

22 August 2018

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

By E-lodgement

McMillan Shakespeare Limited 2018 Appendix 4E

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. 2018 Annual report, including financial statements for the year ended 30 June 2018.

Yours faithfully
McMillan Shakespeare Limited

A handwritten signature in blue ink, appearing to read 'Mark Blackburn', with a large circular flourish at the end.

Mark Blackburn
Chief Financial Officer and Company Secretary

MMS
Appendix 4E

**Preliminary Final
Report Provided
Under Listing Rule 4.3A**
Year ended 30 June 2018

McMillanShakespeareGroup

MMS

Appendix 4E

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

Current period: 1 July 2017 to 30 June 2018

Previous corresponding period: 1 July 2016 to 30 June 2017

2. Results for announcement to the market

	Percentage change	Year ended 30 June 2018 \$'000	Year ended 30 June 2017 \$'000
2.1			
Revenues from continuing operations	4.2%	545,404	523,443
2.2			
Profit from ordinary activities after income tax attributable to members	(25.9%)	50,303	67,902
2.3			
Net profit from ordinary activities after income tax attributable to members	(25.9%)	50,303	67,902

2.4 Dividends

	Amount per security	Franked amount per security
Final dividend	\$0.40	\$0.40
Interim dividend	\$0.33	\$0.33
Total dividend (interim plus final)	\$0.73	\$0.73

There is no dividend reinvestment plan in operation.

2.5 Dividend record date

Ex-dividend date	13 September 2018
Record date for determining entitlements to the dividend	14 September 2018
Dividend payment date	28 September 2018

2.6 Information on note 2.2

Net profit after-tax for the year of \$50,303,000 includes the after-tax impact of acquisition related items and disposal of business as detailed in note 14. Underlying Net Profit after Income Tax and Amortisation that excludes these items is \$93,519,000 which is a 7% increase on the preceding year of \$87,167,000.

MMS

Appendix 4E

3. **Statement of Comprehensive Income**
Refer Statements of Profit or Loss and Other Comprehensive Income in the Annual Report.
4. **Statement of Financial Position**
Refer Statements of Financial Position in the Annual Report.
5. **Statement of Cash Flows**
Refer Statements of Cash Flows in the Annual Report.
6. **Statement of Changes in Equity**
Refer Statements of Changes in Equity in the Annual Report.
7. **Details of Dividend Payments**
Refer Dividends note in the Annual Report.
8. **Dividend reinvestment plan**
None.
9. **Net tangible assets per security**

	Year ended 30 June 2018 \$	Year ended 30 June 2017 \$
Per ordinary share	2.01	1.45

10. **Control gained over entities during the financial year**
None.
11. **Details of Joint Venture entities**
Refer Investment in Joint Venture note in the Annual Report.
12. **Significant information on financial performance and financial position for investors**
Refer Results Presentation announced to the ASX and the Annual Report.
13. **Accounting standards used by foreign entities**
Not applicable.

MMS

Appendix 4E

14. Commentary on the 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 items (including impairment charge for intangible assets, acquisition expenses, amortisation of acquired intangible assets and contingent consideration items) and disposal of business has been used to measure financial performance of the Group for several years. The Group believes this measure of performance best represents the underlying operating results of the Group. For the year ended 20 June 2018, Group UNPATA of \$93.5 million was 7% ahead on the previous year.

	FY18 \$'000	FY17 \$'000
NPAT (item 2.2)	50,303	67,902
Impairment of intangible assets after-tax ¹	38,000	15,345
Disposal of business ²	6,908	-
Amortisation of intangible assets acquired on business combination after-tax	3,514	3,019
Fair valuation of contingent consideration	(5,458)	(283)
Amortisation of contingent consideration financing charge	252	193
Acquisition transactions costs after-tax	-	991
Consolidated UNPATA	93,519	87,167

1 Non-cash impairment for the carrying value of intangible assets in the Retail consumer finance business which forms part of the Group's Retail Financial Services (RFS) segment. This business represents approximately 2% of the Group's FY18 UNPATA.

2 Relates to the exit of the Money Now point of sale motor vehicle consumer finance business.

UNPATA for the Group is 7% ahead on last year's result:

	FY18 \$'000	FY17 \$'000	FY18 \$'000	FY17 \$'000
	Revenue		UNPATA ³	
Group Remuneration Services	207,712	189,709	64,148	58,341
Asset Management ^{1,2}	243,726	226,159	21,601	17,506
Retail Financial Services	92,547	106,023	8,634	12,379
Segment operations	543,985	521,891	94,383	88,226
Unallocated			(864)	(1,059)
Consolidated UNPATA			93,519	87,167

1 Asset Management includes the acquisitions in the UK, EVC on 1 December 2016 and CAPEX on 3 January 2017.

2 Asset Management revenue in 2017 has been re-stated to include revenue from the sale of motor vehicles together with a corresponding increase in the cost of sales by \$10,411,000. There is no impact on UNPATA.

3 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 60.9 cents per share (2017: 81.6 cents per share) and on a diluted basis was 60.6 cents per share (2017: 81.5 cents per share). Basic UNPATA per share is 113.2 cents per share (2017: 104.8 cents per share).

Refer to the FY18 Results Presentation announced to the ASX on 22 August 2018.

MMS

Appendix 4E

15. Audit

This report is based on accounts which have been audited.

For more information, please contact:

Mr Michael Salisbury

Managing Director and Chief Executive Officer

McMillan Shakespeare Limited

Mr Mark Blackburn

Chief Financial Officer and Company Secretary

McMillan Shakespeare Limited

McMillan Shakespeare Limited

ABN 74 107 233 983
AFSL No. 299054
Level 21, 360 Elizabeth Street
Melbourne Victoria 3000
www.mmsg.com.au

McMillanShakespeareGroup