



H1FY14 Results Presentation

12 February 2014

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Not a problem.

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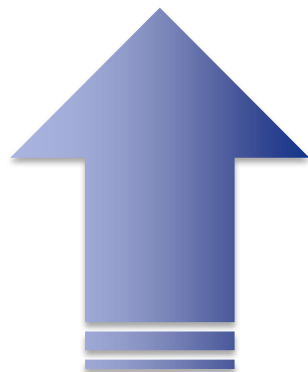
Key Points

Group revenue up
22.3% to A\$178.3m

Normalised EBITDA
margin¹ of 23.1%

Cash flow from
operations 91.5%
of NPAT

Interim dividend up
9.1% to 3.00 cents
per share fully franked











Continued revenue
growth in existing
business

Accelerated UK
acquisition program
UK acquisitions on
track to deliver
A\$70.5m² revenue in
FY14

Re-negotiated debt
facilities
Increased total
facilities to A\$215m
with improved terms
and a longer maturity
profile

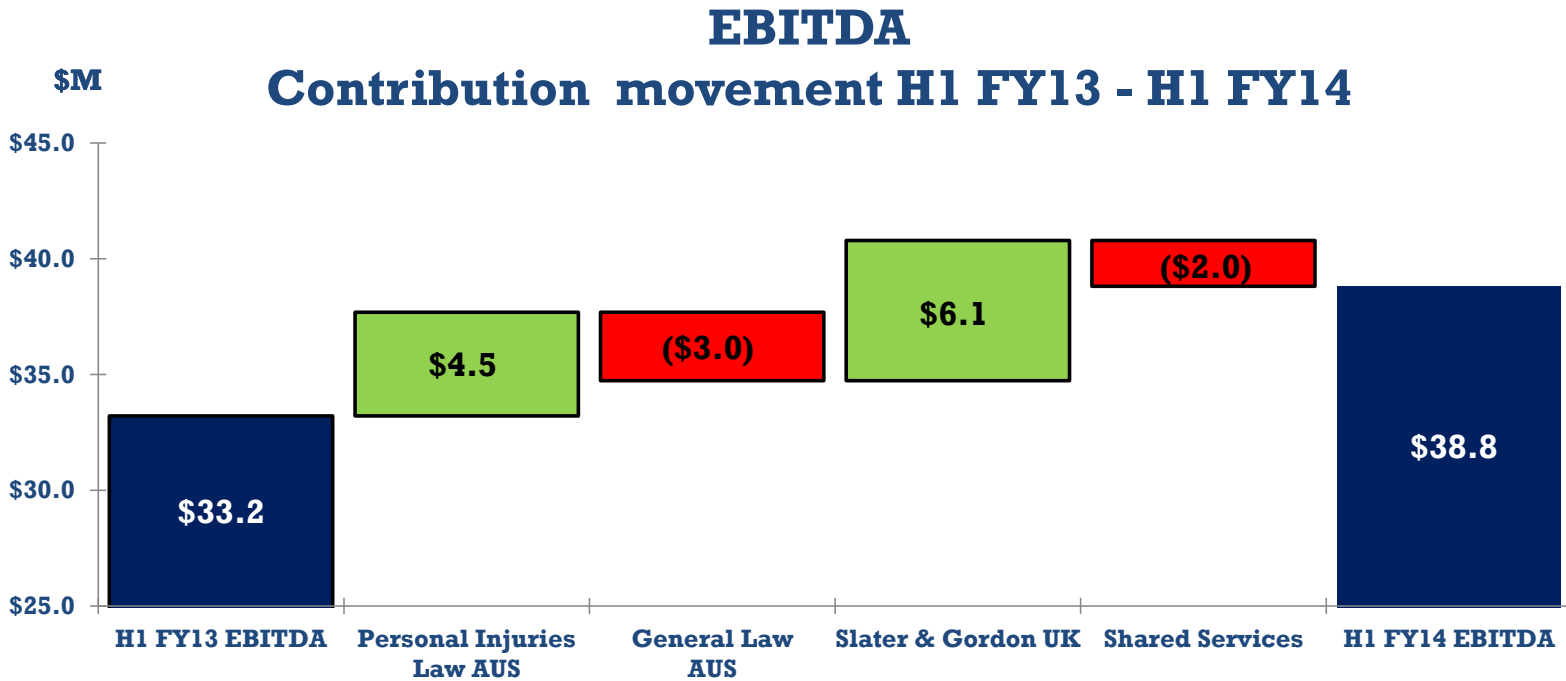
1. Normalised for acquisition costs of A\$2.2m.
2. Assumes GBP:AUD exchange rate of £0.57

