

H1 FY15 Results Presentation

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H1 FY15: Highlights

On track to deliver full year guidance

Group revenue up 37.6% to A\$245.3m

Normalised EBITDA margin¹ of 23.9%

Cash flow from operations 78.6% of NPAT

Australian Personal Injury Law (PIL) practice remains very resilient

UK business performing in line with expectations

Continued investment in Slater and Gordon brand

Completed acquisitions of Nowicki Carbone and Schultz Toomey O'Brien and today announced two further UK acquisitions

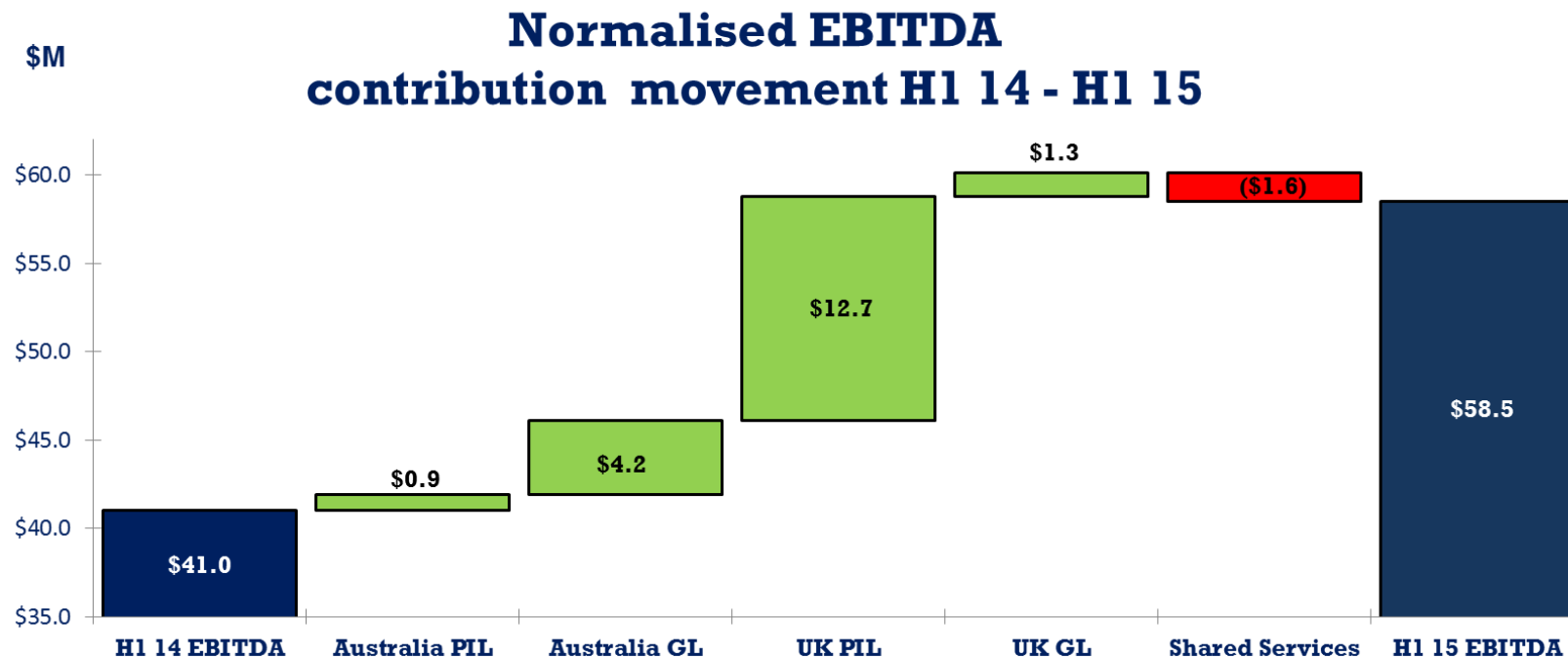
1. Normalised for acquisition costs of A\$1.5m and early termination of property lease of A\$1.5m.

H1 FY15: Financial Results

	H1 FY15 A\$M	H1 FY14 A\$M	A\$M CHANGE	% CHANGE
REVENUE	245.3	178.3	67.0	↑ 37.6%
EBITDA (NORMALISED) ¹	58.5	41.0	17.5	↑ 42.7%
EBITDA MARGIN (NORMALISED) ¹	23.9%	23.1%		
NPAT (NORMALISED) ¹	35.9	24.5	11.4	↑ 46.5%
OPERATING CASH FLOW % NPAT	78.6%	91.5%		
	CENTS	CENTS	CENTS CHANGE	% CHANGE
BASIC EPS (NORMALISED) ¹	17.5	12.3	5.2	↑ 42.3%
DILUTED EPS (NORMALISED) ¹	17.4	12.1	5.3	↑ 43.8%
DIVIDEND	3.5	3.0	0.5	↑ 16.7%

1. FY15 normalised for acquisition costs of A\$1.5m and early termination of property lease of A\$1.5m. FY14 normalised for acquisition costs of A\$2.2m.

