

**SLATER
AND GORDON
GROUP**

UK Site Visit

30 October 2015

Important Notice

IMPORTANT: You must read the following before continuing.

This presentation has been prepared by Slater and Gordon Limited ABN 93 097 297 400 (“Slater and Gordon” or the “Company”).

Summary information

The following disclaimer applies to this document and any information provided regarding the information contained in this document (the “Information”). This presentation contains summary information about the Company and its activities which is current as at the date of this presentation. The Information in this presentation is of a general nature and does not purport to be complete nor does it contain all the information which a prospective investor may require in evaluating a possible investment in the Company or that would be required in a prospectus prepared in accordance with the requirements of the Corporations Act. The historical information in this presentation is, or is based upon, information that has been released to the ASX Limited (“ASX”). This presentation should be read in conjunction with Slater and Gordon’s other periodic and continuous disclosure announcements lodged with ASX which are available at www.asx.com.au. You are advised to read this disclaimer carefully before reading or making any other use of this document or any information contained in this document. In accepting this document, you agree to be bound by the following terms and conditions including any modifications to them.

Not financial or product advice

This presentation is for information purposes only and is not a prospectus, product disclosure statement or other offer document under Australian law or the law of any other jurisdiction. This presentation is not financial product or investment advice or a recommendation to acquire Slater and Gordon shares, nor is it legal or tax advice. This presentation has been prepared by Slater and Gordon without taking into account the objectives, financial situation or needs of individuals. You are solely responsible for forming your own opinions and conclusions on such matters and the market and for making your own independent assessment of the Information. You are solely responsible for seeking independent professional advice in relation to the Information and any action taken on the basis of the Information. Before making an investment decision, prospective investors should consider the appropriateness of the Information having regard to their own objectives, financial and tax situation and needs and seek legal and taxation advice appropriate to their jurisdiction. Slater and Gordon is not licensed to provide financial product advice in respect of Slater and Gordon shares. Cooling off rights do not apply to the acquisition of Slater and Gordon shares.

Financial data

All dollar values are in Australian dollars (A\$ or AUD) unless otherwise stated and financial data is presented as at or for the half year ended 31 December 2014 unless stated otherwise.

Investors should note that this presentation contains pro forma financial information. The pro forma financial information and past information provided in this presentation is for illustrative purposes only and is not represented as being indicative of Slater and Gordon’s views on its future financial condition and/or performance.

Investors should also note that Slater and Gordon’s results are reported under Australian International Financial Reporting Standards, or AIFRS. The historical information included in this presentation is, or is based on, information that has previously been released to the market.

Investors should also be aware that certain financial data included in this presentation including EBITDA and measures described as “normalised” or “core” may be ‘non-IFRS financial information’ under Regulatory Guide 230 Disclosing non-IFRS financial information published by the Australian Securities and Investments Commission (“ASIC”). The non-IFRS financial information do not have a standardised meaning prescribed by AIFRS and, therefore, may not be comparable to similarly titled measures presented by other entities, nor should they be construed as an alternative to other financial measures determined in accordance with AIFRS. Investors are cautioned, therefore, not to place undue reliance on any non-IFRS financial measures included in this presentation.

Past performance

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of the Company’s views on its future financial performance or condition. Investors should note that past performance, including past share price performance, of Slater and Gordon cannot be relied upon as an indicator of (and provides no guidance as to) future Slater and Gordon performance including future share price performance.

Important Notice

Future performance

The presentation includes certain “forward-looking statements” such as indications of, and guidance on, future events, future earnings and the future financial performance and financial position of Slater and Gordon. Forward looking statements can generally be identified by the use of forward-looking words such as “expect”, “anticipate”, “likely”, “intend”, “should”, “could”, “may”, “predict”, “plan”, “propose”, “will”, “believe”, “forecast”, “estimate”, “target”, “outlook”, “guidance” or other similar expressions and include statements regarding the timing and outcome of the acquisition and the capital raising, Slater and Gordon’s strategies and plans and the future operational and financial performance of the Professional Services Division business (acquired from Quindell PLC) and Slater and Gordon. Any forward looking statements included in this document involve subjective judgment and analysis and are subject to significant uncertainties, risks and contingencies and other factors, many of which are outside the control of, and are unknown to, Slater and Gordon and its officers, employees, agents or associates and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct.

