



SHINE CORPORATE LTD

2014 ANNUAL RESULTS

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AGENDA

- Introduction
- FY14 Achievements
- FY14 Results
- Key Operational Drivers
- Business Improvement Initiatives
- Acquisition Update
- FY15 Priorities and Guidance

INTRODUCTION – WHO WE ARE



- Group holding company, 3 law firms and other interests
- Ongoing growth – organic and acquisitions
- Diversification into emerging practice litigation
- Continued clear vision and systems to grow

LAW FIRMS



- Values driven business – “Right Wrong.”
- Australia’s third largest plaintiff litigation firm founded in 1976
- Decentralised national operation
- Customised case selection and case management processes



INTRODUCTION (CONT'D)



- Personal injury law firm operating in Western Australia since 1983
- Acquired 1 July 2014



- Law firm specialising in land owner compensation
- Offices in Townsville, Roma and Brisbane
- Acquired 1 July 2014

OTHER INTERESTS

- RWWNZ - NZ joint venture specialising in disaster recovery claims
- Partnership with Erin Brockovich managing her worldwide enquiries and assisting claimants with seeking legal remedy where appropriate

INTRODUCTION - KEY PRACTICE AREAS

Personal Injury Litigation



Workers' compensation
Motor vehicle accidents
Medical negligence
Public liability

Emerging Practice Litigation



Product liability
Professional negligence
Environmental
Disability insurance & superannuation
Class actions
First party insurance
Landowners' rights
Aviation
Asbestos
Human rights

FY14 - ACHIEVEMENTS

- Exceeded IPO EBITDA forecast in the first full year as an ASX listed company
- Revenue growth of 10% over prior corresponding period
- EBITDA growth of 24% over prior corresponding period
- EBITDA margin at 29.6% up from 26.6% for prior corresponding period
- Overhead control program contributing to improved EBITDA margin – expenses up 5%, compared to revenue growth of 10%
- Personal Injury practice - focus on productivity driving organic growth
- Emerging Practice Areas – revenue growth of 48% from \$12.2m in FY13 to \$18.0m

FY14 - RESULTS

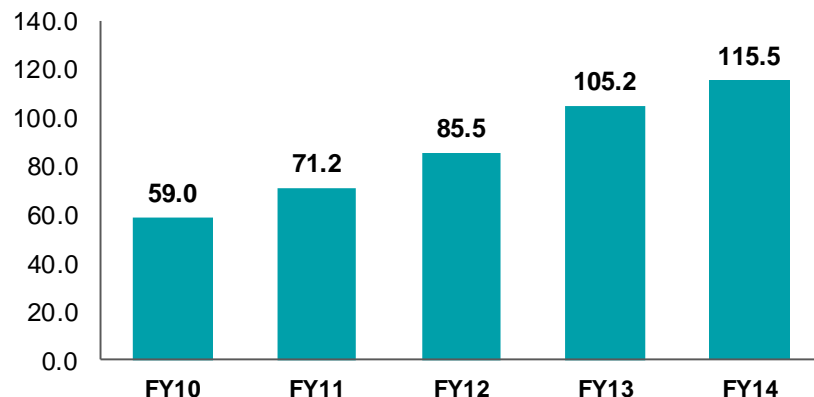
Measure	FY14	FY13	%change to pcp	<i>FY14 IPO Forecast</i>
Revenue	\$115.5m	\$105.2m	↑10%	\$114.8m
EBITDA	\$34.2m	\$27.6m	↑24%	\$33.0m
EBITDA Margin	29.6%	26.6%	↑	28.7%
NPAT	\$22.2m	\$17.5m	↑27%	\$21.3m
GOCF *	\$10.5m	\$8.1m	↑30%	\$12.3m
NOCF #	\$11.3m	\$5.0m	↑126%	\$10.7m

Full year FY14 dividend of 3.50 cents (1.75 cents final dividend and 1.75 cents interim dividend), compares to the FY14 full year IPO forecast dividend of 3.00 cents

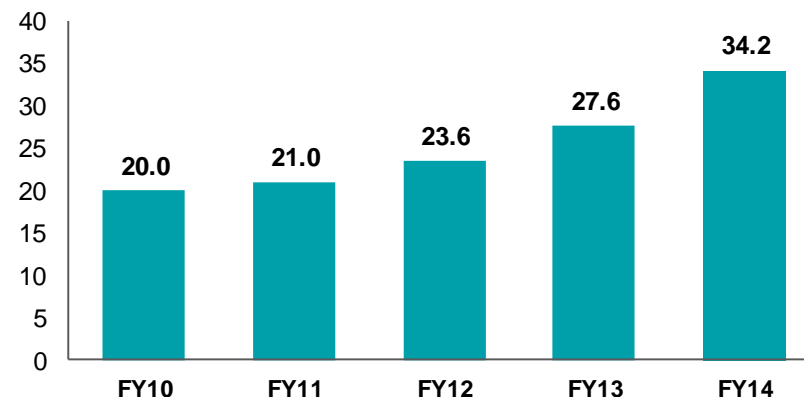
* Gross Operating Cash Flow, # Net Operating Cash Flow

KEY HISTORICAL FINANCIAL RESULTS

Revenue (\$m) FY10 - FY14



EBITDA (\$m) FY10 - FY14



The figures for FY10, FY11 and FY12 shown in the graphs comprise the Company, Shine Partnership and the Service Trust as if they had operated as one entity, as detailed in Shine Corporate Ltd's Prospectus of 28 March 2013. FY13 & FY14 Revenue excludes Interest Revenue

- 4 year compound average growth rate for revenue of 18%
- 4 year compound average growth rate for EBITDA of 14%
- Emerging Practice revenue now at 15% of total revenue (FY13 12%)

FY14 - KEY OPERATIONAL DRIVERS

- Organic revenue growth:
 - Continued fee earner growth
 - Strong focus on productivity
- Overhead control program:
 - Focus on overhead optimisation
 - Support staff reduction
 - Overall 5% increase in expenses, compared to revenue growth of 10%

BUSINESS IMPROVEMENT INITIATIVES

- T2 business improvement project progressing
- Continuous improvement to existing Shine Case Management (SCM)
 - Firm wide review and refinement of key processes
 - Updating of process documentation
 - Re-training in key processes (WIP Management, client care)
- External Disbursement funding
 - Established in FY14
 - Currently being rolled out
 - Expected benefits to cash flow towards the end of FY15

ACQUISITION UPDATE

- Emanate Legal and Stephen Browne Personal Injury Lawyers
 - Acquisitions announced in June 2014
 - Completed in July 2014
 - Capital raising of \$29.5m via a 1 for 10 entitlement offer completed in July 2014
 - Contributing to earnings and cash flow from 1 July 2014
 - Several acquisition prospects in the pipeline
 - Continuing to focus on damages based plaintiff litigation - 'Inch wide mile deep' strategy:
 - Widen geographic footprint
 - Continue to grow Emerging Practice Areas
 - Take advantage of scalable model
 - File purchases continue with distribution through existing network
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FY15 PRIORITIES & GUIDANCE

- Continuing to review and improve key legal processes supporting WIP management
- Continuing to improve the return on Shine Lawyers brand spend
- Improving the alignment of staff goals to Company performance through the introduction of the short term incentive program and designing a long term incentive program
- Building the next generation of Shine Case Management system - T2
- Continuing to grow Shine organically and through acquisition by continuing to focus on the 'Inch wide mile deep' strategy
- Continuing to focus on overhead expense optimisation
- FY15 EBITDA guidance: \$41m - \$45m

Questions?

More Information:
www.shine.com.au

Thank you