H1 FY14 – Financial Results

	H1 FY14 A\$M	H1 FY13 A\$M	A\$M Change	% Change
Revenue	178.3	145.8	32.5	 22.3%
EBITDA*	41.0	33.3	7.7	 23.1%
EBITDA Margin*	23.1%	23.0%		
EBIT*	37.4	30.8	6.6	 21.4%
EBIT Margin*	21.1%	21.2%		
NPAT*	24.5	19.1	5.4	 28.3%
Acquisition Costs	2.2	0.1	2.1	
	Cents	Cents	Cents Change	% Change
Basic EPS	11.5	11.2	0.3	 2.7%
Basic EPS* (Normalised)	12.3	11.2	1.1	 9.8%
Diluted EPS* (Normalised)	12.1	11.0	1.1	 10.0%
Dividend	3.00	2.75	0.25	 9.1%

* Normalised for acquisition costs

H1 FY14 EBITDA Bridge



Personal Injury Law

Achieved >5% revenue growth

Strong performance in Victoria

Improved performance in NSW post legislative change

Queensland performance improving



General Law

Key operational metrics in Conveyancing, Succession and Family Law all showing positive trends

PLS achieved >10% revenue growth

B&SLS in a re-investment phase:

- Re-building project litigation pipeline (Class Actions)
- Re-positioning underperforming specialist practice groups
- Investing in specialist practice areas
 - estate litigation
 - criminal defence; and
 - employment law

- Existing operations meeting expectations
 - 18 months and UK operations now well established
 - Direct to consumer advertising program launched in September 2013 – early signs positive with increased new client enquiries in key areas of PI work
 - Substantial investment of management resources to ensure integration process is successfully executed
- Fast tracked acquisition program
 - PI market share now ~5%
 - Acquired firms (Taylor Vinters, Goodmans, Pickerings and Fentons) on track to meet expectations
 - Pannone completion this month



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Personal injury expertise:

- Head & spinal injuries
- Medical negligence
- Road traffic accidents
- Work-place accidents

Other services:

- Employment law
- Family law
- Conveyancing
- Wills & probate

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Outlook FY14

Group revenue target
of A\$395m

Normalised EBITDA
margin of 24-25%

Cash flow from
Operations as a % of
NPAT >70%

Aus. PI Practice
expected to continue
to achieve > 5%
revenue growth

**Aus. General Law
Practices** expected to
achieve around 8%
revenue growth

UK practice
FY14 forecast revenue
of A\$84m¹ (excluding
acquisitions)

Post acquisitions total
FY14 UK revenue of
A\$155m¹ and EBITDA
margin 20+%

1. Assumes GBP:AUD exchange rate of £0.57

Appendix 1: Financial Results (Aus vs UK)

	AUST \$M	UK \$M	H1 FY14 \$M	H1 FY13 \$M	\$M Change	% Change
Revenue	116.9	61.4	178.3	145.8	32.5	22.3%
EBITDA	26.8	12.0	38.8	33.2	5.6	16.9%
EBITDA Margin	23.1%	19.5%	21.9%	22.9%		
EBIT	25.1	10.1	35.2	30.7	4.5	14.7%
EBIT Margin	21.6%	16.4%	19.8%	21.2%		
NPAT	15.7	7.3	23.0	19.0	4.0	21.1%
NPAT Margin	13.4%	11.9%	12.9%	13.0%		
			Cents	Cents	Cents Change	% Change
Basic EPS			11.5	11.2	0.3	2.7%
Diluted EPS			11.3	10.9	0.4	3.7%
Fully Franked Dividend			3.00	2.75	0.25	9.1%

Appendix 2: Balance Sheet

Balance Sheet (Group)