Forward looking statements, including projections, guidance on future earnings and estimates are provided as a general guide only and should not be relied upon as an indication, prediction or guarantee of future performance. No presentation, warranty or assurance (express or implied) is given or made in relation to any forward looking statement by any person (including the Company). In particular, no representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward looking statements in this presentation will actually occur. Actual results, performance or achievement may vary materially from any projections and forward looking statements and the assumptions on which those statements are based. The forward looking statements in this presentation speak only as at the date of this presentation.

Actual results, performance or achievement may vary materially from any forward looking statements and the assumptions on which those statements are based. The Information also assumes the success of Slater and Gordon’s business strategies. The success of the strategies is subject to uncertainties and contingencies beyond Slater and Gordon’s control, and no assurance can be given that the anticipated benefits from the strategies will be realised in the periods for which forecasts have been prepared or otherwise. Given these uncertainties, you are cautioned to not place undue reliance on any such forward looking statements. Subject to any continuing obligations under applicable law or any relevant ASX listing rules, Slater and Gordon disclaims any obligation or undertaking to provide any updates or revisions to any forward looking statements in this presentation to reflect any change in expectations in relation to any forward looking statements or any change in events, conditions or circumstances on which any such statement is based. Nothing in this presentation will under any circumstances create an implication that there has been no change in the affairs of Slater and Gordon since the date of this presentation.

Investment risk

An investment in Slater and Gordon shares is subject to investment and other known and unknown risks, some of which are beyond the control of Slater and Gordon. Slater and Gordon does not guarantee any particular rate of return or the performance of Slater and Gordon, nor does it guarantee the repayment of capital from Slater and Gordon or any particular tax treatment.

Not an offer

This presentation is for information purposes only and is not a prospectus, product disclosure statement or other disclosure or offering document under Australian law (and will not be lodged with ASIC) or any other law.

The Information does not and will not constitute or form part of an offer, invitation, solicitation or recommendation in relation to the subscription, purchase or sale of securities in any jurisdiction and neither this presentation nor anything in it shall form any part of any contract for the acquisition of Slater and Gordon shares. The distribution of this presentation in jurisdictions outside Australia may be restricted by law and you should observe any such restrictions.

Disclaimer

Except as required by law, no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness, reliability or correctness of the Information, opinions and conclusions, or as to the reasonableness of any assumption contained in this document. By receiving this document and to the extent permitted by law, you release Slater and Gordon and its officers, employees, agents and associates from any liability (including, without limitation, in respect of direct, indirect or consequential loss or damage or loss or damage arising by negligence) arising as a result of the reliance by you or any other person on anything contained in or omitted from this document.

 **Motor**

We offer a tailored service to help get people back on the road. We take the time to understand the needs and expectations of customers, so that when they call in, they receive a seamless and integrated experience as well as the positive resolution they require.



