# MMS Group Annual General Meeting



### 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

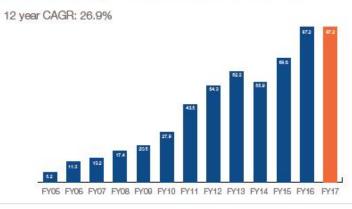
- Successfully transitioned 70,000 customers onto the new innovative card program
- Launched Maxxia / RemServ Wallet and Bus Travel benefit to drive improved productivity and margins
- Initiated off balance sheet funding (P&A) effective August 2016
- Broadened UK asset finance platform with two acquisitions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

## Key financial metrics

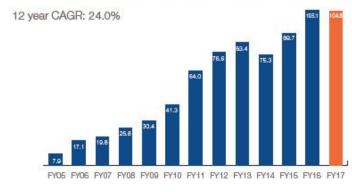
### > Revenue (\$m)



### > UNPATA performance (\$m)

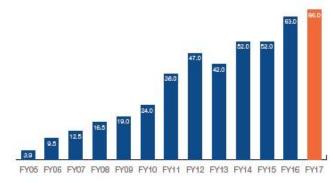


### > Earnings per share (cents)



### > Dividends per share (cents)

12 year CAGR: 29.4%



### Key operational metrics



317,500 Salary packages ★ 8.4%



\$2,400m Net amount financed



**59,800**Novated leases ↑ 7.2%



72% Online claims uptake



41,800
Assets managed (Units)
12.3 %



76 Employee Engagement Score



\$484m Assets managed (WDV)



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 aquisitions 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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# 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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