Benefit From Our Experience

McMillan Shakespeare Limited ABN 74 107 233 983

www.mcms.com.au

AFSL No. 299054

Level 4 321 Exhibition Street MELBOURNE VIC 3000

> Tel: (03) 9635 0000 Fax: (03) 9635 0011

Company Announcements Office Australian Stock Exchange Limited 530 Collins Street

# Via E-lodgement

MELBOURNE VIC 3000

20 February 2007

Dear Sir/Madam

# McMillan Shakespeare Limited Interim Results

Please find attached the Appendix 4D Half Year Report, together with media release, the financial report, Directors' Report and Auditor's Independent Review Report relating to the results for the half year ended 31 December 2006.

This information should be read in conjunction with McMillan Shakespeare Limited's 2006 Annual Report.

The documents referred to above are provided to the ASX in accordance with ASX Listing Rule 4.2A.

Yours faithfully McMillan Shakespeare Limited

e Mc Chuckey

Paul McCluskey Company Secretary

# RESULTS FOR ANNOUNCEMENT TO THE MARKET APPENDIX 4D – HALF YEAR REPORT

	%	2006	2005
	Change	\$	\$
	up		
Revenue from ordinary activities	13%	26,287,019	23,200,614
Interest income		(209,291)	(250,683)
Revenue from ordinary activities excluding interest income	14%	26,077,728	22,949,931
		(46.745.677)	(4.4.522.604)
Operating expenses		(16,715,677)	(14,523,684)
Earnings before interest tax, depreciation and amortisation (EBITDA)	11%	9,362,051	8,426,247
Depreciation of plant and equipment and amortisation of software		(640,130)	(837,185)
Earning before interest, tax and amortisation of contracts and other assets	15%	8,721,921	7,589,062
Net interest costs		56,183	(260,907)
Amortisation of contracts and other assets		-	(888,416)
Profit from ordinary activities before income tax expense	36%	8,778,104	6,439,739
Income tax expense relating to profit from ordinary activities		(2,693,236)	(2,204,598)
Income tax benefit arising from forming a tax consolidated group		-	1,100,669
Profit from ordinary activities after income tax expense		6,084,868	5,335,810
Net profit attributable to members	14%	6,084,868	5,335,810
	L		
Net tangible assets per ordinary share		\$0.040	-\$0.031

	Cents	Cents
Basic earnings per share	9.12	8.08
Diluted earnings per share	9.07	7.89
Final dividend in respect of the financial year ended 30 June 2006 (2005) – Amount per share Interim dividend in respect of the period ended 31 December 2006 (2005) – Amount per share	7.0 4.5	2.4 2.5

All dividends are fully franked at the corporate income tax rate (2006: 30%, 2005: 30%).

The record date for determining entitlement to the interim dividend is 20 March 2007.

The interim dividend is payable on 3 April 2007.



20 February 2007

# McMILLAN SHAKESPEARE LIMITED ABN 74 107 233 983

#### **Half-Year Results Announcement**

McMillan Shakespeare Limited (ASX:MMS) today released its results for the half-year ended 31 December 2006 with a reported after tax profit of \$6,084,868. This compares to \$5,335,810 for the same period in the prior year.

The company expects continued growth for the remainder of the financial year.

Highlights of the operating results were:

	% increase over half yr 31-Dec-05	Half year 31-Dec-06	Half year 31-Dec-05
Revenue	13%	<b>\$</b> 26,287,000	<b>\$</b> 23,201,000
EBITDA	11%	9,362,000	8,426,000
EBIT before amortisation of contracts	16%	8,722,000	7,515,000
EBIT	30%	8,722,000	6,701,000
NPAT	14%	6,085,000	5,336,000
NPAT adjusted for amortisation of intangibles and tax consolidation benefit	21%	6,085,000	5,049,000
Earnings per share (cents) Dividends declared per share (cents) % franked	13%	9.12 4.50 100%	8.08 2.50 100%
The NPAT for the half year ended 31 December 2005 includes the expensing as amortisation of contracts of \$813,679 and a tax benefit of forming a tax consolidated group of \$1,100,669.			

### McMillan Shakespeare Limited (A.B.N. 74 107 233 983)

FOR THE HALF-YEAR ENDED 31 DECEMBER 2006

The company has declared a fully franked interim dividend of 4.5 cents per share. The record date is 20 March 2007 and the dividend will be paid on 3 April 2007.

