



Annual Results Presentation

Year ended 30 June 2007

Denys Pearce – Managing Director
Greg Haskis – Chief Financial Officer



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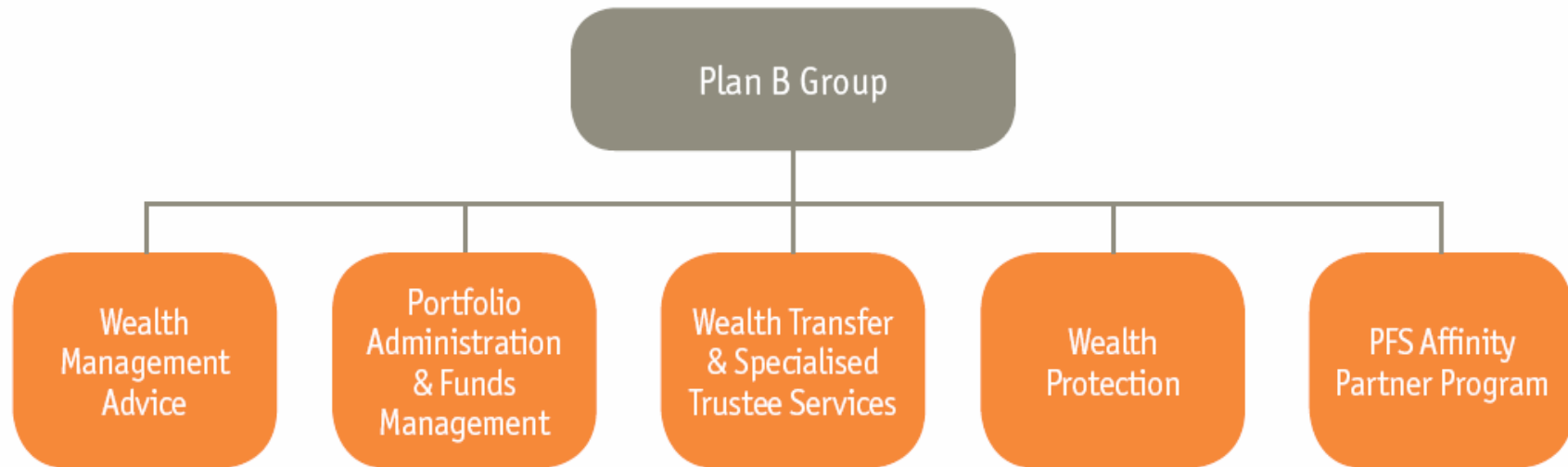
Financial Performance

Growth Strategy

The background of the slide is a grayscale photograph showing several stacks of coins of varying heights. The coins are resting on a document that has some faint, illegible text and a ruler visible at the bottom. The lighting is soft, creating subtle shadows and highlights on the metallic surfaces of the coins.

Overview

Business Overview



- ◆ Australasian wealth management company with over \$1.7bn in FUMA
- ◆ Proprietary pooled funds and administration platform
- ◆ “Company” led rather than “Adviser” led client focus
- ◆ Over 20,000 clients with a high net worth focus
- ◆ HQ in Perth, 201 employees

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Highlights

FY2007 Highlights

- ◆ FY2007 was a year of investment and expansion
- ◆ Invested in a robust administration platform and its ongoing development
- ◆ Developed the PFS Affinity Partner Program and associated systems and products
- ◆ Acquired a strong foothold in the New Zealand marketplace
- ◆ Enhanced the management capacity of the organisation and grew staff numbers
- ◆ Notwithstanding, NPAT grew 2.4% to \$4.3 million

FY2007 Financial Highlights

Year ended:	June-06 Actual \$m	June-07 Actual \$m	Change %	Prospectus Forecasts June-07 \$m	June-07 Actual \$m	Change %
FUMA	1,377	1,750	27.1%	1,656	1,750	5.7%
Gross Revenue	26.6	33.1	24.4%	32.6	33.1	1.5%
NPAT	4.2	4.3	2.4%	4.2	4.3	2.4%
EPS (cents)*	7.6	7.6	0.0%	7.3	7.6	4.1%
DPS (cents)**	N/A	1.0	-	1.0	1.0	0.0%

*Earnings per share ("EPS") is based on volume weighted average capital in the period prior to the Company's Initial Public Offering of new shares.

