

## ASX ANNOUNCEMENT

9 November 2020

### **Shine Justice Ltd (SHJ) Chairman's Address and Managing Director & CEO's Presentation**

---

In accordance with ASX Listing Rule 3.13.3, Shine Justice Ltd provides the following which will be presented at its Annual General Meeting commencing at 11am (Brisbane time) today:

1. Chairman's Address; and
2. Managing Director & CEO's Presentation.

**Authorised for release by the Board**



Annette O'Hara  
Company Secretary

Shine Justice Ltd  
Level 13, 160 Ann Street  
Brisbane QLD 4000  
Tel: 07 3837 9448

**CHAIRMAN'S ADDRESS**  
**SHINE JUSTICE LTD**  
**ANNUAL GENERAL MEETING**  
**9 NOVEMBER 2020**

Before Simon presents his summary of the Company's performance over the past year and outlook for the year ahead, I would like to make a few observations.

As the recently appointed Chairman of Shine Justice Ltd, I am delighted to be here with you today.

It was a privilege to be invited to join the Board in May and to assume the Chair on 1 July. I was attracted to Shine as a values-based organisation that champions justice for its clients and for the wider community. I have been inspired by the passion and commitment to these values by Shine management and team members.

The tumultuous challenges faced by business and the entire community in 2020 were met by the team at Shine Justice with remarkable resilience and adaptability. We have continued to produce outstanding outcomes for our clients.

The Group settled or resolved more than 5,600 cases during the year and achieved settlements and judgements in excess of \$730 million.

A noteworthy result during the year was the successful outcome in court proceedings in one of Australia's largest product liability class actions, commenced in 2012, relating to faulty prolapse mesh and tape implants. The court decision followed a trial that ran from July 2017 until February 2018. The decision is subject to an appeal which will be vigorously defended. If ultimately successful, the litigation is expected to deliver justice for many thousands of Australian women left with life altering complications from the defective implants.

Settlement was reached in class actions against the Commonwealth Department of Defence for residents in the Queensland town of Oakey and in Katherine in the Northern Territory in relation to claims for property and business losses due to exposure to toxic firefighting chemicals. An action has now been filed for property

losses affecting up to 40,000 residents in seven other affected Australian locations similarly exposed to firefighting chemicals.

A class action has also been filed on behalf of passengers and their families affected by the deadly outbreak of coronavirus on board the Ruby Princess cruise ship early this year.

Last month we filed a class action against the Western Australian Government to recover wages withheld from indigenous workers who were forced to labour in slave-like conditions in the nineteenth and twentieth centuries for little or no money.

Our work is continuing to compel governments to investigate practices employed in stonemasonry workshops, where dry cutting of artificial stone is exposing workers to the risk of the deadly lung disease, silicosis.

The Group achieved Earnings Before Interest, Tax, Depreciation, Amortisation and Impairment (EBITDAI) of \$51.15 million, compared with \$47.44 million in the previous year. Net profit after tax (NPAT) of \$21.55 million compared with \$14.03 million (including a \$5 million impairment) previously. Gross operating cash flow (GOCF) of \$34.53 million represents a solid outcome for the Group.

The adoption of AASB 16 Leases on 1 July 2018 had an impact on EBITDAI and GOCF, resulting in previously reported operating leases now disclosed below EBITDAI as a combination of depreciation and interest. On a like-for-like basis, EBITDAI was \$42.52 million and GOCF was \$25.89 million.

The Directors were pleased to declare a final dividend of 2.75 cents per Share (unfranked). When added to the 1.5 cents per Share unfranked interim dividend declared in February 2020, dividends for the year totalled 4.25 cents per Share.

In March 2020, shareholders approved the change of the Company's name to Shine Justice Ltd. The change was proposed as a simple but significant step to reflect the purpose, culture and values which are important to our Group and our strong commitment to justice.

Over the past year, the Group's leadership team has stabilised, strengthening our capability at all levels in the organisation to deliver consistent, high-quality service across all work types and regions.

We are refining our corporate structure with the aim of improving efficiencies, as well as further integrating our brands under the Shine Justice banner.

Our leadership embeds a culture within the Group that respects our history, embraces our values and inspires high performance. We are grateful to all our team members for their willingness to adapt and ensure continued delivery of outstanding service throughout a year like no other.

The Group's philanthropic initiative, the Shine A Light Foundation, awarded a \$15,000 grant to new charity partner, the Red Rose Foundation, which actively works to end domestic and family violence related deaths in Australia, including homicide, suicide and accidental deaths.

