

ASX ANNOUNCEMENT

25 February 2022

Shine Justice Ltd (SHJ)
FY22 Half Year Results Investor Presentation

Attached is a copy of the FY22 Half Year Results Investor Presentation.

Authorised for release by the Board



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FY22

Half Year Results

Investor Presentation

25 February 2022

Simon Morrison
MANAGING DIRECTOR & CEO

Ravin Raj
CHIEF FINANCIAL OFFICER



SHINE
LAWYERS



Sciaccas
LAWYERS

CARR & CO
DIVORCE & FAMILY LAWYERS

Claimify.

 **STEPHEN BROWNE**
PERSONAL INJURY LAWYERS

my insurance
claim

 **RW** Risk Worldwide

emanate
LEGAL

bestwilsonbuckley
FAMILY LAW


BRADLEY BAYLY LEGAL

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One Unifying Business

Personal Injury

(motor vehicle, workplace, public liability, head trauma, major injury claims)

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

Land, Energy & Resources

- Shine Lawyers
- Emanate Legal Services (QLD)

New Practice Areas

Shine Lawyers

- Class actions
- Superannuation and disability
- Abuse law
- Catastrophic brain injuries
- Dust disease
- Professional and medical negligence
- Employment law
- Commercial litigation

Bradley Bayly

- Abuse

Family Law

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

Loss Adjustment

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



We are a **Purpose-driven** company



We are a business that is **Resilient** through economic cycles



We have significant **Growth** opportunity



SHINE
LAWYERS



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FY22H1

Highlights

Simon Morrison
Managing Director & CEO



Key Financial Metrics

Revenue

↑ \$105.67m

+12.93%

NPAT

↑ \$13.05m

+29.85%

EBITDA

↑ \$27.91m

+14.90%

GOCF ^{1,2}

↓ \$6.68m

-79.81% ²

-33.66% (ex Mesh) ²

Interim Dividend
(unfranked)

↑ 2.50¢

+25.0%

EPS
(basic)

↑ 7.54¢

+30.0%

¹GOCF is not an IFRS calculation which appears in the financial statements and has not been reviewed

² PCP reflects receipt of \$22.9M Mesh proceeds, including GST. GOCF decreased 33.66% excluding Mesh proceeds in PCP

Despite a year of unprecedented disruption, Shine Justice continues to deliver on strategic initiatives.

Delivered earnings growth and building momentum

Achieved landmark decision in Johnson & Johnson Class Action

Opened new offices in South Australia, Northern Territory and ACT

PI segment results improving due to previous years' initiatives

Commenced and/or filed a large number of class actions

Continued to support our people with flexible work arrangements during Covid

Achieved strong employee survey engagement metrics

Continued to execute towards strategy to be market leader in all major work types

FY22H1

Financial Results

Ravin Raj
Chief Financial Officer



Financial Highlights

	FY22H1 (\$m)	FY21H1 (\$m)	Variance (\$m)	Variance (%)
Revenue	105.67	93.57	+12.10	+12.93
NPAT	13.05	10.05	+3.00	+29.85
EBITDA	27.91	24.29	+3.62	+14.90
Employee Benefits Expense	56.74	49.96	+6.78	+13.57
Overheads	30.08	29.02	+1.06	+3.65



Improvement in Revenue across PI and NPA

PI revenue – increase due to work done in previous periods to close unprofitable branches and improve processes in NSW and Victoria



NPA Revenue – increase in revenue due to strong growth by Class Actions and Abuse Law

Growth in Employee expense due to 58 more fee earners when compared to PCP



Improvement in NPAT due to improved margin from PI businesses



Tight control over overheads and costs

Financial Highlights (cont.)

	FY22H1	FY21H1	Variance (%)
EPS (basic) (cents)	7.54	5.80	+30.0
Interim dividend per share (cents)	2.50	2.00	+25.0



Growth in EPS matches improved profitability



Interim dividend increased in line with financial performance



Dividends unfranked

Balance Sheet

AS AT (\$'000)	31 Dec 21	30 June 21
Cash	43,055	55,992
Receivables	17,970	15,272
Contract assets - work in progress	316,993	299,312
Unbilled disbursements at fair value	100,381	106,890
Derivative financial instrument	510	-
PP&E and other	12,564	12,596
Intangibles	48,484	48,578
Right-of-use assets	34,039	34,551
Total assets	573,996	573,191
Trade payables	15,869	18,568
Disbursement creditors	83,198	91,081
Borrowings	48,696	50,383
Derivative financial instrument	80	-
Lease liabilities	42,257	42,943
Deferred and current tax liabilities	108,930	103,039
Employee benefit obligations	10,431	10,144
Provisions & other	1,991	1,892
Total liabilities	311,452	318,050
Net assets	262,544	255,141

Cash on hand at 31 December 2021 stood at **\$43.05m**

Net WIP increased reflecting growth in the business primarily in Core PI, Class actions and Abuse

