

ASX ANNOUNCEMENT

20 October 2021

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 12pm (noon) (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

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CHAIRMAN'S ADDRESS
SHINE JUSTICE LTD
ANNUAL GENERAL MEETING
20 OCTOBER 2021

I am pleased to present the Annual Report for Shine Justice for the financial year to 30 June 2021, a year in which the firm celebrated the 45th anniversary of its establishment. From humble beginnings in Toowoomba, Shine has grown to be an organisation with over 900 team members serving clients in over 50 offices across Australia and New Zealand.

A Year of Solid Growth

I am pleased to report that 2021 was a year of solid growth for the Company.

In the past year, we have expanded our team, resolved more than 7,000 cases for our clients, securing damages in excess of \$900 million. Despite the challenges posed to our whole community by the COVID-19 pandemic, we have grown our top line and our bottom line, enabling us to continue to invest in the business for future growth as well as to reward shareholders with a significant increase in dividends.

Before going further, I would like to commend our people for the way they have responded to the pandemic besetting our communities, and thank them on behalf of our clients for continuing to provide our important services in a COVID-safe way despite the many challenges posed by working from home and changing public health regulations.

Specific Milestones

Shine Justice achieved a number of significant milestones for our clients in FY21. Foremost among them was our success in one of the largest Australian product liability class actions relating to faulty prolapse mesh implants. This litigation is expected to deliver justice to many thousands of Australian women left with life altering complications from defective implants. The final resolution

of this case rests now with an application for special leave to appeal to the High Court which will be heard by the High Court on 5 November 2021.

We commenced important class actions during the past year, some of which involved new pathways to justice for our clients. These included actions on behalf of communities whose land has been contaminated by toxic PFAS chemicals, claims by passengers and families affected by coronavirus on board cruise ships, cases to right historical underpayment of Indigenous workers in Western Australia and the Northern Territory, and a case on behalf of Stolen Generation survivors in the Northern Territory.

Financial Results

Turning now to our financial results, the Group's earnings before interest, tax, depreciation and amortisation (EBITDA) was \$56.16 million, an increase of almost 10 percent on FY20. Our net profit after tax was \$25.59 million compared to \$21.55 million in FY20, an increase of almost 19 percent. Our gross operating cashflow for the year was \$54.65 million, a substantial increase over the previous year, boosted by some \$20.91 million received in relation to the mesh class action which awaits the High Court decision.

The Directors were pleased to declare a final dividend of 3.25 cents per share which brings total dividends for the year to 5.25 cents (unfranked), an increase of 23.5 percent over the previous year. This distribution was in line with our policy of returning 30-50 percent of net profit after tax as dividends.

Community Contributions

Your Company takes great pride in our contributions to the communities in which we operate. Among other initiatives during the past year, we have proudly launched our first Reconciliation Action Plan, entered a partnership with LifeFlight Australia to assist them in providing emergency medical care throughout regional Queensland, and contributed \$15,000 towards Indigenous literacy from the Shine A Light Foundation.

FY22 Outlook

We believe the year ahead will be another year of growth for your Company. We have implemented improvements in underperforming units and we anticipate strong growth in several of our practice areas, including class actions, abuse law and medical law. In addition, we have recently opened new points of presence in Adelaide, Canberra and Darwin, and have plans being implemented in FY22 to increase points of presence in several states. We also plan to launch new technology solutions to provide a superior service experience to our clients. The Board has provided market guidance that we expect low double digit growth in our EBITDA in FY22, subject to no unforeseen market developments arising from the COVID-19 pandemic.

In Conclusion

May I conclude by thanking my Board colleagues Teresa Dyson, David Bayes and our newly appointed Director Rod Douglas, for their contributions during the year. As Rod was appointed after the last AGM, he will offer himself for election later in this meeting.

Thanks also go to our leadership team, ably led by Managing Director & CEO Simon Morrison, and to all of our executives and team members across our Shine network. We thank them for the work they have done and for the foundations they have helped to lay for another strong year ahead for Shine Justice and for our clients.

SHINE JUSTICE LTD



Annual General Meeting

20 October 2021



ABN 93 162 817 905

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.