I would like to take this opportunity to thank the former Board for their valuable contribution to the Group. Tony Bellas, Carolyn Barker and Greg Moynihan ably guided the business since 2013 and their leadership has left the business with a solid foundation for future growth.

I welcome my new fellow Directors, Teresa Dyson and David Bayes, each of whom brings considerable skills, experience and expertise to the ongoing governance of the Group.

With a strong leadership team, ably led by Managing Director & CEO Simon Morrison, and the dedication of all our people, I am confident that Shine is well placed for future success.

I thank our shareholders for your ongoing support and will now hand over to Simon.



# Annual General Meeting

9 November 2020



## Important Notice

This presentation contains certain forward-looking statements with respect to the financial condition, results of operations and business of Shine Justice Ltd and certain plans and objectives of the management of Shine Justice Ltd. Such forward-looking statements involve both known and unknown risks, uncertainties, assumptions and other important factors which are beyond the control of Shine Justice Ltd and could cause the actual outcomes to be materially different from the events or results expressed or implied by such statements. Shine Justice Ltd and none of its officers, advisers or any other person makes any representation, assurance or guarantee as to the accuracy or likelihood of fulfilment of any forward looking statements or any outcomes expressed or implied by any forward looking statements.

The information contained in this presentation does not take into account investment objectives, financial situation or particular needs. Before making an investment decision, investors should consider their own needs and situation and, if necessary, seek professional advice. To the maximum extent permitted by law, none of Shine Justice Ltd, its directors, employees or agents, nor any other person accepts any liability for any loss arising from the use of this presentation or its contents or otherwise arising out of, or in connection with it.

# Shine Justice

## *One Unifying Message*

### Personal Injury (motor vehicle, workplace, public liability)

- Lean, standard, major claims
- Superannuation and disability
- Abuse law

### Land, Energy & Resources

- Emanate Legal Services (QLD)
- Shine Lawyers

### New Practice Areas

- Class actions
- Professional and medical negligence
- Employment Law
- Commercial Litigation

### Family Law

- Best Wilson Buckley Family Law (QLD)
- Carr & Co (WA)

### Personal Injury (motor vehicle, workplace, public liability)

- Sciaccas (QLD)
- Stephen Browne (WA)
- Bradley Bayly (WA)

### Loss Adjustment

- Risk Worldwide (NZ)
- My Insurance Claim (NZ)



We are a  
***Purpose-driven***  
company

---

We are relatively  
***Immune*** to  
economic cycles

---

We have significant  
***Growth*** opportunity



# We welcome our new Board Directors



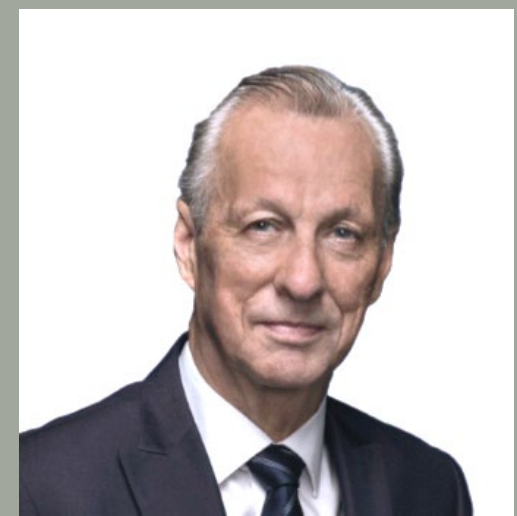
**Graham Bradley AM**  
Chairman

Graham Bradley is an experienced company director and chairman. He is currently Non-executive Chairman of EnergyAustralia Holdings Ltd and United Malt Group Limited (ASX:UMG). He is also a Director of The Hongkong & Shanghai Banking Corporation Limited, Chairman of Infrastructure NSW and a member of the Advisory Council of the Australian School of Business at the University of New South Wales. His previous roles include Non-executive Chairman of HSBC Bank Australia Limited and GrainCorp Limited, Managing Director of Perpetual Limited, senior roles at Blake Dawson and McKinsey & Company, Director of Stockland Corporation Limited, President of the Business Council of Australia and Deputy President of the Takeovers Panel.