EBITDA Bridge

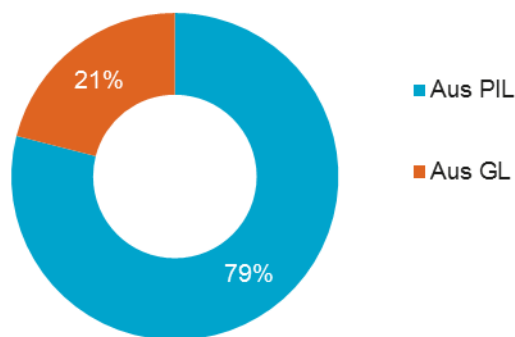


1. FY15 normalised for acquisition costs of A\$1.5m and early termination of property lease of A\$1.5m and FY14 normalised for acquisition costs of A\$2.2m.
2. Personal Injury Law (PIL), General Law (GL)

Australian Operations

	H1 FY15 A\$M	H1 FY14 A\$M	A\$M CHANGE	% CHANGE
REVENUE	127.7	116.9	10.8	9.2%
EBITDA (NORMALISED) ¹	30.6	27.1	3.5	12.9%
EBITDA MARGIN (NORMALISED) ¹	24.0%	23.4%		

H1 FY15 Revenue



Commentary

Personal Injury Law

- + Continued strong performance in Victoria
- + Meeting expectations in NSW, ACT, SA and WA
- + Queensland remains area of focus
- + PIL growth opportunities remain

General Law

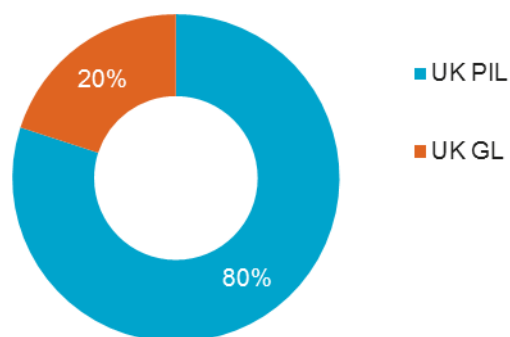
- + GL on track to deliver targets
- + Family Law service line well established
- + Conveyancing now running a single national platform
- + Business & Specialised Litigation Services recovering after a year of adjustment in FY14

1. FY15 normalised for acquisition costs and early termination of property lease .

UK Operations

	H1 FY15 A\$M	H1 FY14 A\$M	A\$M CHANGE	% CHANGE
REVENUE	117.6	61.4	56.2	91.5%
EBITDA (NORMALISED) ¹	28.0	13.9	14.1	101.4%
EBITDA MARGIN (NORMALISED) ¹	23.8%	22.6%		

H1 FY15 Revenue



Commentary

Personal Injury Law

- + Core PIL business delivering solid revenue growth
- + Acquisitions performing in line with expectations
- + Legislative environment remains stable
- + Claims Management Companies continue to consolidate

General Law

- + Increasing depth of competence across key General Law practice groups
- + Continuing to scale up practices

1. FY15 and FY14 normalised for acquisition costs.

UK Acquisitions Overview



Walker Smith Way

- + Consumer law firm in North Wales and North West England, with approximately 70% being personal injury
- + Four offices transferring, providing full coverage of North West England and Wales
- + Forecast acquired annual revenue of £10.3m.
- + Proposed completion April 2015



Leo Abse & Cohen

- + Consumer and Specialist PI firm in Cardiff, Wales
- + Expertise in hearing loss claims (UK wide practice)
- + Forecast acquired annual revenue of £8.4m
- + Proposed completion May 2015