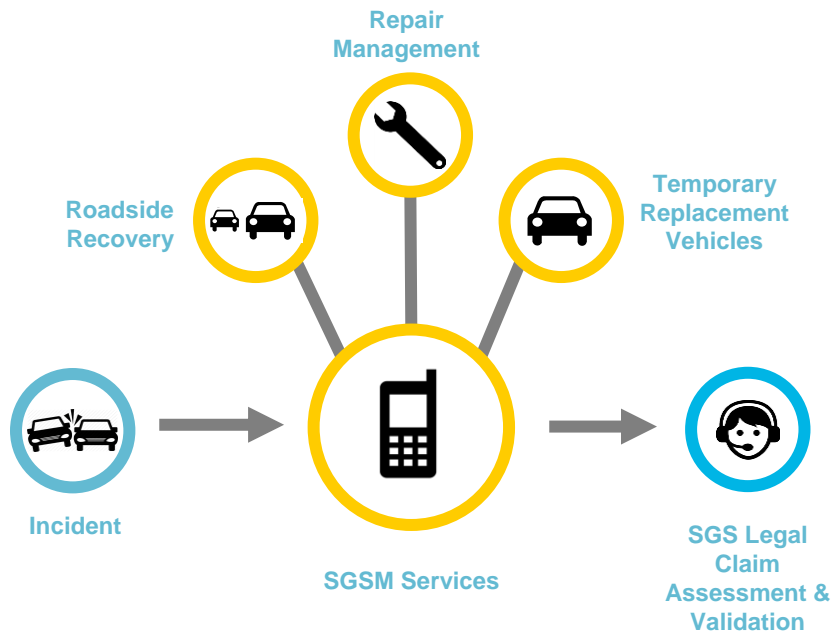
Locations



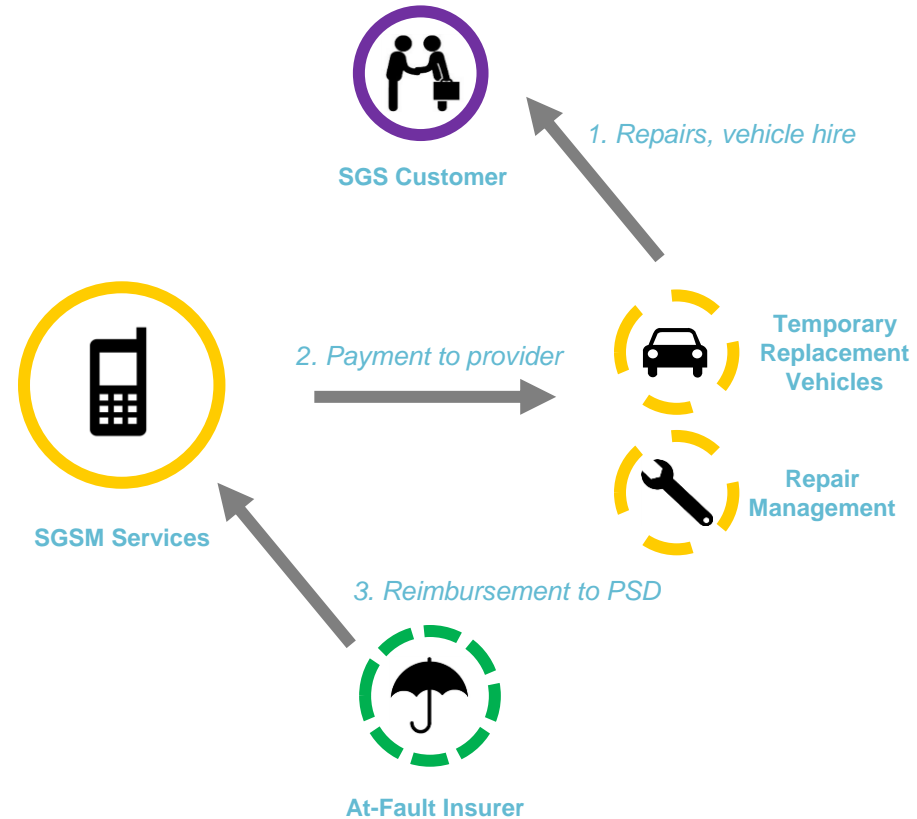
- Team of more than 600 located in Blackpool, Fareham and Twickenham
- Service excellence and cost efficiencies are SGSM's core advantages, compared to both in-house delivery and outsourcing competitors
 - Focus on systems and processes
 - Scale results in lower cost-to-serve as well as rental and repair purchasing power
- Motor Services' clients include:
 - Insurers / brokers –Endsleigh (Zurich), Direct Line, Arthur J. Gallagher
 - Auto manufacturers – Honda
 - Membership organisations – RAC

Motor Services Operational Chain

Motor Ecosystem



Work Flow



FCO

- FNOL (First notification of loss)
- Replacement vehicle provision
- Vehicle repair
- Total loss administration
- Personal injury and rehabilitation services
- Full outsourcing of accident management
- Reserving

AUTOMOTIVE

- FNOL (First notification of loss)
- Replacement vehicle provision
- Vehicle repair
- Total loss administration
- Personal injury and rehabilitation services

CLAIMANT

- Uninsured Loss Recovery
- Replacement vehicle provision
- Vehicle repair
- Total loss administration
- Personal injury and rehabilitation services