** Fully franked dividend is in respect of earnings in Q4 FY2007.

IPO Highlights



Plan B lists on ASX
12 July 2007



Shares commenced trading
at a 36% premium



Significant participation in
share ownership by employees



Retired debt of \$9.4m



Funds remain ready as
acquisition and investment
opportunities arise

Investment Performance

Performance Over Weighted Benchmarks

Plan B Pool	1 year	2 year	3 year	5 year
Market 35	1.11%	0.39%	0.31%	0.74%
Market 55	1.54%	0.75%	0.69%	1.39%
Market 75	2.03%	0.92%	0.79%	1.66%
Market 95	1.38%	1.05%	1.06%	2.62%

The above table illustrates value added by Plan B's disciplined investment approach and tilts taken in the underlying portfolios – represented above by the difference between the Plan B pools' compound per annum returns (excluding management fees) and the relevant weighted benchmarks.

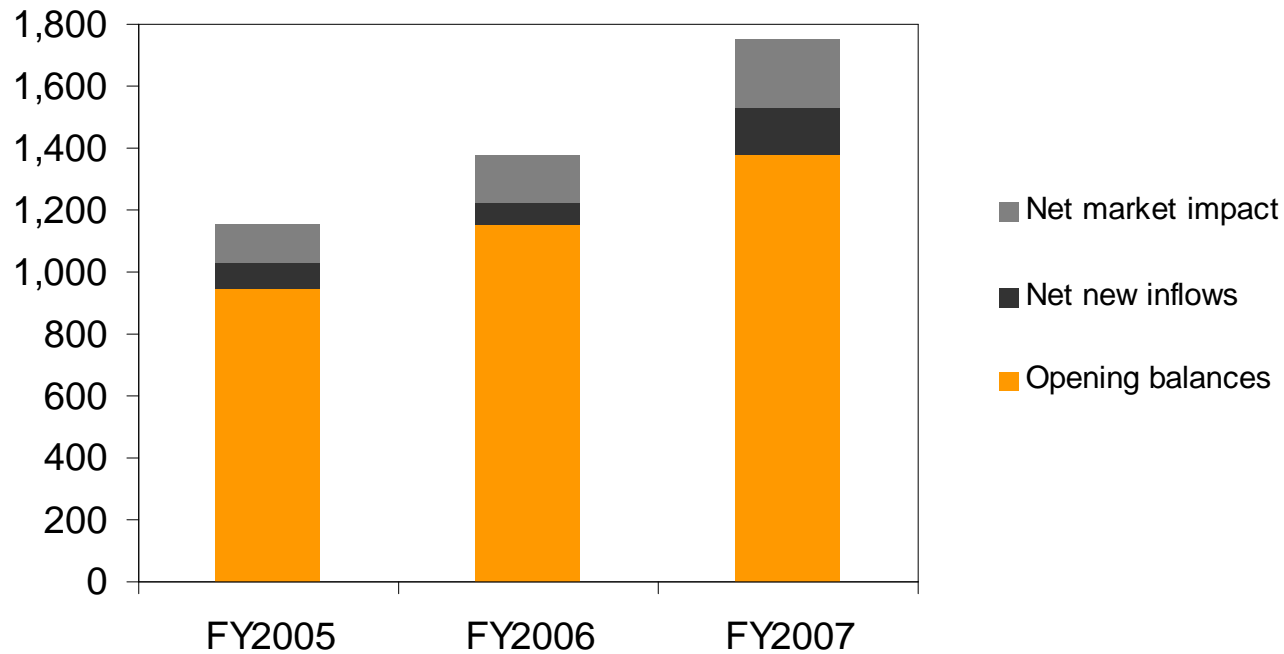
**Benchmarks are based upon the UBS 90 day Bank Bill Index and Composite Bond Index 0-5yrs, S&P ASX300 Accumulation Index, MSCI World Index and Emerging Markets Index in AUD – weighted in accordance with strategic asset allocations)*

