

**SLATER  
AND GORDON  
GROUP**

# Annual General Meeting

4 November 2016

# John Skippen

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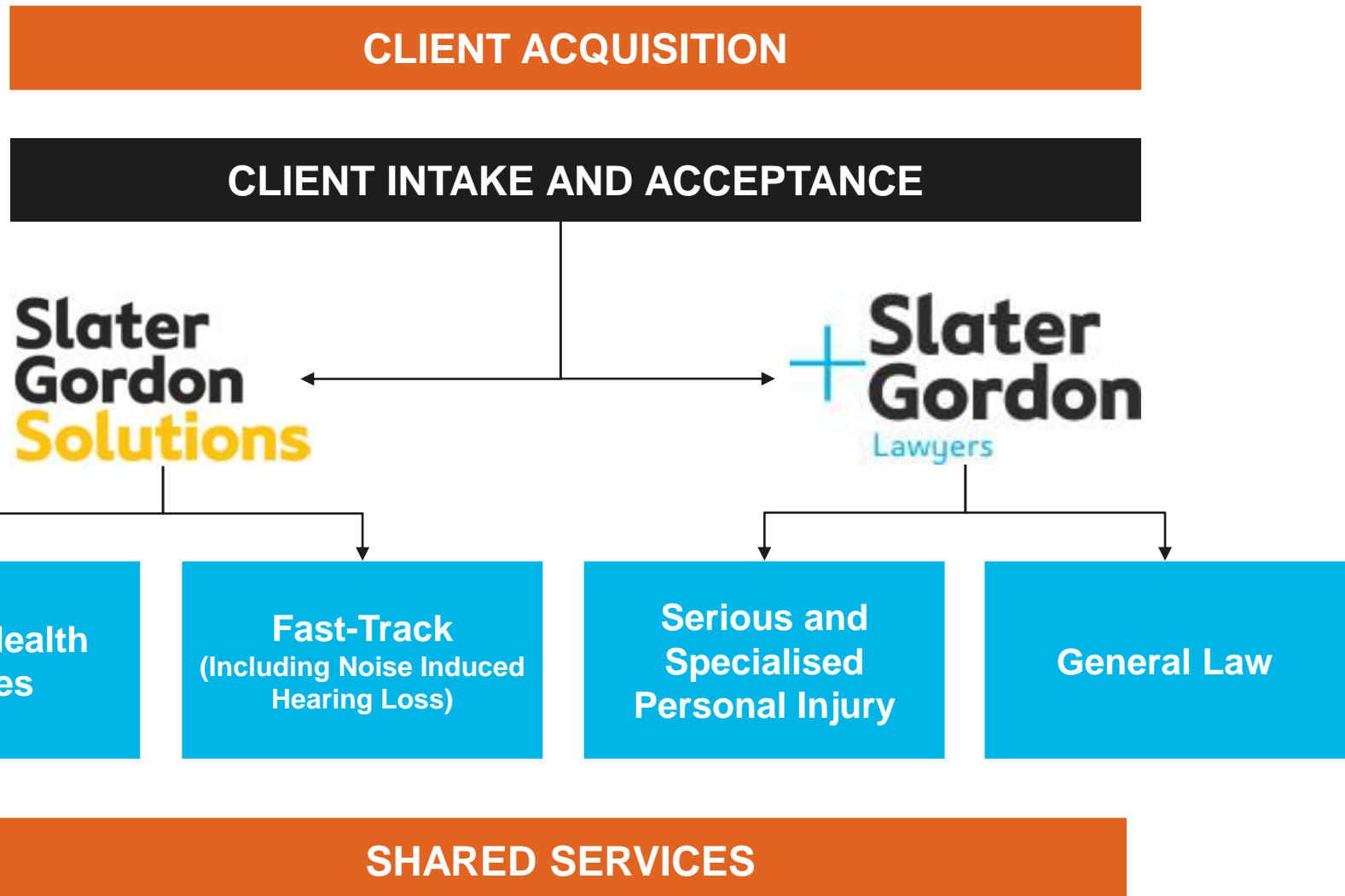
Chair