**Teresa Dyson**  
Non-Executive Director

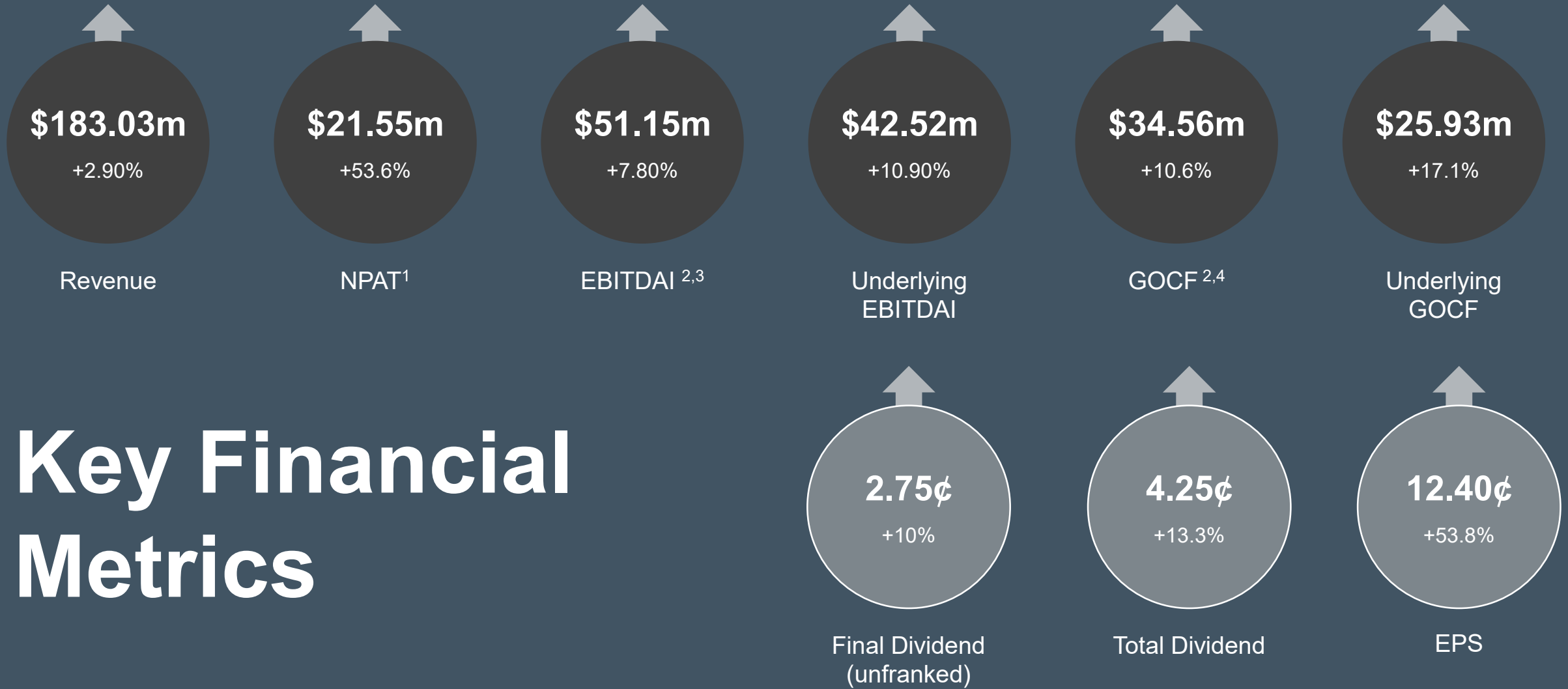
Ms Dyson is an experienced company director, whose career has spanned both the public and private sectors. Ms Dyson is an admitted lawyer and has previously been a partner at a global law firm and professional services firm. Teresa is currently a Director of Seven West Media Limited (ASX:SWM), Power & Water Corporation (NT), Energy Queensland, Genex Power Limited (ASX:GNX), National Housing Finance & Investment Corporation, Gold Coast Hospital and Health Board, Energy Super and Fare Limited and is a member of the Foreign Investment Review Board and the Takeovers Panel.



**David Bayes**  
Non-Executive Director

Mr Bayes is Chairman of Plarre Foods Pty Ltd (trading as Ferguson Plarre Bakehouses), Non-executive Director of Sigma Healthcare Limited (ASX:SIG) and has previously held a variety of board and executive positions, including Chief Executive Officer of Choice Hotels Australasia, Chief Operating Officer of Mortgage Choice Limited (ASX:MOC), Chief Executive Officer and Director of Bakers Delight, Non-executive Director of Chiquita Brands South Pacific Ltd, Non-executive Director of North Western Healthcare Network and Vice President and Director of McDonald's Australia. David is a Non-executive Director of the Australian Institute of Company Directors (AICD) and President of the Victoria Council of the AICD. Mr Bayes has over 35 years' experience in multi-outlet retail business.





