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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

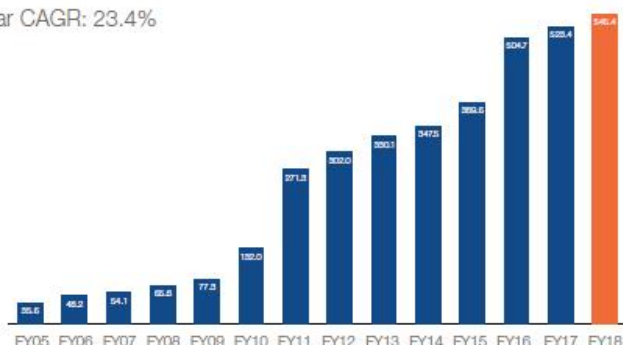
> Process

- 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%



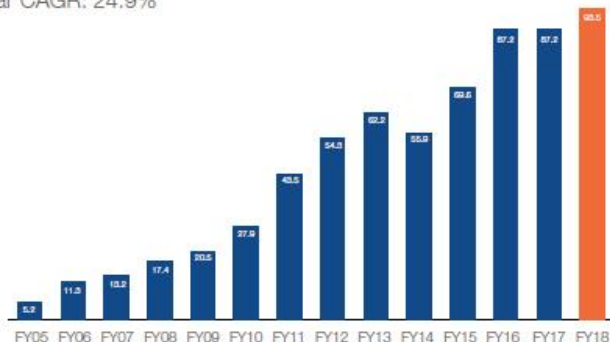
> Earnings per share (cents)

13 year CAGR: 22.7%



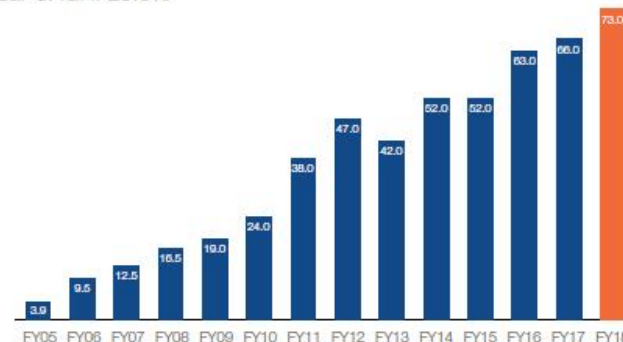
> UNPATA performance (\$m)

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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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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