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Financial Performance

Financial Performance

FUMA (\$m)



Achieved 27.1% growth in total FUMA, 5.7% above prospectus forecasts

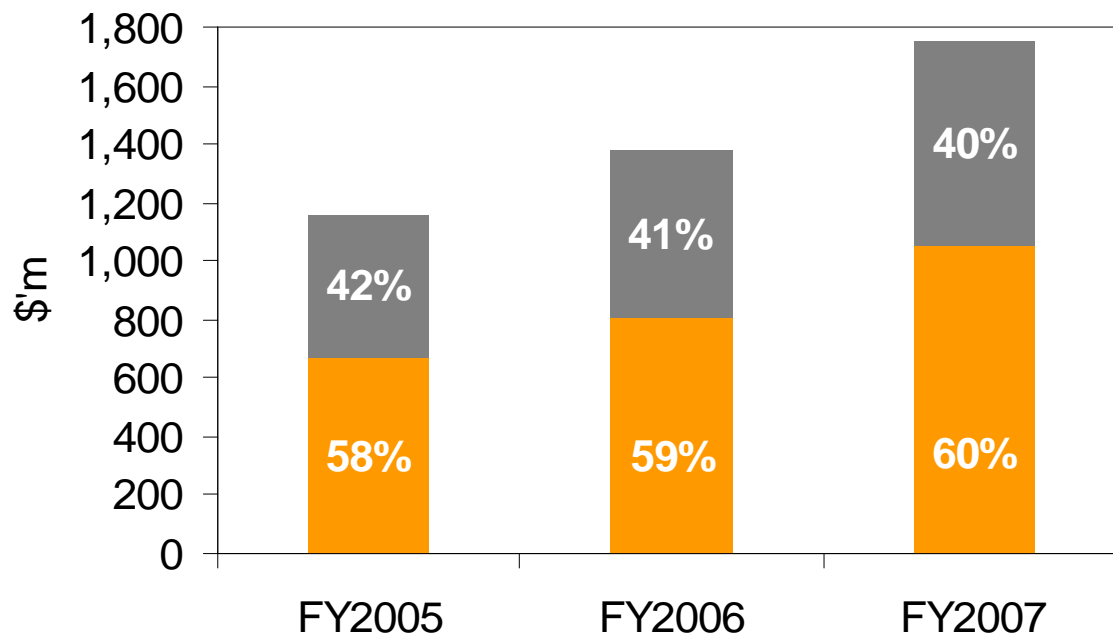
Approx 60% was due to net market impact and 40% to net inflows

Net new inflows up 124% to \$153.8m in FY2007, representing 11% on opening FUMA

19.5% of net inflows represent acquired FUMA from Rutherford Rede (Northland)

Financial Performance

FUMA by type (%)