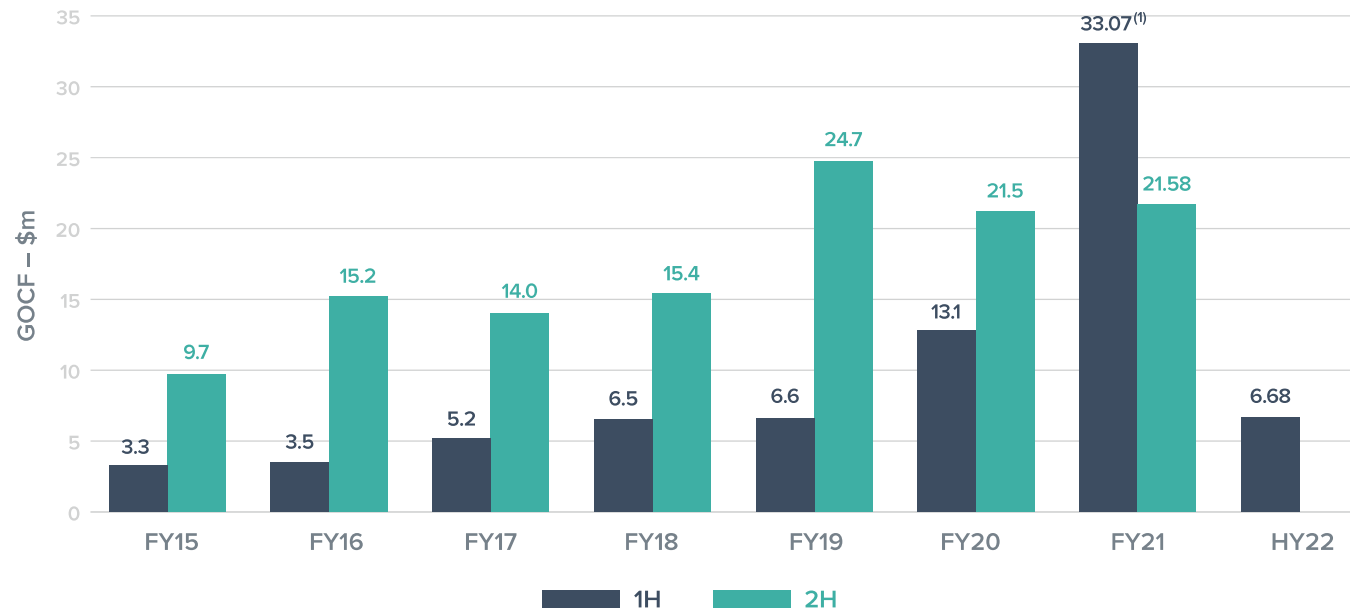
Unbilled disbursements reduction reflects partial repayment of Mesh disbursements

Disbursement creditors reduction reflects partial repayment of Mesh disbursements

Deferred tax liability relates primarily to WIP

Marginal decrease in borrowings due to net repayment of bank facilities

Gross Operating Cash Flow



¹ Includes Mesh class action cash of \$22.9 million including GST

PCP GOCF includes \$22.9m relating to Mesh proceeds. Excluding this, on a like for like basis PCP was \$10.7m resulting in FY22 First Half GOCF being 33.66% behind

Low cash conversion due to growth initiatives in FY 22 – flagged in FY21

- Growth in staff numbers and extra pay period (\$6.8m)
- Abuse business – emphasis on growth in files (matters grew from 1726 in PCP to 2493)
- Class Actions – approximately \$2m spent during period funding investigations in new class actions

Timing of debtors and litigation funding Funds \$1.7m due in December 2021 received January 2022

Capital Management Strategies and Johnson & Johnson (Mesh) Update

Capital Inflows

- Remaining Mesh funds to be received
- Initiate new approved debt facilities for growth

Capital Outflows

- Deploy funds for growth (acquisitions - 50% gearing)
- Fund contingency Class Actions
- Pay down old line of debt

Cash-conversion re-set to 60% during growth phase

Disbursement funding fully embedded in most parts of business

Focus is on improving cash drivers and to accelerate growth

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FY22 H1

Class Actions & Operating Environment Update

Simon Morrison
Managing Director & CEO



36% Increase in Litigation Funded Class Actions in H1

Class Actions Filed To Date

- AMP
- Tandem / ISGM
- Westpac
- Colonial First State Group Insurance
- Worley Parsons
- Iluka
- IOOF
- Stolen Wages WA
- Stolen Wages NT
- Stolen Generation NT
- Ruby Princess
- BSA
- JJ Mesh
- Post 4 July JJ Mesh
- Boston Mesh
- AMS Mesh
- Multi Site PFAS
- Wreck Bay PFAS
- Redlands Council

New Class Actions Filed FY22H1

- Evans Dixon
- Qsuper
- McDonald's
- Nuix
- EML Payments
- A2 Milk Company
- Beach Energy

Class Actions Pipeline by Sector FY22H1

- 4 Banking & Finance
- 4 Securities and Shareholder
- 5 Indigenous/Human Rights
- 1 Medical and Science

- Litigation funding in majority of current class actions
- Litigation funding accelerates invoicing and cash cycle
- Competitive advantage with scale and resources
- Litigation funders and AFSL framework expected to increase pressure on small competitors

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FY22

Strategic Priorities & Outlook

Delivering on strategy | Delivering justice | Diversified services



We have a clear set of strategic priorities

Champion the Client

- Focus on service delivery performance
- Improve accessibility for clients to seek justice

Prioritise People

- Develop our people and talent
- Provide flexible work policy and attract talent to further scale and innovate
- Build on learning and values foundations for our people to Right the Wrong

Grow Shine Justice

- Deliver organic and acquisitive growth as part of 2022 / 2023 strategy
- Leverage our scale and capabilities to accelerate our geographical and service offerings

Strengthen Shine Justice

- Increase PI market share
- Become leading class action specialist in Australia
- Use our competitive strength to deliver diversified earnings
- Grow major work types to national footprint

Innovate Shine Justice

- Focus on innovation and process improvements
- Support growth for Client Case Tracker

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FY22H1

Questions