

McMillan Shakespeare Limited

Chairman's AGM Address

27 October 2015

I am delighted to present this review of the 2015 financial year which saw a record result and a return to MMS tradition of delivering strong profitable growth for shareholders following the 2013 FBT issue.

The 2015 financial year was one of growth in revenue, profit and customer numbers from our core businesses, and a better-than-expected maiden profit contribution from our recently acquired Presidian business.

This demonstrated the value being created by the execution of our strategy to diversify our core business whilst also improving our customer service. Importantly, the acquisitions of Presidian and UFS in February and July 2015 respectively have enlarged our customer base, strengthened our business and secured a leadership position for the Group in the used vehicle financing market, insurance and warranty market.

Our customers remain our highest priority. Throughout the 2015 financial year our people continued to improve how we interact with our customers, both online and offline and increase the value we bring to them with our products and services.

Against this backdrop of strategic diversification and operational excellence, we are delighted to have delivered a 23% increase in net profit to a record \$67.5 million for FY15 and a 27 cents fully franked final dividend. This brings the full year dividend to 52 cents per share and slightly increases this year's payout ratio to 63%.

Board composition

The Board was pleased to appoint Mike Salisbury as Chief Executive Officer following the retirement of Michael Kay in September 2014. During his six year term as CEO, Michael developed an outstanding work culture at MMS and the Group's performance over these years speaks for itself.

Mike came to the role with seven years' experience with the Group and priceless corporate knowledge which facilitated a seamless CEO transition.

Since then, he has led the execution of our corporate strategy with fresh vigour, including the acquisitions of Presidian and UFS, a range of customer experience improvements and the development of a new vision for the Group to better guide our business activities in the future. Mike's leadership prowess and experience with the Group will ensure progress continues apace toward building a stronger and sustainable business.

The Board is grateful to Mike, his leadership team and all employees for their significant contribution during the year. Our people are outstanding and I would like to thank all of them across Australia, New Zealand and the UK for their dedication and flexibility as the MMS family grows.

Outlook

We have a clear strategy and our focus for the year ahead will be on improving our service for our broadening customer base, integrating Presidian and UFS and continuing to grow our asset financing activities in our participating markets. Your Board will consider making more acquisitions depending on market conditions and the value offered to Shareholders.

In the 2016 financial year we expect the strength in new and second-hand vehicle sales to be sustained amid historically low rates of finance. Earnings will be strengthened by the contribution of Presidian and UFS as new income streams and cross-selling opportunities are realised. We also anticipate our continued investment in IT infrastructure and systems to provide further improvements in productivity across the business.

The MMS Group is well positioned to continue to deliver value to shareholders over the medium term.

Chairman's Closing Words

As you are aware I am stepping down today as Director and Chairman of McMillan Shakespeare Limited.

It has been a challenging and enjoyable journey of 11 years from the IPO in 2004 to the present.

As shown in a previous slide, the Company has delivered a compound annual growth rate for NPAT of 29% and for EPS 27% over the last ten years.

We acquired RemServ (Queensland Government contract) in 2004, Interleasing in 2010, entered into a joint venture in the UK in 2013, acquired CLM UK in 2013, acquired Presidian and then UFS in 2015.

There have also been some major operational challenges – the GFC in 2007/2008, the Brisbane floods in 2011 and the Rudd announcement in 2013.

The strength and depth of the powerful culture imbedded in our Company absolutely shone during these dark periods. Our people at all levels, inspired by capable, committed and hardworking management leaders took ownership of these events resulting in successful outcomes on each occasion.

It has been a privilege to know and work with such a capable team and a team is what they are. Our people at all levels are the key to our success.

To put all of this into perspective, McMillan Shakespeare Limited was listed at IPO at 50 cents/\$33M and the market value today is in excess of \$1,000M.

To the retired Chief Executives during this period, Anthony Podesta (Founder), and Michael Kay, my thanks for the significant contribution they made to the establishment of the Company.

To our current Chief Executive Mike Salisbury and to our Chief Financial Officer Mark Blackburn and Chief Operating Officer Geoff Kruyt, my thanks for the considerable contribution you have each made and continue to make to the cultural values, operational success and growth of McMillan.

To my fellow Directors past and present, a very big thank you for your respect and support of my Chairman roles over these many years. It has been a pleasure to work with you and together oversee the establishment and growth of McMillan Shakespeare Group to its present status.

Tim, in passing the Chair mantle to you, I wish you and your fellow Directors continued success in seeking to accomplish the aspirations of the McMillan Shakespeare Group and thereby continuing to provide challenge and opportunities for our people and growth in rewards to shareholders.