■ Superannuation ■ Non Superannuation

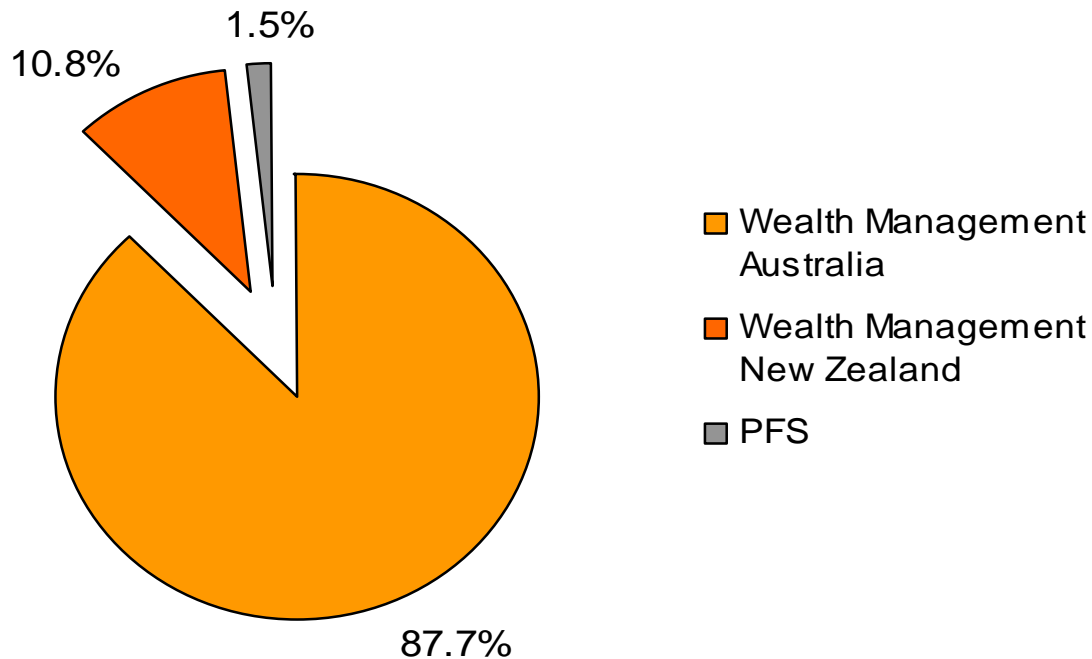
60% of total FUMA consisted of superannuation as at 30 June 2007

Increase in superannuation portion reflects superannuation taxation changes

Superannuation changes expected to be of continuing benefit to levels of net inflows

Financial Performance

FUMA by channel (%)



