

ACQUISITIONS UPDATE

12 AUGUST 2014

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IMPACT OF ACQUISITIONS

	Annualised Revenue A\$M	FY15 Pro Rata Revenue A\$M	Completion Date
Nowicki Carbone	\$26.0	\$17.0	November 2014
Schultz Toomey O'Brien	\$13.0	\$8.6	November 2014
Total	\$39.0	\$25.6	

- EBITDA acquisition multiples in the range of 3.5 – 4.5x.

OVERVIEW OF NOWICKI CARBONE

**Slater &
Gordon**
Lawyers



- Specialist Personal Injury Law firm based in Victoria
- Forecast acquired annual revenue of \$26.0m
- Approximately 100 staff transferring, including key people
- Proposed completion November 2014 (subject to completion of formal due diligence)

Acquisition Consideration	A\$M
Cash at Completion	\$10.0
Upfront Equity (subject to restraints on sale for up to 5 years)	\$15.0
Deferred & conditional cash (FY16 \$10m & FY17 \$10m)	\$20.0
Total Acquisition Consideration	\$45.0

OVERVIEW OF SCHULTZ TOOMEY O'BRIEN

**Slater &
Gordon**
Lawyers



- Consumer law firm based in Sunshine Coast, Queensland
- Significant family law and personal injury law practices
- Adds competence in Personal Legal Services practice groups
- Forecast acquired annual revenue of \$13.0m
- Approximately 70 staff transferring, including key people
- Proposed completion November 2014. (Due diligence substantially completed. Subject to formal transaction documentation being agreed and executed)

Acquisition Consideration	A\$M
Cash at Completion	\$12.4
Upfront Equity (subject to restraints on sale for up to 3 years)	\$3.8
Deferred & conditional cash (FY16 \$1.3m, FY17 \$1.5m)	\$2.8
Total Acquisition Consideration	\$19.0