Impact of UK Acquisitions

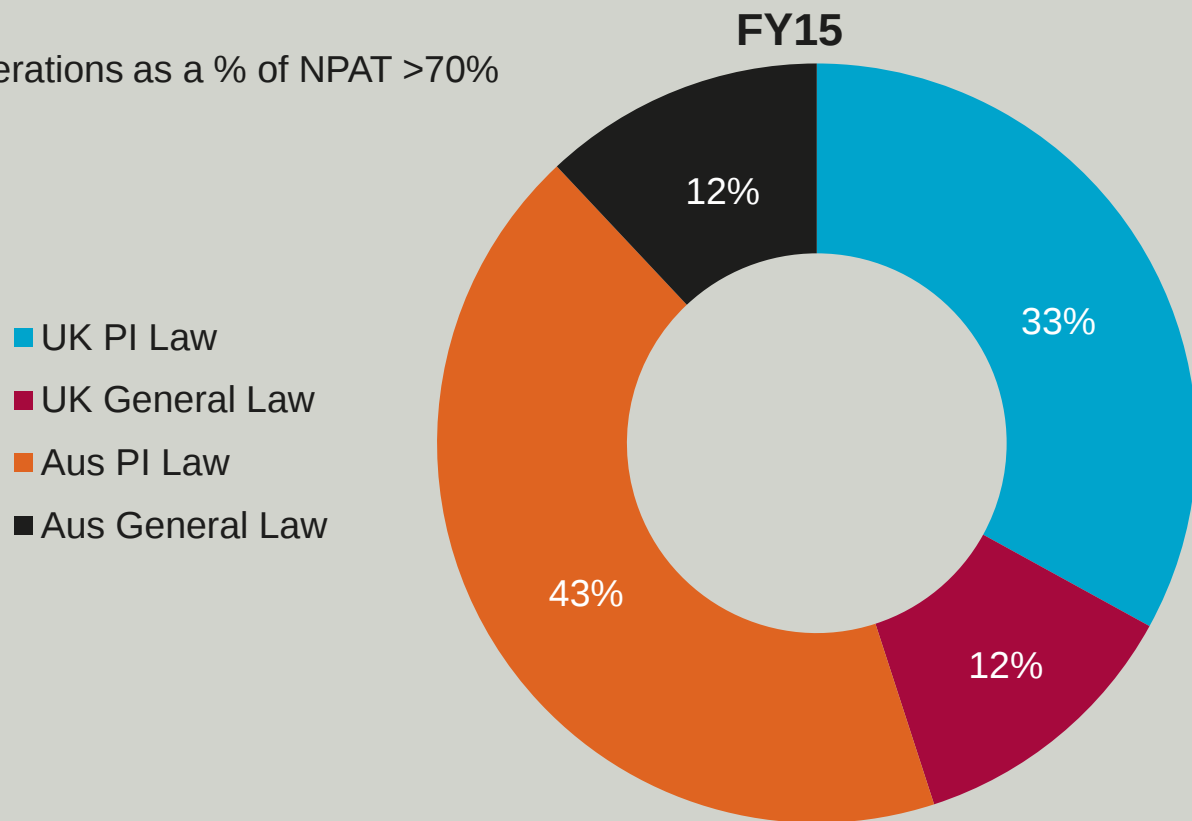
	Annualised Revenue £M	Annualised Revenue A\$M ¹	FY15 Pro Rata Revenue £M	FY15 Pro Rata Revenue A\$M ¹	Completion Date
Walker Smith Way	£10.3	\$19.1	£2.6	\$4.8	April 2015
Leo Abse & Cohen	£8.4	\$15.6	£1.4	\$2.6	May 2015
Total	£18.7	\$34.7	£4.0	\$7.4	

- + Total consideration for both acquisitions £18.7m, consisting of:
 - + £10.4m cash at completion (including extinguishment of debt)
 - + £3.7m of equity consideration
 - + £4.6m of deferred and conditional consideration over two years post completion
- + Average EBITDA acquisition multiple of 4.2x

1. Assumes GBP:AUD exchange rate of £0.54.

Outlook for FY15 Confirmed

- + Group revenue target of A\$500m^{1, 2}
- + Normalised EBITDA margin of 23% – 24%
- + Cash flow from Operations as a % of NPAT >70%



1. Includes contribution of A\$25.6m from Australian acquisitions completed in H1 but excludes proposed UK acquisitions announced today.

2. Assumes GBP:AUD exchange rate of £0.54.

Appendix 1: H1 FY15 Results (AUS & UK)

	AUST A\$M	UK A\$M ¹	H1 FY15 A\$M	H1 FY14 A\$M	A\$M CHANGE	% CHANGE
REVENUE	127.7	117.6	245.3	178.3	67.0	↑ 37.6%
EBITDA	28.4	27.0	55.4	38.8	16.6	↑ 42.8%
EBITDA MARGIN	22.3%	23.0%	22.6%	21.9%		
EBIT	25.8	25.2	51.0	35.2	15.8	↑ 44.9%
EBIT MARGIN	20.3%	21.5%	20.8%	19.8%		
NPAT	15.2	18.5	33.7	23.0	10.7	↑ 46.5%
NPAT MARGIN	11.9%	15.7%	13.7%	12.9%		
			CENTS	CENTS	CENTS CHANGE	% CHANGE
BASIC EPS			16.5	11.5	5.0	↑ 43.5%
DILUTED EPS			16.3	11.3	5.0	↑ 44.2%
DIVIDEND			3.5	3.0	0.5	↑ 16.7%

1. Actual average exchange rate for H1FY15 of £0.5471.

Appendix 2: Balance Sheet

BALANCE SHEET (GROUP)

	H1 FY15	FY14
DEBTOR DAYS ¹	88	92
PAID DISBURSEMENT DAYS ¹	41	43
WIP DAYS (AUSTRALIA) ²	447	441
WIP DAYS (UK) ²	302	304
NET BANK DEBT/EQUITY	34.4%	23.9%
INTEREST COVER (TIMES) ³	16.0	17.0
RETURN ON EQUITY	14.8%	15.2%

1. Based on net fees.
2. Based on total revenue.
3. Interest cover excludes notional interest on deferred consideration.

