

McMillan Shakespeare Limited

Annual General Meeting

21 October 2008

McMillan Shakespeare

Benefit From Our Experience
EST 1988

Financial Performance

	FYE 30/06/2008 \$'000	FYE 30/06/2007 \$'000	% change on prior year
Revenue	66,624	54,536	22.2%
EBITDA	25,596	20,199	26.7%
EBIT	24,145	18,856	28.0%
NPAT	17,368	13,237	31.2%
Basic earnings per share (cents)	25.76	19.79	30.2%
Dividends declared per share (cents)	16.5	12.5	32.0%
% franked	100%	100%	

Key highlights for financial year ended 30 June 2008

- NPAT of \$17.4M.
- Revenue growth of 22% and NPAT growth of 31.2% when compared to the prior year reflecting excellent organic growth.
- Net operating cash flow of \$20.5M (after interest and CAPEX).
- Cash position of \$18.0M.
- Diluted earnings per share of 25.5cps.
- Final dividend of 9.0cps (total 16.5cps) compared to prior year of 8.0cps (total 12.5 cps).

Key highlights for financial year ended 30 June 2008 (cont'd)

- Restructured senior management team in place:
 - CEO Michael Kay (formerly AAMI CEO).
 - CFO Mark Cansdale (formerly Vision Systems CFO).
 - Group Executive Salary Packaging – Peter Lang (8 years at McMillan Shakespeare).
 - Group Executive Novated Leasing Services – Geoff Kruyt (8 years at McMillan Shakespeare).
 - Group Executive Business and Customer Development – Ron Steiner (formerly Victorian Rugby Union CEO).
 - National Marketing Manager – Fiona Nash (3 years at McMillan Shakespeare).
 - National Commercial Manager – Elspeth Hunter (3 years at McMillan Shakespeare).
 - General Manager, RemServ – Mike Salisbury (formerly AAMI Qld CTP Manager).

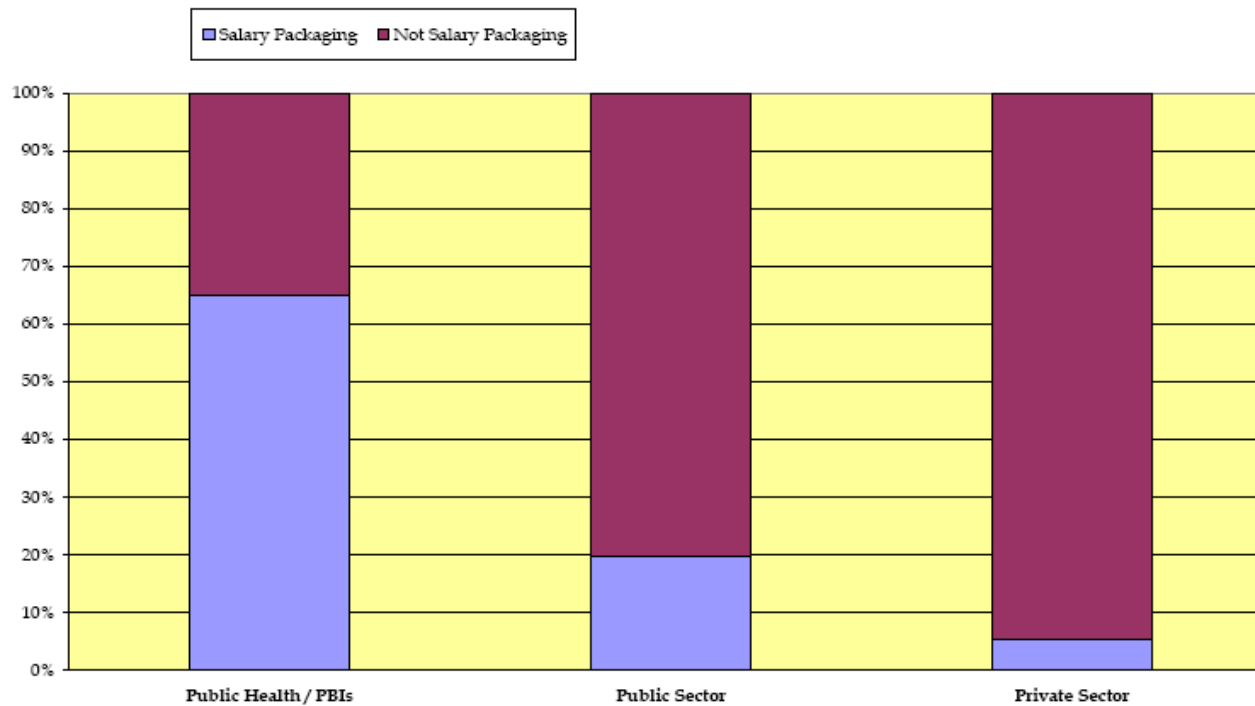
Key highlights for financial year ended 30 June 2008 (cont'd)

- Continued strong unit growth in both salary packaging and novated leasing services.
- Continued strong development of RemServ Novated Leasing Services business (product range, sales, yield).
- Continued integration and leveraging across subsidiaries (i.e. sales, I.T., payroll, finance, marketing).



Our core business has significant growth opportunities

- Australian workforce approximately 10.7 million employees.
- McMillan Shakespeare Limited target market approximately 3.5 million employees.
- Participation rate by sector:



Source: Industry estimates completed by MMS

McMillan Shakespeare Limited in the context of current economic conditions

- High exposure to **non-cyclical** sectors (Health, Public Benevolent Institution's, public sector employers).
- Annuity income streams.
- No debt.
- Strong cash flow and cash reserves.
- Minimal credit risk.
- Scale.



Outlook for 2008/09

- Continuing growth in salary packaging through increased participation and new business.
- Continuing growth in novated leasing services through cross-sell into our salary packaging customers.
- Continual development of product extensions and additional services.
- Actively pursue well priced bolt-on or related acquisitions that add value to our existing employer and employee assistance programs.

Outlook for 2008/09 (cont'd)

- We continue to invest in:
 - our people (training and frontline customer service);
 - new business acquisition (marketing/sales);
 - information technology infrastructure and program development;
 - product development, research and innovation.