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Shine Justice – One Unifying Message

Personal Injury

(motor vehicle, workplace, public liability, head trauma)

- Shine Lawyers
- Sciaccas (QLD)
- Stephen Browne (WA)
- Bradley Bayly (WA)
- Claimify

New Practice Areas

Shine Lawyers

- Class actions
- Abuse law
- Superannuation and disability
- Dust diseases
- Professional and medical negligence
- Employment law
- Commercial litigation
- Estate and Land litigation

Family Law

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

Loss Adjustment

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

Land, Energy & Resources

- Shine Lawyers
- Emanate Legal Services (QLD)

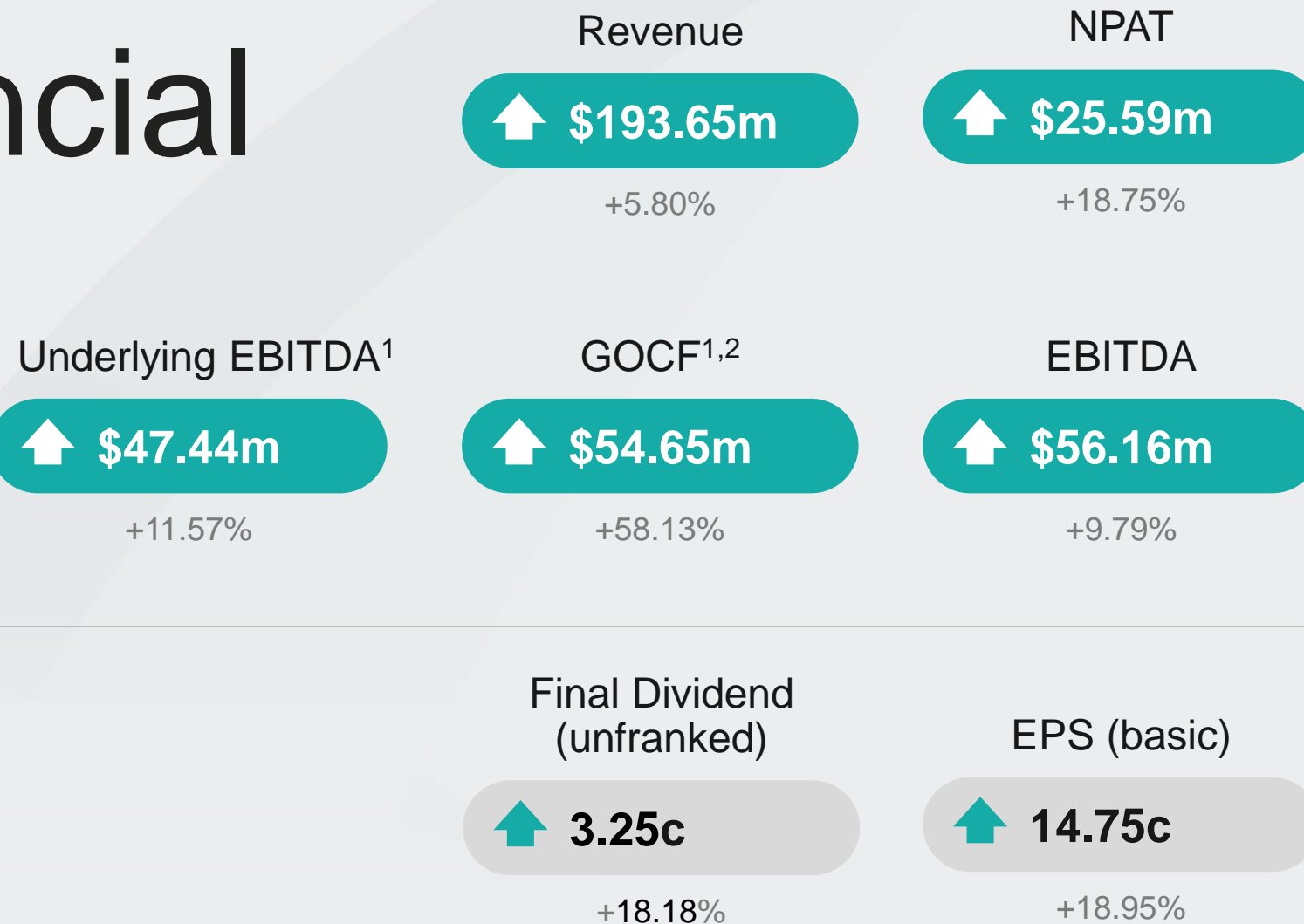


Strong base established for future **Growth**



Business **Resilient** in economic cycles

Key Financial Metrics



¹ EBITDA and GOCF are not IFRS calculations which appear in the financial statements, and have not been audited. EBITDA results improved through adoption of AASB 16 *Leases* from 1 July 2018. Underlying EBITDA excludes the impact of AASB 16 *Leases*

² Includes \$20.91m (excluding GST) Mesh Class Action funds received in December 2020.

FY21 Highlights

Resilient performance in a tough market

Strong market position and diversification strategy achieves solid earnings growth and delivery on guidance despite COVID-19 challenges

PI segment result reflects finalisation of reorganisation and rationalisation; Reset for growth in FY22

Diversification of services and geography continues to underpin sustainable growth strategy

Growth in key operational metrics of client enquiries and leads

Mesh class action. Expected recovery of costs following High Court judgment during FY22

Assessment of Mesh class action group member claims expected to follow for a number of years

Robust class-action pipeline

Increased online offerings

Organic growth strategy commenced with new office in Adelaide

Class Actions Initiatives & Update

- Litigation funding utilised in majority of class actions
- Expected improvement in FY22 gross operating cashflow
- Historically WIP absorbed until completion of class action but now monthly invoicing and cash collections for all funded matters
- Competitive advantage being large firm with scale and resources
- Litigation funders and AFSL framework to consolidate market and increase constraints for small class actions firms, allowing larger firms to grow further

