

28 August 2025

McMillan Shakespeare Limited FY25 Results ASX Announcement

McMillan Shakespeare Limited (ASX: MMS) today announced its financial results for FY25. MMS reported revenue growth across all business segments. The Company completed its multi-year Simply Stronger program – a milestone that has provided access to new customer segments, delivered superior digital solutions and resulting in productivity gains.

FY25 Highlights

- Statutory Net Profit After Tax (NPAT) of \$95.3 million (up 14.1%)
- Normalised Revenue of \$541.6 million (up 3.0%)
- Normalised Underlying Net Profit After Tax and Amortisation (UNPATA) of \$103.2 million (down 4.1%)
- Novated lease sales grew 4.1% year-on-year, supported by new client wins and the rollout of Oly
- Plan & Support Services customers up 10.5% and including the acquisition of My Plan Support in May 2025 customers increased 21.5%.
- Simply Stronger program successfully completed, delivering superior digital solutions and productivity gains
- Normalised Earnings Per Share (EPS) of 148.2 cents
- Full Year Dividend of 148.0 cents per share Fully Franked

MMS CEO and Managing Director Rob De Luca said:

“FY25 was a year of strategic progress and delivery while achieving revenue growth across all our business segments.”

“Completing the Simply Stronger program is a major milestone for the Group. As part of the program, we launched superior digital solutions to our customers including the MyMaxxia and MyRemServ apps. We also rolled out Oly to an increasing number of SMEs and strategic partners, contributing to Novated leasing growth of 4.1%.”

“In Asset Management Services, our new digitised process simplified trade-ins for our Novated customers which saw a 19% increase in uptake half on half. In Plan & Support Services, our investment in artificial intelligence and automation helped improve fraud detection and productivity with a 56% increase in invoices processed digitally.”

“We enter FY26 with business momentum, a clear strategy for growth and an unwavering focus on excelling in customer experience, delivering valued solutions for our customers and partners, and driving technology-enabled productivity.”

Outlook

MMS enters FY26 with business momentum and a clear strategy for growth.

Expected Market outlook

Auto supply and used car values are expected to remain broadly consistent with 2HFY25.

While the benefits from the PHEV FBT exemption expired in 2HFY25, the FBT Exemption on BEV continues with the Federal Government committed to review by mid-2027.

Following the 2025-26 NDIS pricing review, monthly plan management fees will remain consistent while set up fees were removed effective 1 July 2025. Set up fees represented 7.9% of PSS revenue in FY25.

Cash rates are expected to reduce as inflation moderates, supporting customer confidence.

Business outlook

New client wins in GRS and AMS, buoyant novated orders in Q4FY25 and continued NDIS participant growth are expected to support customer growth across all segments.

Benefits are to be realised from our strategic investments with the removal of non-recurring costs.

Onboard Finance Normalisation concluded in FY25.

MMS will continue to take a disciplined approach to investing and execute on our strategic priorities – excelling in customer experience, driving simplicity and technology enablement and delivering valued solutions.

FY25 Investor Briefing Presentation

The MMS FY25 results will be presented by CEO and Managing Director Rob De Luca and CFO Paul Varro in a live webcast on Friday 29 August 2025 at 9:00 AEST. The Results presentation can be accessed at <https://webcast.openbriefing.com/mms-fyr-2025/>

An archive of the event will be available via this link or via the McMillan Shakespeare website, <https://mmsg.com.au/investor> after the conclusion.

This document was authorised for release by the MMS Board.

For more information please contact:

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