DEFENDANT / INTERVENTION

- Third Party Intervention
- Replacement Vehicle Provision
- Vehicle Repair
- Total Loss Administration
- Pro-active Personal Injury and Rehabilitation

First notification of loss (FNOL)



Incident



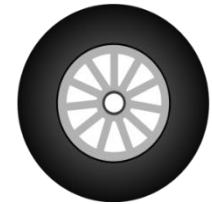
First
Notification
of Loss



Establish
Client
Needs



Assess
Liability

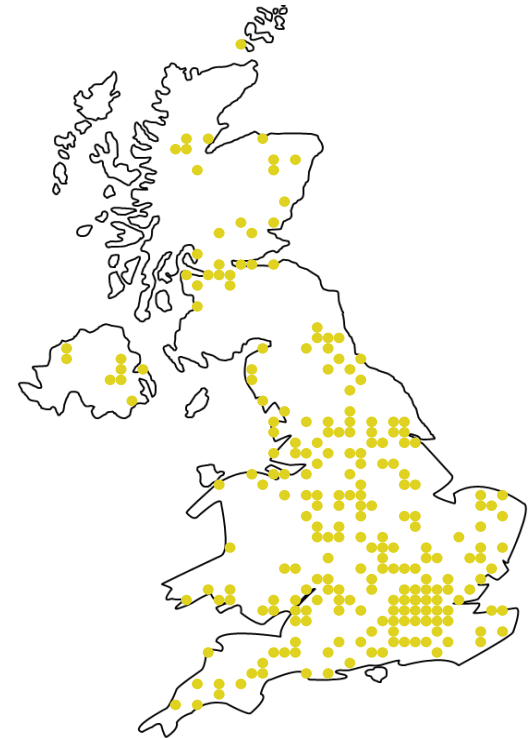


Service
Provision

- Professional Rental Services team treating each transaction as an individual requirement to ensure that the customer expectation is met
- Managing transactions to optimise return whilst maintaining contractual commitments and answering client need
- Supporting the customer through the process of vehicle supply, deliver, handover, return and post rental requirements
- Customers requirements vary considerably, from standard cars through to specialist vehicles and adapted vehicles with specialist equipment such as tow bars, roof racks and blue tooth

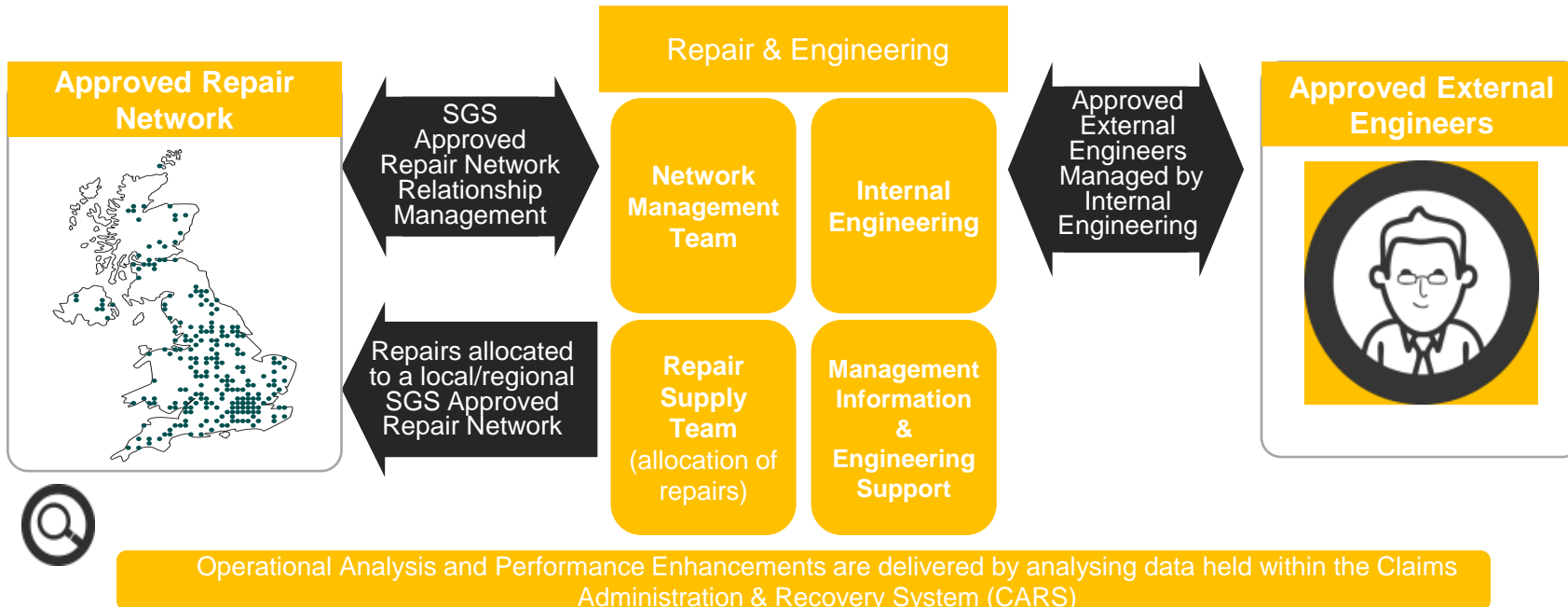
- Rental model is to use third party suppliers
 - Own fleet model proven to be higher risk
- Network of nationwide suppliers
- Rates bought in on a daily inclusive rate, complementing the GTA rate model