87.7% of FUMA from wealth management activities in Australia

New Zealand represents a growing distribution channel

Significant opportunity for expansion of PFS channel

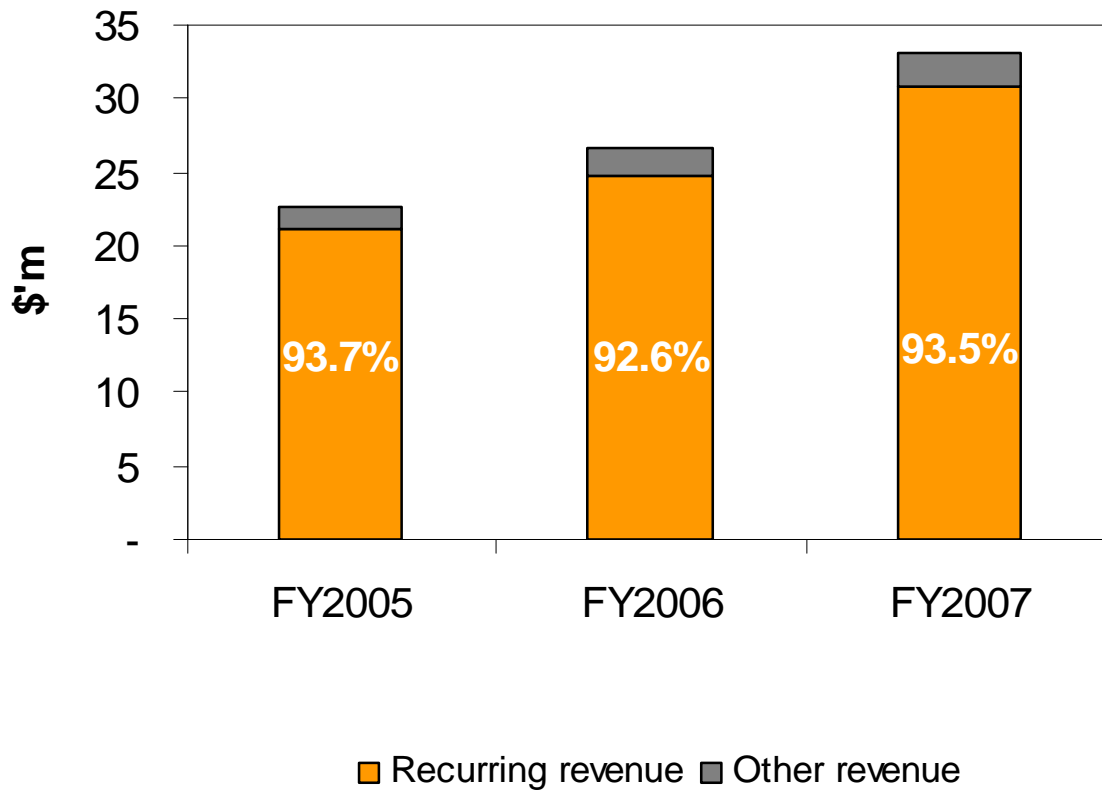
FY2007 Income Statement

A\$ million	Pro Forma FY2005 *	Actual FY2006	Actual FY2007
Revenue	22.6	26.6	33.1
Total operating expenses	(17.0)	(19.8)	(25.5)
EBITDA	5.6	6.8	7.6
Depreciation and amortisation expense	(0.7)	(0.7)	(1.1)
EBIT	4.9	6.1	6.5
Net financing costs	(0.2)	0.0	(0.2)
Share of losses from associates	-	(0.1)	(0.1)
NPBT	4.7	6.0	6.2
Income tax expense	(1.3)	(1.8)	(1.9)
NPAT	3.4	4.2	4.3
EPS (cents)	N/A	7.6	7.6

* FY2005 based on pro forma financial information as disclosed in the Company's prospectus

Financial Performance

Revenue



Revenue growth of 24.4% in FY2007

High proportion of revenue is recurring

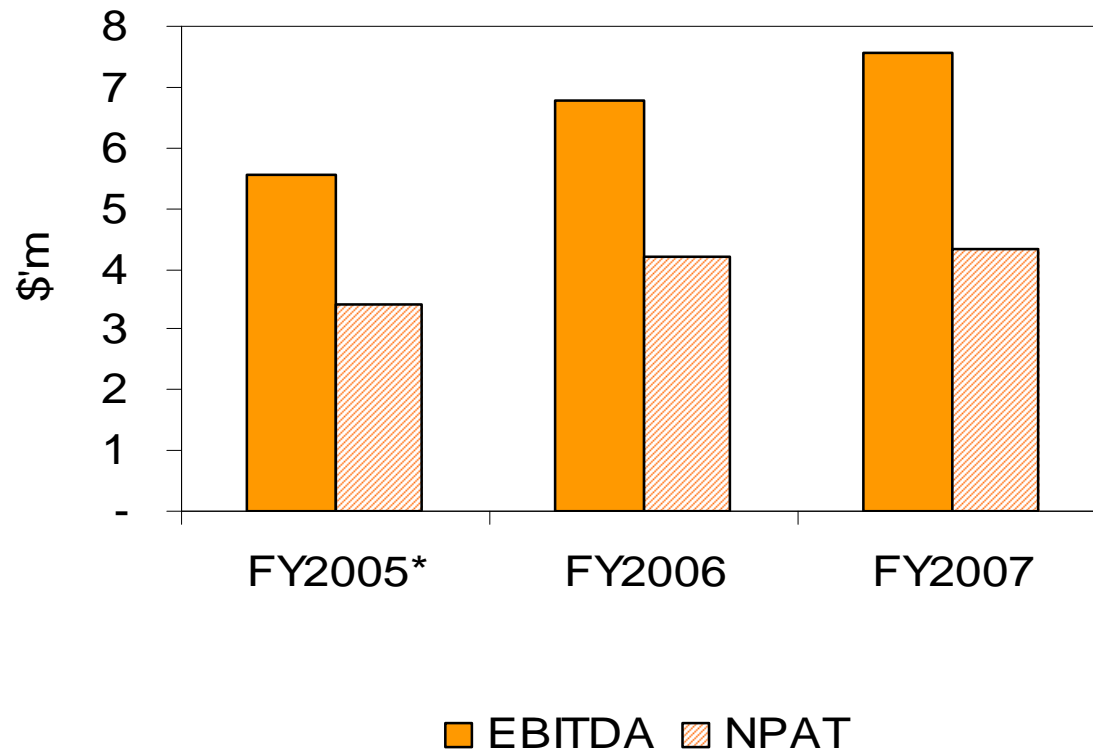
93.5% of total revenue is calculated as a percentage of month-end FUMA