	H1 FY14	FY13
Debtor Days ¹	85	101
Paid Disbursement Days ¹	47	54
WIP Days (Australia) ²	414	412
WIP Days (UK) ^{2,3}	326	233
Net Debt/Equity	24.2%	9.2%
Interest Cover (times) ^{4,5}	15.6x	11.0x
Return on Equity ⁴	12.8%	12.1%

1. *Based on net fees*

2. *Based on total revenue annualised*

3. *Change related to acquisition of practices with a higher proportion of serious injury cases*

4. *Normalised for acquisition costs*

5. *Interest cover excludes notional interest on deferred consideration*

Appendix 3: Impact of UK Acquisitions

Expected acquired annual revenue base of approximately A\$127m¹. (FY13 UK Revenue A\$70m)

EBITDA acquisition multiples in the range of 3.5x – 4.5x (FY14 weighted average of 4.2x)

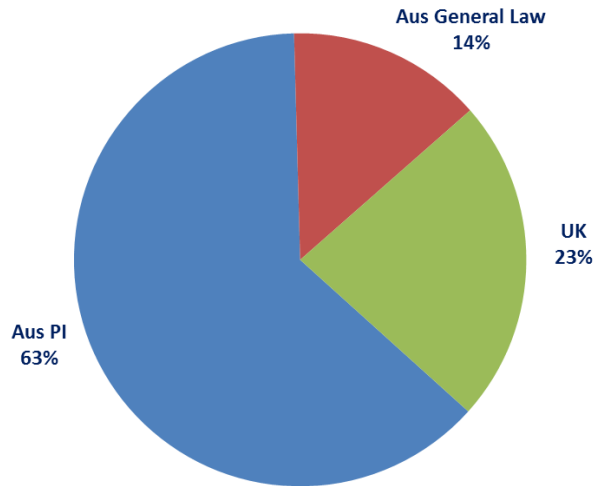
Acquisitions EPS accretive in FY14

	Annualised Revenue £M	Annualised Revenue A\$M ¹	FY14 Pro Rata Revenue £M	FY14 Pro Rata Revenue A\$M ¹	Completion Date
Taylor Vinters, Goodmans, Pickering	£10.3	\$18.1	£8.0	\$14.0	August – November 2013
Fentons	£27.7	\$48.6	£20.7	\$36.3	September 2013
Pannone	£34.5	\$60.5	£11.5	\$20.2	February 2014
Total	£72.5	\$127.2	£40.2	\$70.5	

1. Assumes GBP:AUD exchange rate of 0.57

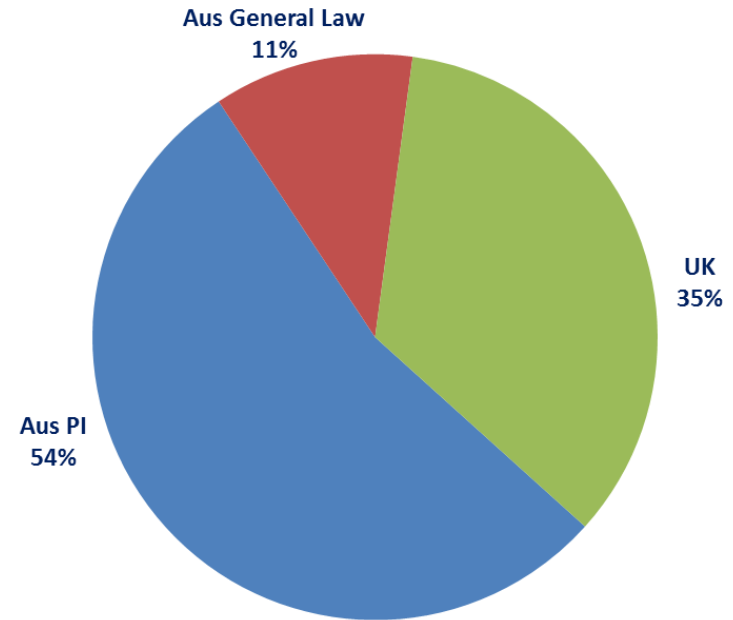
Appendix 4: Revenue Diversification Strategy on Track

H1 FY13



H1 FY13 Revenue A\$145.8m

H1 FY14



H1 FY14 Revenue A\$178.3m