- Covering cars, commercial vehicles and motorcycles
- 100 preferred suppliers
- 97% PAS10125/BSI Kite mark compliant by volume
- Considerable surge capacity available
- 99% repair satisfaction
- Managed to strict service levels and delivery agreements
- Intrusive audit programs for compliance, technical and cost
- Electronic connections to circa 90% of bodyshops
- 3 Field based supplier management staff plus 8 internal staff



SGS Network Management – Operational Model

- SGS is diligent in attracting the right calibre of repairer and SGS approved repairers are subject to a strict assessment and evaluation prior to selection which involves various criteria including:
 - Strategic alignment to SGS' requirements
 - Geographical location
 - Technical capability and any specialisms
 - Existing client base
 - Current available capacity
 - Financial stability
- PAS10125 kite mark required
- Agreement to SGS terms and conditions (including guaranteed courtesy vehicle availability)



Slater Gordon Solutions

Legal Services

Employees: ~1,600

Core

- Origination, assessment and validation of personal injury claims – direct and via third party claims management companies (CMCs)
- Legal services relating to road traffic accident (RTA), employers' liability and public liability (ELPL)
- Ancillary services including ATE insurance and costing services



Noise Induced Hearing Loss (NIHL)

Legal services relating to noise-induced hearing loss.

Notes:

1. Internal management data. Based on share of UK personal injury market revenue.

Complementary Services

Employees: ~800

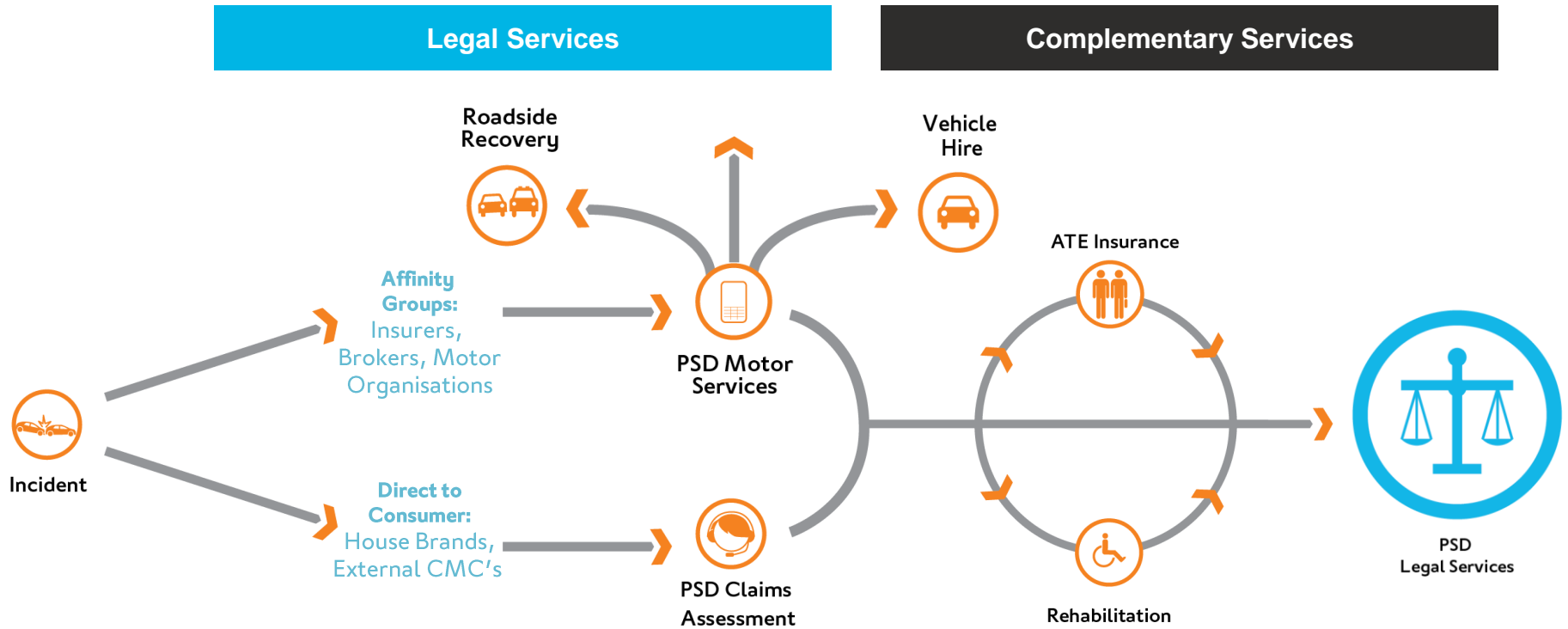
Motor Services

- Motor vehicle accident management support and personal injury claims origination

Health Services

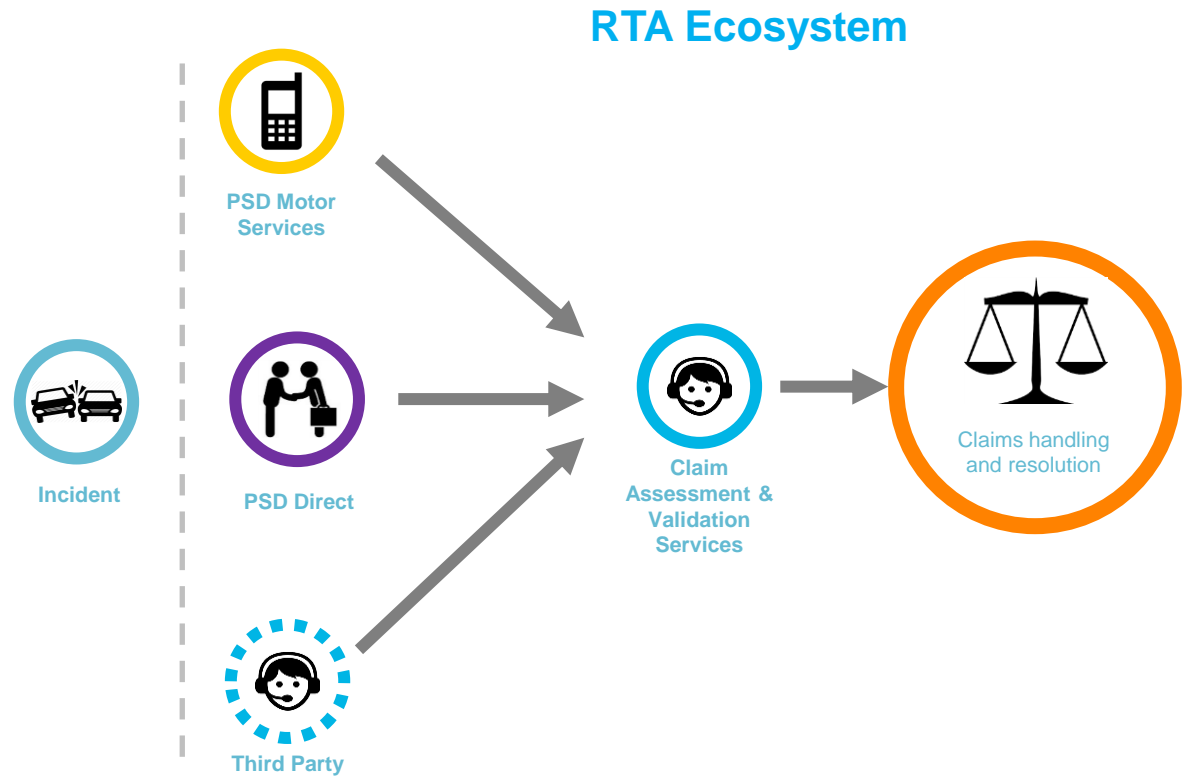
- Rehabilitation and Medical reporting management solutions