Plan B fee capture remains high

Financial Performance

Profitability

EBITDA & NPAT



EBITDA growth of 11.8% in FY2007 to \$7.6 million

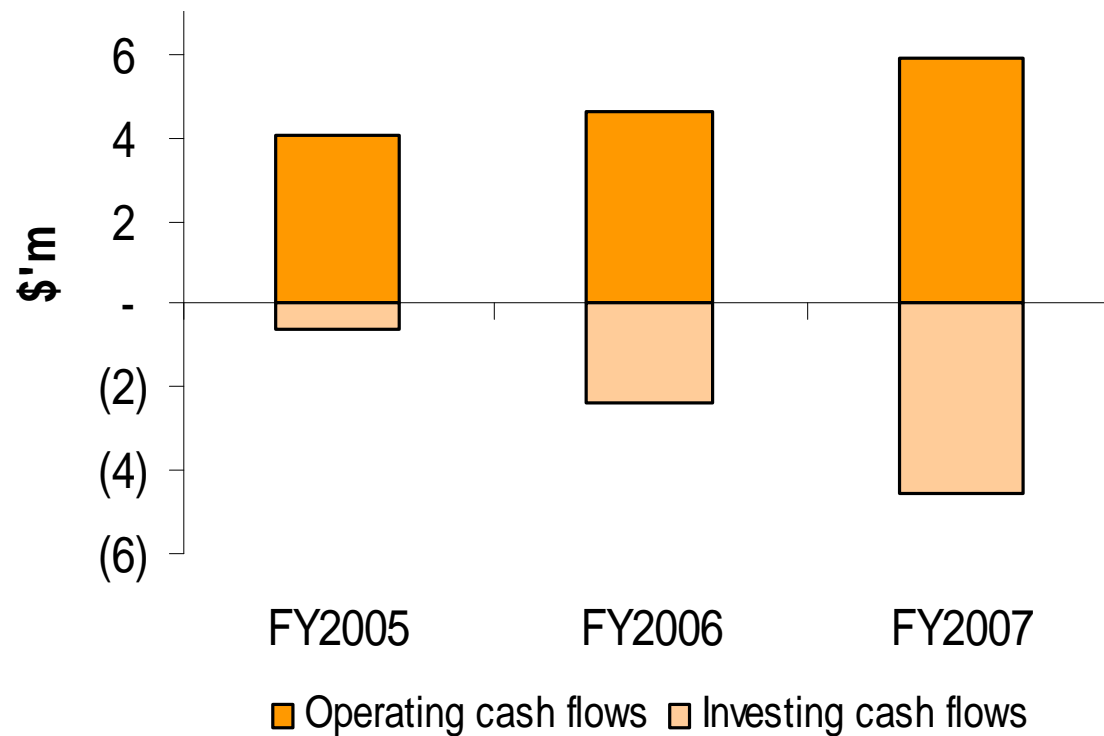
NPAT growth of 2.4% to \$4.3 million, comfortably ahead of prospectus forecast

Some margin contraction in FY2007 due to investments in SAM and PFS

NPAT impacted by increased amortisation expense (due to capitalisation of software) and higher interest expense (debt related to NZ acquisitions)

Financial Performance

Cash Flows



Operating cash flows exceed NPAT

Strong growth in operating cash flows provide a basis for funding future growth and dividends

Increasing levels of investment to facilitate growth of the business

Financial Position

A\$ 000s	Actual 30 June 2007	IPO Impact	Pro Forma 30 June 2007
Cash and cash equivalents	6,732	5,593	12,325
Other current assets	4,752	(643)	4,109
Non-current assets	20,661	248	20,909
Total assets	32,145	5,198	37,343
Interest-bearing loans and borrowings	9,639	(9,437)	202
Other liabilities	9,387	(1,500)	7,887
Total liabilities	19,026	(10,937)	8,089
Net assets	13,119	16,135	29,254

