

The background of the slide is a bokeh effect of out-of-focus lights in various colors including white, yellow, orange, red, purple, and blue, set against a dark background. The lights are scattered across the frame, with some appearing as bright, sharp circles and others as soft, blurred halos.

MMS Group
Annual General Meeting

2017

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Overview

> Financial

- Delivered revenue growth of 1.6% to \$513.0m, with UNPATA remaining unchanged at \$87.2m
- Full year dividend of 66.0 cents per share fully franked, a 4.8% increase over the prior year

> Customer

- Record 2H organic growth: salary packages up 21.4% and novated vehicles up 20.8% compared to the prior year
- Multiple contract wins including Queensland Government novated leasing and NSW Local Health Districts
- Increased net promoter score to 50.3

> People

- Workforce unchanged at circa 1,200 across Australia, NZ and UK (incorporating recent acquisitions)
- Employee engagement score of 76

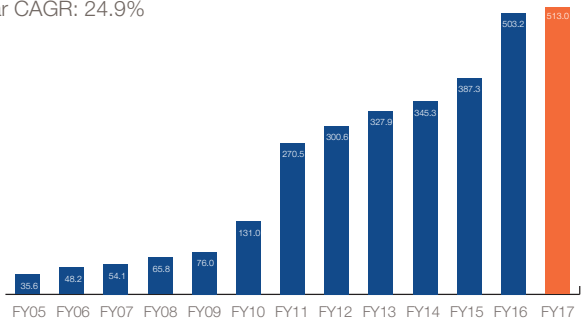
> Process

- Successfully transitioned 70,000 customers onto the new innovative card program
- Launched Maxxia / RemServ Wallet and Bus Travel benefit to drive improved productivity and margins
- Initiated off balance sheet funding (P&A) effective August 2016
- Broadened UK asset finance platform with two acquisitions (EVC and Capex)

Key financial metrics

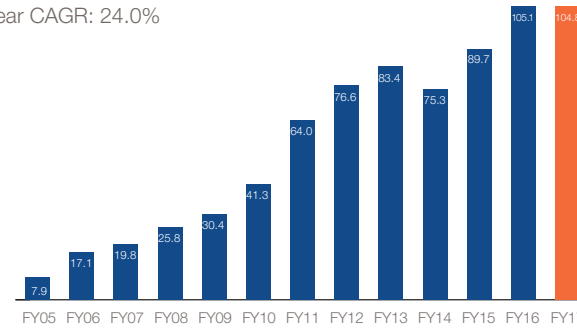
> Revenue (\$m)

12 year CAGR: 24.9%



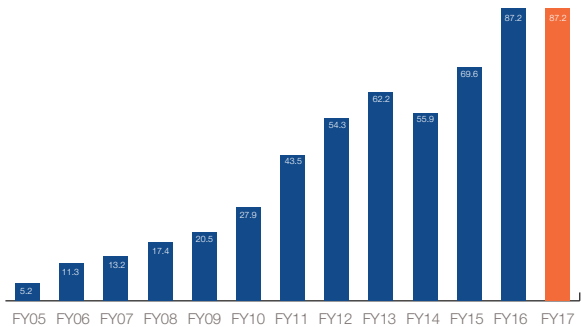
> Earnings per share (cents)

12 year CAGR: 24.0%



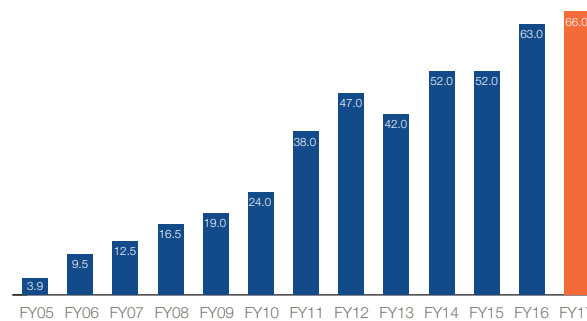
> UNPATA performance (\$m)

