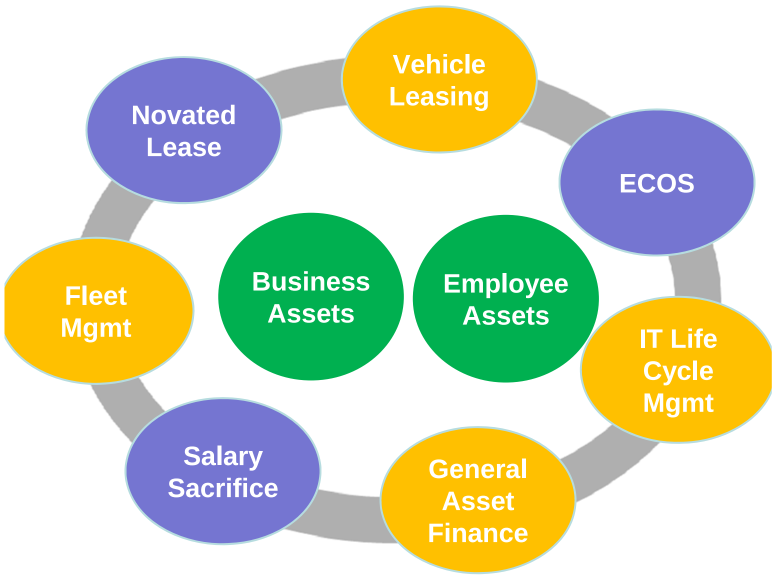
CLM will accelerate the delivery of the UK business goals and the development of the unique integrated business model

Developing the UK integrated business model

Asset Finance Solution Services

Maxxia core competencies

- Proactive sales culture
- Strong marketing capability
- Financial management
- Tax knowledge base
- Employee lease
- Asset finance brokerage and agency
- Lending as principal
- Enterprise funding portal
- Maxxia vehicle fleet competencies
- Treasury, financing & RV risk management



CLM current core competencies

- Managing vehicle Fleet value chain:

- Procurement
- Maintenance
- Disposals
- Service costs
- Fleet management
- Consultancy
- Short term rental
- Mini – lease
- Lease co. panel

Contract Hire/ Operating Lessors/ Fleet Managers

In place

Under development/ planned

CLM – A good business at a sensible price

- A low risk, modest investment opportunity to accelerate our UK ambitions.
- Provides full end to end fleet and asset management capability and a platform to build employee leasing and salary sacrifice based on UK legislation.
- Acquisition negotiations commenced well prior to 16 July FBT announcements.

MMS Outlook

- Net of the impact of 16 July FBT announcement, another year of profitable growth in both segments.
- A return to business-as-usual in novated leasing revenue during H2FY14.
- Further productivity improvements in Group Remuneration Services through ongoing IT investment.

Sensitivities

- Falling interest rates vs pcp (earnings on float).
- Second hand car prices (remarketing earnings).
- New car sales (novated lease participation).
- Government austerity/redundancy programs.
- Delivery of new IT programs/increased depreciation.
- Novated lease ramp up following election and full utilisation of carried resources.