Minimal level of debt following IPO but capacity exists to take on debt as may be required for expansion

Capital Structure

24.4% *Bryan Taylor - Chairman*

15.4% *Craig Lubich – Exec Director*

2.7% *Denys Pearce – Managing Director*

1.8% *Non-Exec Directors*

10.9% *Other management and employees*

17.0% *Institutional shareholders*

No. of shares 74,954,432

No. of shareholders 812

Share price (12 Sept 07) \$1.35

Market capitalisation \$101.2m

ASX code PLB

*Approx. 59% of total shareholdings subject to voluntary 12 month escrow
Shareholdings based on Company estimates and available data as at 12 September 2007*

Dividend Policy

- ◆ Maiden dividend as a listed company of **1.0 cent** per share (fully franked) declared with respect of earnings for Q4 FY2007
- ◆ Record Date for determining entitlements to the final dividend is **21 September 2007**
- ◆ Dividend to be paid to shareholders on **19 October 2007**
- ◆ Company's dividend policy is to distribute between 50% and 70% of NPAT as dividends

A grayscale background image showing several stacks of coins on a document. The document has a line graph with a jagged line and some faint text. The coins are arranged in three main stacks, with some individual coins scattered around. The overall image is semi-transparent, allowing the text overlay to be clearly visible.

Growth Strategy

Growth Strategy

Attractive
organic growth

Focused
acquisition
strategy

PFS Affinity
Partner Program

Attractive Organic Growth

- ◆ Strong wealth management industry growth
- ◆ Government policy driving people towards funding their own retirement (superannuation and tax initiatives)
- ◆ Demographic growth through increasing numbers of “baby boomers” saving towards their retirement
- ◆ Continued development of the Executive Advisory Service, Asset Adequacy Analysis Program, the Native Title Trusts and Fiduciary Practices initiatives will contribute to growth

Growth Strategy

Focused Acquisition Strategy

Opportunities being explored in Australia and New Zealand to expand the geographic footprint

Identifies

- ◆ like minded professionals with a commitment to client centricity
- ◆ principals who want to build a legitimate sustainable business offering
- ◆ providers of objective long term financial and lifestyle advice

Provides

- ◆ succession planning and liquidity for principals' small business capital
- ◆ access to robust, integrated technological solutions
- ◆ structured asset class based investment solutions
- ◆ long term multigenerational client service

Plan B Benefits

- ◆ an expanded client base and brand penetration
- ◆ increased scale driving improved profitability

Growth Strategy

PFS Affinity Partner Program

Investment and development in FY2007

Five firms now active in the program in Australia

Recent success in New Zealand through our partnership with Polson Higgs

Identifies

- ◆ like minded professionals with a multigenerational outlook
- ◆ committed to best practice and client centricity
- ◆ those wanting to build a better business

Provides

- ◆ robust integrated technological solutions
- ◆ structured asset class based investment solutions
- ◆ enhanced business performance

Plan B Benefits

- ◆ improved profitability by delivery of educated clients into scalable platform
- ◆ low future capital investment required for growth
- ◆ potential for alignment of ownership in the future

FY2008 Forecasts

A\$ million	Actual FY2007	Prospectus Forecasts FY2008
Revenue	33.1	37.1
Total operating expenses	(25.5)	(28.8)
EBITDA	7.6	8.3
Depreciation and amortisation expense	(1.1)	(1.4)
EBIT	6.5	6.9
Net financing costs	(0.2)	0.9
Share of losses from associates	(0.1)	-
NPBT	6.2	7.8
Income tax expense	(1.9)	(2.4)
NPAT	4.3	5.4
EPS (cents)	7.6	7.2

Summary

Positioned for Growth

- ◆ Investment in a robust and scalable platform now ready to be exploited
- ◆ IPO funds along with strong cash flows provide opportunity for growth via acquisition
- ◆ Potential for strong growth from expansion in New Zealand
- ◆ Intention to continue to identify strong PFS and acquisition partners
- ◆ Significant participation in share ownership by employees
- ◆ Plan B well positioned to meet FY2008 prospectus forecasts

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