12 year CAGR: 26.9%



> Dividends per share (cents)

12 year CAGR: 29.4%



Key operational metrics



317,500

Salary packages

↑ 8.4%



59,800

Novated leases

↑ 7.2%



41,800

Assets managed (Units)

↑ 12.3 %



\$484m

Assets managed (WDV)

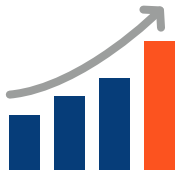
↑ 11.0%



\$2,400m

Net amount financed

↑ 23.1%



72%

Online claims uptake



76

Employee Engagement Score



50.3

Net Promoter Score

Average monthly score for FY17

FY18 Update

Growth

- Second half FY17 momentum carried forward into the first half FY18
- Increased market share in Queensland
- Yields in line with our expectations
- New business wins continue

UK overview

- Integration of recent acquisitions well advanced
- Continued focus on organic growth and accretive acquisitions
- Senior member of the executive team relocating to the UK

Customer

- Maxxia / RemServ Wallet Discount Savings Program launched in October
- Focus on digital technologies to drive further efficiencies and improved service outcomes

Capital light funding

- P&A funding progressing well
- Facilities now increased to \$60m

Regulatory environment

- Regulatory review of the financial services industry continuing
- MMS focusing on developing flexible operating model

Plan Management Partners – exciting opportunity



> What is the National Disability Insurance Scheme (NDIS)

- A national scheme designed to give people with disability choice over the services they use and control over their funding
- By 2020, NDIS will support 460k participants with sector funding to grow to \$22 billion annually
- Opportunity to contribute to the success of the scheme with sophisticated plan management that ensures participant's needs are matched with the right services

> Expertise MMS brings to plan management

- Experienced funds manager with the systems to manage high volumes of transactions annually
- Long-term existing relationships with not-for-profit and health sectors
- Transferrable capabilities with a focus on compliance
- Track record of creating strong customer value propositions

> Current position

- Established a joint venture with Disability Services Australia
- Completed a successful trial period in NSW and commenced national roll-out to Victoria, Queensland and South Australia
- Strongly engaged with state and federal governments and NDIA
- Competitive customer proposition resulting in customer growth

Summary

- GRS segment is well positioned following the strong momentum built in 2H FY17
- Continued focus on asset growth in Australia and improving financial returns
- UK businesses are performing well, building scale, with acquisitions delivering national footprint
- RFS is adapting to the changing environment, building a sustainable, profitable business with new leadership structure
- Investments in technology driving new levels of innovation and productivity with scope for additional margin growth
- Exciting opportunity in the Disability Sector
- MMS is performing well, focused on key drivers and is well positioned for growth in FY18 and beyond

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Financial data

All dollar values are in Australian dollars (\$) unless stated otherwise

Effect of rounding

A number of figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation

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Adoption of the Remuneration Report

For	50,003,483	97.74%
Against	757,863	1.48%
Open-Usable	396,725	0.78%
Abstain	25,376	N/A
Excluded	9,412,966	N/A

Re-election of Mr Tim Poole as a Director

For	50,001,415	82.88%
Against	9,952,581	16.49%
Open-Usable	383,017	0.63%
Abstain	259,400	N/A
Excluded	0	N/A

Re-election of Mr Ross Chessari as a Director

For	41,549,172	68.87%
Against	18,407,474	30.50%
Open-Usable	384,637	0.63%
Abstain	255,130	N/A
Excluded	0	N/A

Adoption of Long Term Incentive Plan

For	50,244,370	98.23%
Against	519,932	1.01%
Open-Usable	389,339	0.76%
Abstain	29,806	N/A
Excluded	9,412,966	N/A

Issue of Performance Rights and Performance Options to the Managing Director

For	58,824,633	97.12%
Against	1,365,975	2.26%
Open-Usable	374,589	0.62%
Abstain	31,216	N/A
Excluded	0	N/A

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