# Andrew Grech

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Group Managing Director

# UK Operating Model



# UK Performance Improvement Programme (PIP) – Key Components & Objectives

*Programme is focussed on 4 key areas .....*

## Streamline operations

- Align organisation with markets
- Right size foot print and labour force
- Implement Shared Services model

## Rationalise Marketing and New Business investment

- Align investment with resolution performance
- Improve case quality
- Grow brand awareness

## Enhance Process & Systems

- Robust, efficient infrastructure
- Improve case handler productivity
- Accelerate WIP realisation

## Communications and employee engagement

- Enhance business communications and staff engagement

# UK PIP

## – Risks/Challenges

- Cost of client acquisition and marketing
- Case failure rates
- Productivity improvements
- Adverse legislative change

# UK Market

## – Opportunity

- SGH leader in a growing sector
- Consolidation will continue
- Well positioned brand
- Opportunity to improve market share

# Australian Operations

- Targeted activities to improve operating performance
- Key areas: clients, staff engagement, revenue generation, cash, cost savings
- Increasing client satisfaction levels in 2016



# Q1 Trading Update

## – Australia

- Good start – earnings in line with budget
- Enquiries broadly in line with prior year
- Some weakness in file openings in Personal Injury Law
- Strong growth in Family Law enquiries

# Q1 Trading Update

## – UK

- Total earnings slightly ahead of budget driven by Serious and Specialised Personal Injury Law practice
- PIP delivering recurring cost savings
- Enquiries and intake for legal services business stabilised
- General Law largely on track
- SGS some revenue shortfall in Legal division
- Noise Induced Hearing Loss settlements lower than expected

# FY17 Priorities & Operating Environment

Restoring earnings and cash flow:

- Delivery of UK Performance Improvement Programme
- Improving profitability of Australian operations

Continue improving governance and reporting

Improving the working capital position

# Annual General Meeting

## Formal Business

# Item 1:

## Financial Statements

# Item 2:

## Remuneration Report

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## Remuneration Report

### Proxy Votes

<b>For</b>	30,362,428	46.95%
<b>Against</b>	27,900,081	43.15%
<b>Open</b>	6,408,419 Includes 5,196,107 votes in favour of the Chair	9.90%
<b>Abstain</b>	2,513,797	

# Item 3(a):

**Election of  
James Millar**



# Item 3(a):

## Election of James Millar

### Proxy Votes

<b>For</b>	70,606,026	87.42%
<b>Against</b>	3,771,680	4.67%
<b>Open</b>	6,385,374 Includes 5,165,274 votes in favour of the Chair	7.91%
<b>Abstain</b>	3,147,859	

# Item 3(b):

## Election of Tom Brown

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### Proxy Votes

<b>For</b>	70,612,234	87.45%
<b>Against</b>	3,738,799	4.63%
<b>Open</b>	6,395,263 Includes 5,175,163 votes in favour of the Chair	7.92%
<b>Abstain</b>	3,164,643	

# Item 4:

## Appointment of Auditor

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### Proxy Votes

<b>For</b>	73,858,472	90.28%
<b>Against</b>	1,501,433	1.83%
<b>Open</b>	6,453,047 Includes 5,232,947 votes in favour of the Chair	7.89%
<b>Abstain</b>	2,097,987	

# Item 5(a):

Issue of  
Performance Rights to  
Andrew Grech

# Item 5(a):

## Issue of Performance Rights to Andrew Grech

### Proxy Votes

<b>For</b>	50,722,228	66.67%
<b>Against</b>	19,281,480	25.34%
<b>Open</b>	6,081,612 Includes 4,868,562 votes in favour of the Chair	7.99%
<b>Abstain</b>	1,439,288	

# Item 5(b):

Issue of  
Service Rights to  
Andrew Grech



# Item 5(b):

## Issue of Service Rights to Andrew Grech

### Proxy Votes

<b>For</b>	46,332,445	61.09%
<b>Against</b>	23,414,870	30.88%
<b>Open</b>	6,090,066 Includes 4,877,016 votes in favour of the Chair	8.03%
<b>Abstain</b>	1,687,227	

CONCLUSION