

24 August 2016

Manager Company Announcements  
ASX Limited  
Level 4  
20 Bridge Street  
SYDNEY NSW 2000

**By E-lodgement**

**McMillan Shakespeare Limited 2016 Appendix 4E and 2016 Annual Report**

This release contains an announcement to the Australian Stock Exchange Limited (**ASX**) regarding the following:

1. Appendix 4E in accordance with listing rule 4.3A of the ASX Listing Rules.
2. 2016 Annual Report, including financial statements for the year ended 30 June 2016.

Yours faithfully  
McMillan Shakespeare Limited



Mark Blackburn  
Chief Financial Officer and Company Secretary



McMillian  
Shakespeare Limited

# Annual Report and Appendix 4E

Preliminary Final Report  
Provided Under Listing  
Rule 4.3A

Year Ended 30 June 2016

# MMSG

## Appendix 4E

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### 1. Details of the reporting period and the previous corresponding period

Current period: 1 July 2015 to 30 June 2016

Previous corresponding period: 1 July 2014 to 30 June 2015

### 2. Results for announcement to the market

	Percentage change	Year ended 30 June 2016 \$'000
<b>2.1</b>		
Revenues from continuing operations	29.5%	504,666
<b>2.2</b>		
Profit from ordinary activities after income tax attributable to members	22.2%	82,469
<b>2.3</b>		
Net profit from ordinary activities after income tax attributable to members	22.2%	82,469

#### 2.4 Commentary on results for the financial year

Underlying Net Profit after Income Tax and Amortisation (UNPATA), being net profit after tax but before the after-tax impact of acquisition related expenses and the amortisation of acquired intangible assets, has been used to measure financial performance of the Group. The Company believes this measure of performance best represents the core financial results of the Group's operations. For the year ended 30 June 2016 Group UNPATA of \$87.2m was 25.3% higher than the previous year.

	FY16 \$'000	FY15 \$'000
NPAT (item 2.2)	82,469	67,487
Acquisition transactions costs after-tax	1,937	1,537
Amortisation of intangibles from acquisitions after-tax	2,767	547
<b>Consolidated UNPATA</b>	<b>87,173</b>	<b>69,571</b>

UNPATA growth was driven by strong performances from Group Remuneration Services and Asset Management and bolstered by the new segment in Retail Financial Services. The financial performance of the segments is summarised below.

	FY16 \$'000	FY15 \$'000	FY16 \$'000	FY15 \$'000
	Revenue		UNPATA <sup>2</sup>	
Group Remuneration Services	188,310	176,096	58,662	54,306
Asset Management	204,812	188,061	15,262	11,595
Retail Financial Services <sup>1</sup>	110,037	23,106	13,966	3,259
<b>Segment operations</b>	<b>503,159</b>	<b>387,263</b>	<b>87,890</b>	<b>69,160</b>

<sup>1</sup> Retail Financial Services was established as a segment with the addition of the Presidian Group from 27 February 2015 and the United Financial Services entities from 31 July 2015.

<sup>2</sup> Segment UNPATA does not include unallocated public company costs and interest from Group treasury funds.

Basic earnings per share as shown in the financial statements was 99.4 cents per share (2015: 87.0 cents per share) and on a diluted basis was 99.0 cents per share (2015: 86.8 cents per share).

Refer to the FY16 Results Presentation announced to the ASX on 24 August 2016 and the accompanying Annual Report for details.

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## Appendix 4E

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### 2. Results for announcement to the market (cont...)

#### 2.5 Dividends

	Amount per security	Franked amount per security
Final dividend	\$0.34	\$0.34
Interim dividend	\$0.29	\$0.29
Total dividend (interim plus final)	\$0.63	\$0.63

There is no dividend reinvestment plan in operation.

Ex-dividend date	29 September 2016
Record date for determining entitlements to the dividend	30 September 2016
Dividend payment date	14 October 2016

### 3. Net tangible assets per security

	Year ended 30 June 2016 \$	Year ended 30 June 2015 \$
Ordinary shares	1.39	1.53

The decline in net tangible assets per share was primarily due to the increase in intangible assets associated with the acquisition of Presidian and the dilutive effect from the issue of new shares.

# MMSG Appendix 4E

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4. Control gained over entities during the financial year

Details of the control gained over entities during the financial year are contained in note 29 Business Combination in the Annual Report.

5. Audit

This report is based on the audited financial statements included in the Annual Report for the year ended 30 June 2016.

6. For more information, please contact:

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