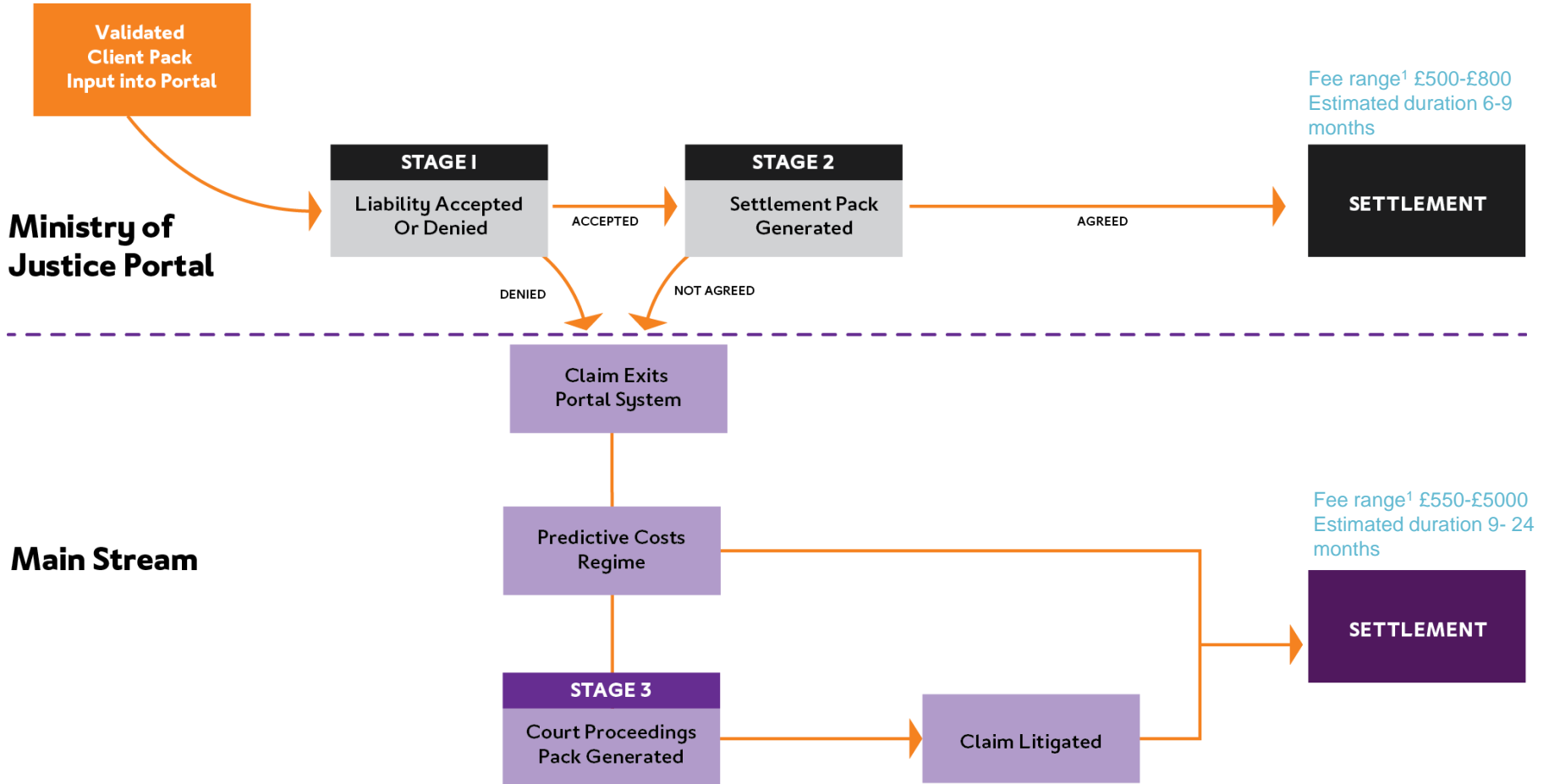


Legal Services – Core

- Sophisticated marketing, relationship management and data analytics capabilities support cost-effective sourcing of meritorious claims
- Origination of claims:
 - through house brands (eg. Accident Advice Helpline)
 - from network of third parties via Intelligent Claims Management platform
- Specialist workforce handles claims triage and start-of-claim processes



RTA Fast Track Claim Workflow



Notes:

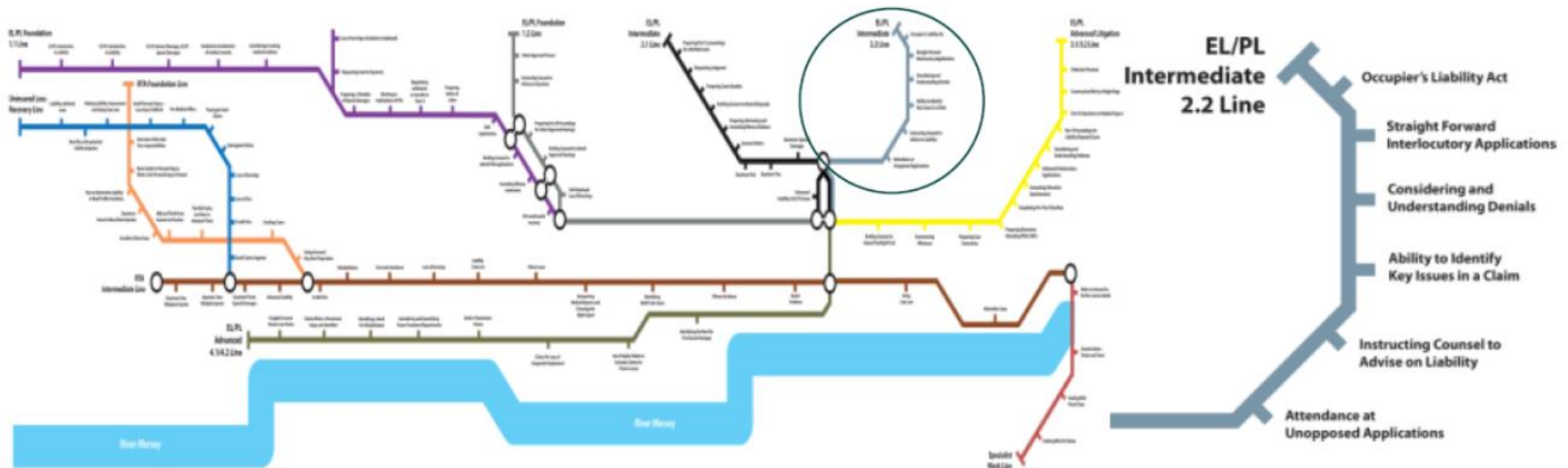
¹ Source: MoJ cost schedules. Fee excludes client contribution.

Operational Chain: Claims Handling + Resolution

- Highly specialised teams within large fee earning community
 - Focused on single “stage of work” in each service line
 - More experienced operators on more complex claim types
 - Effective retention mechanism
 - Efficient structure with fewer qualified lawyers required
- Supported by sophisticated, proprietary file handling approach and process map – minimising costs to serve while optimising client outcomes



- Road traffic accidents
- Employers' liability
- Public liability



**SLATER
AND GORDON
GROUP**