We have **41** **Class Actions** either commenced or in the pipeline

Class Actions Pipeline by Sector

6	Banking & Finance consumer
4	Securities and Shareholder
4	Indigenous/Human Rights
3	Employment
3	Medical and Science
2	COVID-19 related

Current Filed Class Actions

- | | |
|---|---|
| 1. AMP | 15. Boston Mesh |
| 2. Tandem/ISGM | 16. AMS Mesh |
| 3. Westpac | 17. Multi-Site PFAS |
| 4. Colonial First State Group Insurance | (This class action includes all 30,000 property owners across the seven sites we're investigating including; Residents of Wagga |
| 5. Worley Parsons | Wagga, Richmond (NSW), Wodonga (VIC), Darwin (NT), Townsville (QLD), Edinburgh (SA) and Bullsbrook (WA)) |
| 6. Iluka | 18. Wreck Bay PFAS |
| 7. IOOF | 19. Redlands Council |
| 8. Stolen Wages WA | |
| 9. Stolen Wages NT | |
| 10. Stolen Gen NT | |
| 11. Ruby Princess | |
| 12. BSA | |
| 13. JJ Mesh | |
| 14. Post 4 July Mesh | |

Outlook FY22

Well positioned to increase market share across our diversified services

Champion the Client

- Implement online tracker solution for client cases
- Rollout improved client experience initiatives across Group

Prioritise People

- Increased Manager and Specialist training being introduced
- EVP initiatives to be enhanced
- Career development programs being improved
- Continuing to build on increasing engagement and retention results

Grow Shine Justice

- Investment in new and improved marketing processes and new technology
- Pursue organic and acquisition growth opportunities that meet investment criteria
- Investing to improve our national footprint in FY22
- Consolidate market leadership in PI, Class Actions, Abuse, Medical Negligence, Head Trauma & Dust

Strengthen Shine Justice

- Maintain strong capital management
- Leverage strong market share, underpinned by new practice area opportunities
- Continuous improvement of processes, including automation
- Focus on company wide consistency program

Innovate Shine Justice

- Commitment to long term innovation that will open markets and increase scalability and automation
- Invest in learning and development strategies for employees and integrating work from home initiatives
- Continued rollout of clever technologies that improve access to justice

Guidance

Increasing EBITDA growth in FY22 in the order of a low double digit percentage increase, subject to material or unforeseen COVID-19 impacts

45 Years Reconciliation Growth



shinejustice.com.au

