

**ANNUAL GENERAL MEETING
20 OCTOBER 2014**

CHAIR'S ADDRESS

Welcome ladies and gentlemen to the eighth Annual General Meeting of Slater and Gordon Limited. I am John Skippen and I am the Chair of Slater and Gordon.

Before commencing the meeting a couple of small housekeeping matters. Could I please ask that all present turn off their mobile phones and secondly refrain from asking questions until the completion of the Managing Director's presentation.

I am advised that we have a quorum and I therefore formally declare the meeting open.

Now it is my pleasure to introduce the members of our board.

Firstly, my fellow independent non-executive directors Ian Court, Erica Lane and Rhonda O'Donnell. Ian Court is chair of the Audit, Compliance and Risk Management Committee and Erica Lane is the chair of the Nomination and Remuneration Committee. You may recall meeting Rhonda O'Donnell at our last AGM after she joined the board of the Company in March 2013.

Also joining us are our two executive directors –Group Managing Director Andrew Grech and Head of our Australian operations Ken Fowle.

I'd also like to introduce our Chief Financial Officer and Joint Company Secretary Wayne Brown and our General Counsel and Joint Company Secretary Kirsten Morrison.

Matthew Pringle, the lead engagement partner from our auditors, Pitcher Partners, also joins us today.

I am pleased to report that in the 2014 financial year Slater and Gordon continued its track record of delivering strong results for its shareholders.

Total Group revenue was up over 40% to A\$418.5m and net profit after tax (NPAT) increased 47% to A\$61.1million. Cash flow from operations was a strong 89.7

% of NPAT, and the total dividend was 8.0 cents per share fully franked, an increase of 21% on the prior year.

The Company also enjoyed strong relative share price performance during the period with Slater and Gordon shares up 86% in the 12 months to 30 June 2014 versus the S&P/ASX 200 gaining 12%.

This rise in the share price reflects the markets increasing confidence in the Company's strategy and our management team's ability to execute the strategy and continue to deliver a strong financial performance.

The 2014 financial year was an extremely busy time at Slater and Gordon with many notable achievements across the operations both locally and internationally.

In the UK, the acquisition program was fast tracked cementing Slater and Gordon's position as a leading consumer law firm in the UK market. The acquisitions will add over £70 million in annual revenue – resulting in UK revenues being just under half of the total Group revenue in FY15. The Group now has 1,300 employees in the UK, up from 425 when we made our initial UK entry in 2012.

My co Directors and I had the opportunity to learn more about the UK operations during a Board visit to London in May and a key takeaway for all of us from these meetings was the similarity between the UK and Australia in terms of the consumer law operating environment and challenges. This presents a huge opportunity to share knowledge and resources between our UK and Australian operations.

Obviously FY15 continues to be a very busy and exciting time in the UK with integration projects in progress and increased marketing activity to continue to build awareness of the Slater and Gordon brand.

The Australian operations also had an eventful FY14 with increased competitor activity and disruption caused by legislative change in Queensland. The Personal Injury Law practice remained strong and delivered revenue growth demonstrating that we have built a business that is able to adapt to change and continue to grow.

Coinciding with the announcement of our full year results, the Company announced its intention to acquire the businesses of Nowicki Carbone and Schultz Toomey O'Brien, both notable operators in the personal injury segment in Victoria and Queensland respectively. Schultz Toomey O'Brien also offers key general law capability. These acquisitions will strengthen our existing franchise and also demonstrate that opportunities for us to

consolidate the personal legal services market in Australia remain available through targeted acquisition. Each transaction is progressing as planned and we anticipate completion of both to occur over the next few weeks as expected.

Ken Fowlie and his team have also been busy implementing some operational effectiveness strategies across the Australian practice and we are already seeing some pleasing results from that activity.

We also continued to invest in the Australian General Law practices which are continuing to build scale and provide diversification opportunities for future growth.

So in summary, Slater and Gordon delivered a great operational and financial performance in FY14 and we as Directors are very pleased with the progress made against our key strategic priorities.

With regards to the items of business to be considered today.

We are seeking your approval for the establishment of a new Equity Incentive Plan. The new scheme aims to encourage staff retention, drive achievement of performance objectives and further align employee and shareholder interests. The Board considers equity participation a fundamental component of an effective rewards strategy and believes a refreshed share scheme was warranted. We look forward to your supporting vote.

Any increases in executive remuneration for FY14 are in recognition of high performance or reflect a change in remuneration due to increased responsibilities or relocation.

Ladies and gentlemen, thank you for your continued support of Slater and Gordon. I would also like to thank my fellow directors and all of the 2500 or so staff across Australia and the UK for their contribution throughout the year.

I now introduce our Group Managing Director Andrew Grech who will provide more detail on our FY14 performance and the outlook for this financial year. We will pause for questions at the end of Andrew's presentation.