Anthony Podesta Chief Executive Officer

McMillan Shakespeare Limited Telephone: (03) 9635 0100

E-mail: anthony.podesta@mcms.com.au

McMillan Shakespeare Limited A.B.N. 74 107 233 983 Level 4, 321 Exhibition Street, Melbourne, Victoria 3000 Tel: 61 3 9635 0000 Fax: 61 3 9635 0060 Web: <a href="https://www.mcms.com.au">www.mcms.com.au</a> AFSL No. 299054

About McMillan Shakespeare

McMillan Shakespeare is considered a market leader in the provision of salary packaging administration. Its services include remuneration policy design, salary packaging benefit administration and motor vehicle lease management. McMillan Shakespeare also provides a complementary fleet management service, including the procurement of motor vehicles and finance and fuel card and service maintenance programs.

#### **DIRECTORS' REPORT**

The Directors of McMillan Shakespeare Limited submit herewith the financial report for the half-year ended 31 December 2006. In order to comply with the provisions of the *Corporations Act* 2001, the Directors report as follows:

The names of the Directors of the company during or since the end of the half-year are:

#### Name

Mr R. Pitcher

Mr A. Podesta

Mr J. Bennetts

Mr R. Chessari

Mr G. McMahon

The above named Directors held office during and since the end of the half-year.

#### **Review of Operation**

A review of the operations of the consolidated entity during the half-year ended 31 December 2006 and the results of these operations are set out in the attached results announcement.

# **McMillan Shakespeare Limited First Half Year Results**

The consolidated net profit for the half-year ended 31 December 2006 attributable to the shareholders of McMillan Shakespeare Limited after providing for income tax was \$6,084,868.

# **Dividend**

On 20 February 2007, the Board of Directors declared a fully franked dividend of 4.5 cents per ordinary share. The record date is 20 March 2007 and the dividend will be paid on 3 April 2007.

#### **AUDITOR'S INDEPENDENCE DECLARATION**

The auditor's independence declaration under section 307C of *the Corporations Act 2001* is included on page 6 of the half-year financial report.

Signed in accordance with a resolution of Directors made pursuant to section 306(3) of the *Corporations Act* 2001.

On behalf of the Directors

Mr R. Pitcher Chairman

Melbourne, 20 February 2007

Mr A. Podesta Managing Director



### Auditor's Independence Declaration to the directors of McMillan Shakespeare Limited

I declare that, to the best of my knowledge and belief, in relation to our review of McMillan Shakespeare Limited for the year ended 31 December 2006 there have been:

(i) No contraventions of the auditor independence requirements as set out in the Corporations Act 2001; and

(ii) No contraventions of any applicable code of professional conduct.

William Buck Chartered Accountants Brad Taylor
Lead Audit Partner

Dated this 20<sup>th</sup> day of February 2007. Melbourne, Australia.

Level 2, 215 Spring Street, Melbourne VIC 3000 • GPO Box 4984WW, Melbourne VIC 3001 • DX39320 Port Melbourne

T (61 3) 8663 6000 F (61 3) 8663 6333 E info@williambuckvic.com.au W www.williambuck.com.au

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# INDEPENDENT REVIEW REPORT TO THE MEMBERS OF MCMILLAN SHAKESPEARE LIMITED

#### Scope

We have reviewed the half year financial report of McMillan Shakespeare Limited for the half year ended comprising the balance sheet, income statement, cash flow statement and the statement of changes in equity, notes to and forming part of the financial statements and the Directors' Declaration.

The half year financial report includes the financial statements of the consolidated entity comprising McMillan Shakespeare Limited entity and the entities it controlled at the end of the half-year or from time to time during the half-year. McMillan Shakespeare Limited's directors are responsible for the half year financial report.

We have performed an independent review of the half year financial report in order to state whether, on the basis of procedures described, anything has come to our attention that would indicate that the half year financial report is not presented fairly in accordance with Accounting Standard AASB 134 "Interim Financial Reporting" and other mandatory professional reporting requirements in Australia and statutory requirements, so as to present a view which is consistent with our understanding of the consolidated entity's financial position, and performance as represented by the results of its operations and its cash flows, and in order for the disclosing entity to meet its obligations to lodge the financial report with the Australian Securities and Investments Commission

Our review has been conducted in accordance with Australian Auditing Standards applicable to review engagements. A review is limited primarily to inquiries of the entity's personnel and analytical procedures applied to the financial data. These procedures do not provide all the evidence that would be required in an audit, thus the level of assurance is less than given in an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

#### Statement

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report, as defined in the scope section of McMillan Shakespeare Limited is not in accordance with:

- The Corporations Act 2001, including:
  - giving a true and fair view of the consolidated entity's financial position as at 31 December 2006 and of its performance for the half-year ended on that date; and
  - complying with Accounting Standard AASB 134 "Interim Financial Reporting" and the Corporations Regulations 2001; and

Other mandatory professional reporting requirements in Australia.