# Key Financial Metrics

<sup>1</sup> FY19 NPAT was affected by a \$5 million impairment; on a like for like basis (excluding the FY19 impairment), NPAT increased by 13.2% in FY20

<sup>2</sup> EBITDAI and GOCF are not IFRS calculations which appear in the financial statements, and have not been audited.

<sup>3</sup> EBITDAI result improved through adoption of AASB 16

<sup>4</sup> GOCF result improved through adoption of AASB 16



- Strong market position and diversification strategy achieves solid earnings growth and delivery on guidance despite COVID-19 challenges
- Resilience of PI (Personal Injury) and NPA (New Practice Areas) business with growth potential in FY21 despite impact of COVID-19
- Growth in key operational metrics of client enquiries and leads
- Mesh class action. Expected recovery of costs following successful judgment in FY21
- Assessment of strong pipeline of Mesh group member claims expected to follow for a number of years
- Robust class-action pipeline
- Litigation and disbursements funding strategy improved cash conversion
- Claimify and technology innovations tracking well

# Year in Review

# Why invest in Shine Justice? *Our Market Opportunities*



We have **37** Class Actions either commenced or in the pipeline

## 21 Class Actions Pipeline by Sector

8 Banking & Finance consumer claims

4 Indigenous Stolen Wages

3 Telecommunications

2 Hospitality & Tourism

2 Technology & Infrastructure

2 Medical & Science

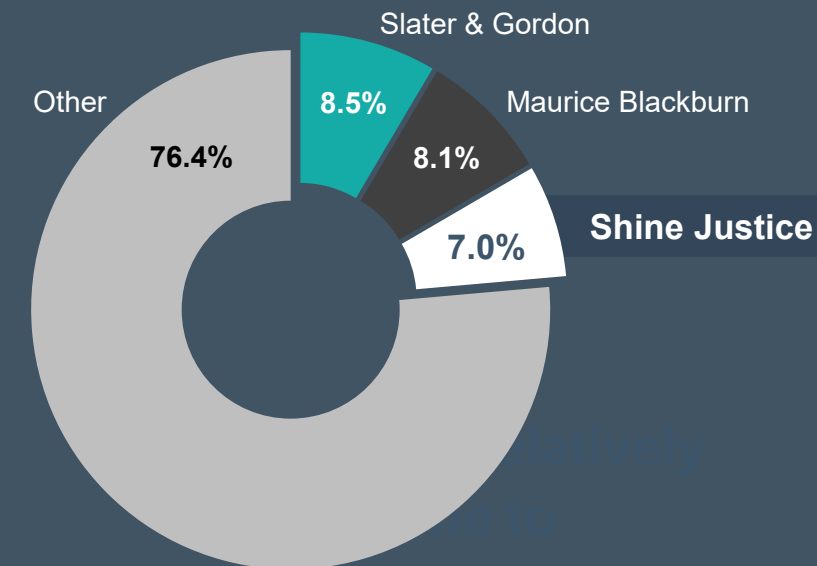
## 16 Current Filed Class Actions

1. PFAS  
(Bullsbrook WA, Darwin NT, Townsville QLD, Richmond NSW, Wagga Wagga NSW, Wodonga VIC, Edinburgh SA)
2. Worley Parsons
3. BSA Ltd
4. Raby Bay
5. CBA – Australian Retirement Group Pty Ltd – Bank West
6. AMP
7. Tandem
8. Stolen Wages WA
9. Ruby Princess
10. Iluka
11. Westpac Banker Trust Life
12. Oakey & Katherine PFAS
13. J&J Mesh
14. AMS Mesh
15. Colonial First State Group Insurance
16. IOOF

## Strong outlook for growth

### Market share growth opportunities in PI

PI Market Share



Source: IBISWorld Industry Report OD5519: *Personal and Workplace Injury Lawyers in Australia* June 2020

Relatively stable to economic cycles

# Outlook 2021



## **Grow** Shine Justice

Focus on growth opportunities, particularly organic growth in our PI and Class Action Practice Areas

## **Strengthen** Shine Justice

Execute on WIP management improvement initiatives, conversion and cycle time reduction opportunities

## **Innovate** Shine Justice

Apply technology solutions from Claimify to other parts of the Shine business.

## **Champion** the Client

Improve on client communication offerings and utilise digital platforms for greater client access.

## **GUIDANCE**

Expected continuation of EBITDAI growth in FY21 in the order of a high single digit percentage increase, subject to unforeseen COVID-19 impacts