

# McMillanShakespeareGroup

## ASX ANNOUNCEMENT

### Business Update and Preliminary Result for the Half Year to 31 December 2020

McMillan Shakespeare Limited (ASX: MMS, "the Company") provides the following update on its business.

MMS has experienced more positive market conditions than expected.

Despite the challenging operating environment, MMS has benefited from a faster than anticipated recovery in novated lease sales, stronger returns in remarketing values of used vehicles and ongoing growth in Plan Partners.

We continue to grow our customer base in salary packaging, novated leasing and plan management.

MMS currently expects underlying net profit after tax (UNPATA) for the first half of FY21 to be \$42.7 million. This is an unaudited result and remains subject to further review and finalisation.

The result includes a \$7.3 million contribution from the Federal Government's JobKeeper program which has supported the retention of our people despite the challenges of COVID -19 and the negative impacts on our financial performance compared to prior periods.

MMS CEO and Managing Director Mike Salisbury said "We are pleased with the underlying performance of the business in the first half. Our investments in digital technologies and our ability to flex our operating model has delivered a stronger performance and is reflected in the ongoing positive feedback we have received from our customers."

"We have benefited from unusual trading conditions in the broader motor industry in the first half. These conditions are expected to normalise throughout the course of the second half of the 2021 financial year and as such, operating performance in the second half is expected to be similar to the first half, excluding the JobKeeper contribution. Whilst we are pleased with the position of the business leading into the second half of the financial year, COVID -19 continues to impact our operations, business and consumer activity – and there remains the potential for further disruption."

MMS will announce its half year results on 24 February 2021.

This announcement was authorised for release by the MMS Board.

For more information please contact:

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