William Buck

Chartered Accountants

Brad Taylor Partner

Dated this 20th of February 2007.

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#### **DIRECTORS' DECLARATION**

The Directors declare that:

- (a) in the Directors' opinion, there are reasonable grounds to believe that the disclosing entity will be able to pay its debts as and when they become due and payable; and
- (b) in the Directors' opinion, the attached financial statements for the six month period ended 31 December 2006 and notes thereto are in accordance with the *Corporations Act* 2001, including compliance with accounting standards and giving a true and fair view of the financial position and performance of the consolidated entity.

Signed in accordance with a resolution of the Directors made pursuant to section 303(5) of the *Corporations Act* 2001.

On behalf of the Directors

Mr R. Pitcher Chairman

Melbourne, 20 February 2007

Mr A. Podesta Managing Director

# CONSOLIDATED INCOME STATEMENT FOR THE HALF-YEAR ENDED 31 DECEMBER 2006

Revenue from continuing operations	Half year ended 31 Dec 2006 \$ 26,287,019	Half year ended 31 Dec 2005 \$ 23,200,614
Employee and director benefits expenses Depreciation of plant and equipments and amortisation of software Amortisation of contracts and other assets Technology and communication expenses Property and corporate expenses Finance costs Other expenses from ordinary activities	(11,738,018) (640,130) - (1,554,311) (891,419) (153,108) (2,531,929)	(9,981,135) (837,185) (888,416) (1,568,095) (803,325) (511,590) (2,171,129)
· · · · · · · · · · · · · · · · · · ·	(17,508,915)	(16,760,875)
Profit before income tax expense	8,778,104	6,439,739
Income tax expense relating to profit from ordinary activities	(2,693,236)	(2,204,598)
Income tax benefit arising from forming a tax consolidated group	-	1,100,669
Profit attributable to members of McMillan Shakespeare Limited	6,084,868	5,335,810
Basic earnings per share (cents per share)	9.12	8.08
Diluted earnings per share (cents per share)	9.07	7.89

# CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2006

Current assets	<b>31-Dec</b> <b>2006</b> \$	30-Jun 2006 \$
Cash and cash equivalents	4,599,164	6,584,388
Trade and other receivables	6,639,060	6,756,959
Total current assets	11,238,224	13,341,347
Non current assets	2 127 270	2 467 260
Plant and equipment Deferred tax assets	2,127,379	2,467,360
Goodwill	910,913	1,265,676
Other intangible assets	33,069,267 216,795	33,110,848 99,153
Total non current assets	36,324,354	36,943,037
Total assets	47,562,578	50,284,384
Current liabilities		
Trade and other payables	8,032,635	9,732,154
Borrowings	0	3,333,590
Current tax liability	1,439,788	1,442,461
Provisions	1,243,763	1,308,703
Other liabilities	512,986	631,048
Total current liabilities	11,229,172	16,447,956
Non current liabilities		
Provisions	338,450	172,314
Total non current liabilities	338,450	172,314
Total liabilities	11,567,622	16,620,270
Net assets	35,994,956	33,664,114
Equity		
Share capital	21,648,555	20,688,848
Reserves	131,795	166,634
Distributable reserve	14,214,606	12,808,632
Total equity	35,994,956	33,664,114

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE HALF-YEAR ENDED 31 DECEMBER 2006

	Half year ended 31 Dec 2006	Half year ended 31 Dec 2005
	\$	\$
<u>Distributable Reserve</u>		
Distributable reserve earnings at the beginning of the period	12,808,632	4,743,843
Profit attributable to members of McMillan Shakespeare Limited	6,084,868	5,335,810
Dividends paid	(4,678,894)	(1,580,637)
Distributable reserve at the end of the period	14,214,606	8,499,017
Option Reserve Reserves at the beginning of the period Option expense Transfer to share capital Reserves at the end of the period	166,634 65,118 (99,957) 131,795	66,713 86,640 - 153,353
Share Capital Share capital at start period - 1 July 2006 - 66,453,266 fully paid shares (1 July 2005 - 65,859,900)	20,688,848	19,833,603
Issue of shares for business combination	577,748	661,002
Issue of shares under the employee share option plan  Share capital at the end of the period - 31 December 2006	381,959	27,757
67,019,792 - fully paid shares (31 December 2005 - 66,267,011)	21,648,555	20,522,362

