



ASX and Media Release

Spring FG Limited (ASX: SFL)

27 November 2015

Spring FG Limited 2015 AGM Chairman's Address

Financial services company Spring FG Limited (Spring FG or the Company, ASX: SFL) today held its first Annual General Meeting as an ASX-listed company. The following is a transcript of an address to members by the Company's chairman Mr Guy Hedley.

Ladies and Gentlemen, before turning to the formal business of the meeting I would like to provide you with a brief address. Some introductions firstly:

With me today is Keith Cullen the founder and managing director of Spring FG, my fellow non-executive director Jeff Zulman; executive director Chris Kelesis; the group's CFO & COO Russell Scott; group general manager of our advice business Mitchell Ansiewicz and head of advice services for the group Frank Paul; company secretary Mr. Ian Morgan; and Mr Grant Saxon from the group's auditor BDO East Coast Partnership.

FY2015 has been an exciting year of achievement for Spring FG Limited that has seen sustained organic growth, the successful integration of three acquisitions, and of course our initial public offering of shares and subsequent listing on the ASX.

From a financial performance perspective Group revenue was up 83% to \$14.9M and net profit after tax up 108% to \$4.7M.

A fully-franked dividend of 2.6 cents per share was paid on 20 November 2015, representing an increase of 108% over last year.

The wealth management industry in Australia continues to experience fundamental shifts driven by a changing regulatory landscape, technological innovation, and most significantly, consumer demands.

Those shifts continue to present incredible opportunity for our innovative, consumer-focused company.

With our *fresh approach* and industry-disruptive innovation Spring is ideally positioned to build upon its achievements to date and emerge as an industry leader in integrated wealth management services.

Whilst our specialisation in the high-growth markets of self-managed superannuation funds (SMSFs); and direct and SMSF residential real estate investment will remain central to our focus, our successful acquisition and integration of financial information publisher Digifi Group and launch of world-leading digital wealth management platform Spring247 have set the stage for further innovation in our client offerings and diversification of revenue streams as I know our managing director Keith Cullen will expand on shortly.

On behalf of the board I'd like to take this opportunity to thank you and all of our shareholders for your continued encouragement and support.

I'd also like to congratulate our dedicated executive team and entire staff; a team of highly-motivated people who share a vision to create something very special through our fresh approach.

Before handing over to Keith Cullen I'd like to just underscore the commitment and belief of your board, executive and staff in the future of your company by highlighting their continued investment in your company over recent weeks that has collectively seen them acquire more than 4.4M shares representing a further and continued investment in your company of nearly \$1.4M.

- Spring founder and managing director Keith Cullen has increased his holding by more than 1.8M shares through dividend reinvestment.



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- His fellow executive director Chris Kelesis has increased his holding by nearly 1.1M shares through dividend reinvestment.
- Whilst our holdings are more modest than Keith and Chris they are not insignificant and Jeff Zulman and I have also increased our holdings through the DRP.
- Our group general manager of our advice business Spring FG Wealth Mitchell Ansiewicz has increased his holding by more than 360,000 shares through dividend reinvestment.
- The group head of advice services Frank Paul has increased his holdings by more than 380,000 shares through dividend reinvestment.
- Group CFO Russell Scott has recently increased his holdings by more than 70,000 shares through on-market purchases and DRP participation.
- And finally through our executive share loan scheme four of our longest serving and most loyal executives David Tysoe, Stefan Vadamootoo, Christopher Hall and Michael Oren have acquired more than 670,000 shares between them through our recent secondary placement of shares.

A great demonstration of their belief in what we are doing and great alignment with the interests of shareholders I am sure you will agree.

Prior to the formal matters of the meeting I will hand you over to Keith Cullen our managing director for a few minutes.

Note: Please see separate release of today's date for MD's address.

About Spring FG Limited - www.springFG.com - ASX: SFL

Spring FG Limited (Spring FG) is a diversified financial services company offering financial planning and investment advice; wealth management; insurance and superannuation; finance; and tax & accounting services. Its advice and product offerings are broad and include a specialisation in the high-growth markets of self-managed superannuation funds (SMSFs); and direct and SMSF residential real estate investment.

With a combined online community of more than 130,000 subscribers, the Company's *Wealthadviser* and *Digifi* divisions offer financial education and market information services free-of-charge through content-rich websites, regular seminar programs and the publication of more than 70 eBooks on a broad range of subjects.

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