

A background of colorful bokeh lights in shades of red, orange, yellow, purple, and white, creating a festive and celebratory atmosphere.

MMS Group
Annual General Meeting

2018

McMillanShakespeareGroup

Overview

> Financial

- Revenue growth of 4.2% to \$545.4m, with UNPATA up 7.2% to \$93.5m
- Full year dividend of 73.0 cents per share fully franked, a 10.6% increase over the prior year

> Customer

- Underlying customer growth across all segments
- Continued new business success
- Net Promoter Score of 49.1
- Key customer milestones achieved in the UK
- Successful launch of Plan Partners

> People

- Employee Engagement score of 80 (October 2018)
- Workforce increased to 1,283 (investment in Plan Partners)
- Invested in group wide leadership development programs

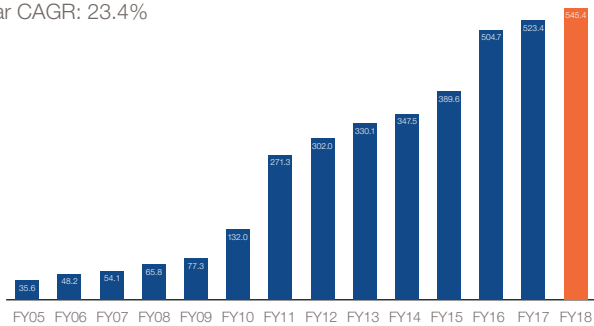
> Process

- Driving growth and improved operating margins through Beyond 2020 program
- Investment in core IT platforms to improve operational performance and build scalability
- Launch of dedicated social media platforms for Maxxia and RemServ
- Successful integration of UK acquisitions EVC and Capex
- Off balance sheet funding delivering improved returns on capital

Key financial metrics

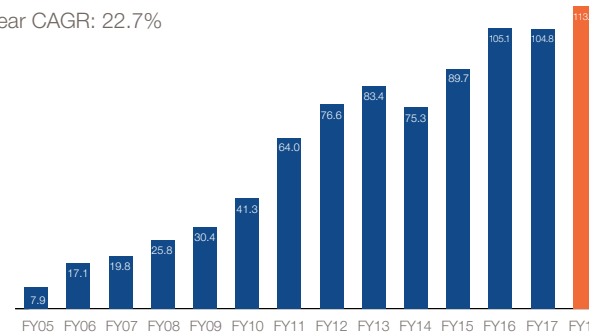
> Revenue (\$m)

13 year CAGR: 23.4%



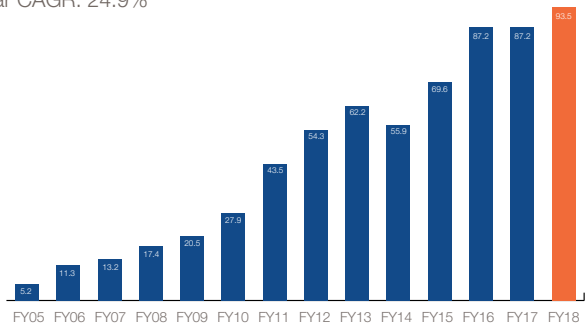
> Earnings per share (cents)

13 year CAGR: 22.7%



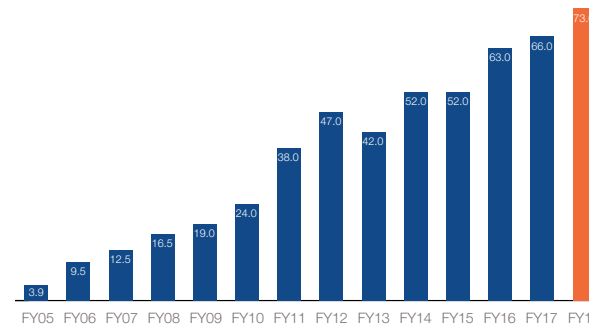
> UNPATA performance (\$m)

13 year CAGR: 24.9%



> Dividends per share (cents)

13 year CAGR: 25.3%



Key operational metrics



334,850

Salary packages

↑ 5.5%



63,300

Novated leases

↑ 5.9%



42,750

Assets managed
(Units)

↑ 2.3 %



\$521m

Assets managed
(WDV)¹

↑ 7.6%



\$2,850m

Net amount financed

↑ 23.1%



\$395m

Average salary packaging float

↑ 3.9%



1,260

Average employees FY18

↑ 8.0%



49.1

Net Promoter Score

Average monthly score for FY18

¹ Inclusive of on and off balance sheet funding

FY19 Update

Growth

- Activity system driving participation
- Continued new business wins
- Novated outperforming new car market growth
- Yields and residual values in line with expectations
- Positive start from repositioned RFS segment

What's New

- Novated Lease Buyback initiative launched
- Increased retail footprint (JHUC)
- Digital focus driving innovation
- Launched 'Maxxia Drive' our new Virtual Reality experience

Beyond 2020

- 3 year investment to drive margin improvement and enhance customer experience
- Fully integrated digital solutions
- Structured for automation

Maxxia UK

- Softer start due to Brexit and new Euro emission standards
- Continued focus on organic growth supported by acquisitions to increase geographic footprint

Plan Partners

- New state-of-the-art headquarters
- Rebranding launched
- Continuing to build scale and lead the market nationally
- Strong partner relationships driving growth
- Segment leading technologies
- Scale delivering improved margins

Summary

- Ongoing growth in GRS underpinned by high client retention, new customer wins and increasing penetration
- Continued focus on off balance sheet funding to drive ROCE improvement
- RFS business well positioned in terms of further changes to consumer markets
- Investments in core technology aimed at transforming our platforms and systems
- Plan Partners growing strongly and set for profit in FY19
- MMS performing well, focused on key drivers and investing in long term sustainable growth

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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	49,718,007	96.62%
Against	1,488,657	2.89%
Open-Usable	254,435	0.49%
Abstain	48,977	N/A
Excluded	9,423,242	N/A

Re-election of Mr John Bennetts as a Director

For	43,956,740	72.17%
Against	16,712,897	27.44%
Open-Usable	237,448	0.39%
Abstain	26,233	N/A
Excluded	Nil	N/A

Re-election of Mr Ian Elliot as a Director

For	56,987,414	93.56%
Against	3,664,246	6.02%
Open-Usable	255,425	0.42%
Abstain	26,233	N/A
Excluded	Nil	N/A

Re-election of Ms Helen Kurincic as a Director

For	60,627,931	99.55%
Against	21,219	0.03%
Open-Usable	250,791	0.42%
Abstain	33,377	N/A
Excluded	Nil	N/A

Issue of Performance Rights and Performance Options to Managing Director

For	60,202,165	98.85%
Against	446,719	0.73%
Open-Usable	250,335	0.42%
Abstain	34,099	N/A
Excluded	Nil	N/A

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