# CONSOLIDATED CASH FLOW STATEMENT FOR THE HALF-YEAR ENDED 31 DECEMBER 2006

Cash flows from operating activities	Half year ended 31-Dec-06	Half year ended 31-Dec-05
	\$	\$
Cash receipts from customers	29,950,408	28,934,447
Cash payments to suppliers and employees	(20,834,503)	(20,741,126)
Interest paid	(226,952)	(530,148)
Interest received	209,291	250,682
Income taxes paid	(2,341,147)	(1,657,569)
Net cash from operating activities	6,757,096	6,256,287
Cash flows from investing activities		
Acquisition of plant, equipment and software	(434,100)	(751,591)
Acquisition of subsidary, net of cash acquired	(577,736)	(691,741)
Net cash used by investing activities	(1,011,836)	(1,443,332)
Cash flows from financing activities		
Equity contribution	282,002	-
Proceeds from borrowings	2,400,000	-
Repayment of borrowings	(5,715,466)	(1,000,000)
Dividends paid by parent entity	(4,678,894)	(1,580,637)
Net cash provided by/(used in) financing activities	(7,712,359)	(2,580,637)
Net increase/(decrease) in cash and cash equivalents	(1,967,099)	2,232,318
Cash and cash equivalents at the beginning of the half year	6,566,264	8,850,127
Cash and cash equivalents at the end of the half year	4,599,165	11,082,445

# NOTES TO THE FINANCIAL STATEMENTS FOR THE HALF-YEAR ENDED 31 DECEMBER 2006

### **NOTES TO THE FINANCIAL STATEMENTS**

McMillan Shakespeare Limited (the "Company) is a company domiciled in Australia. The consolidated half-year financial report of the Company as at and for the six months ended 31 December 2006 comprises the Company and its subsidiaries (together referred to as the "Consolidated Entity").

### **Statement of Compliance**

The consolidated half-year financial report is a general purpose financial report prepared in accordance with the *Corporations Act 2001* and AASB 134 Interim Financial Reporting.

The half-year financial report does not include notes of the type normally included in an annual financial report and should be read in conjunction with the most recent annual financial report.

The consolidated half-year financial report was approved by the Board of Directors on 20 February 2007.

#### 1. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies applied in preparing the financial statements for the half-year 31 December 2006 are consistent with those applied in preparing the comparative information presented in these financial statements and are the same as those applied by the Consolidated Entity in its consolidated financial report as at and for the year ended 30 June 2006.

# 2. DIVIDENDS

On 20 February 2007, the Board of Directors declared a fully franked dividend of 4.5 cents per ordinary share. The record date is 20 March 2007 and the dividend will be paid on 3 April 2007.

	•	ar ended nber 2006	•	ar ended nber 2005
	Cents per share	Total	Cents per share	Total
Recognised amounts				
Fully paid ordinary shares - Final dividend	7.0	\$4,678,894	2.4	\$1,580,637
<u>Unrecognised amounts</u>				
Fully paid ordinary shares - Interim dividend	4.5	\$2,982,015	2.5	\$1,659,846
			1	

# NOTES TO THE FINANCIAL STATEMENTS FOR THE HALF-YEAR ENDED 31 DECEMBER 2005

#### 3. CONTINGENT LIABILITIES

The contingent liabilities of the Consolidated Entity at 30 June 2006 are \$1,654,637 which is unchanged from 30 June 2006.

# 4. ISSUANCES, REPURCHASES AND REPAYMENTS OF SECURITIES

During the half-year reporting period, McMillan Shakespeare Limited issued 415,283 ordinary shares for \$510,589 under its employee share option plan.

During the half-year reporting period, McMillan Shakespeare Limited also issued 151,243 ordinary shares for \$577,748 to the vendors of Remuneration Services (Qld) Pty Ltd for partial satisfaction of the vendors' contractual entitlement based on the financial performance of Remuneration Services (Qld) Pty Ltd for the year ended 30 June 2006, details of which are set in note 11 to the financial statements in consolidated entity's 2006 Annual Report.

#### 5. SEGMENT REPORTING

The economic entity operates in Australia within the salary packaging industry. All revenue, operating profit and assets relate to operations in Australia.