



ASX and Media Release

Spring FG Limited (ASX: SFL)

5 January 2017

Spring FG Limited enters property management joint-venture

Financial services company Spring FG Limited (Spring FG or the Company) today announced it has entered into a revenue and equity based joint-venture with leading residential property manager Tessa Residential Pty Ltd (Tessa) to provide property management, letting agency and resale services to Spring FG clients.

The Company said the joint-venture will initially focus on its clients' Brisbane portfolios, expanding to Melbourne and Sydney assets over the next 12-18 months.

Under the JV Spring will receive upfront referral fees, a recurring revenue share and a retained equity interest in property management contracts it introduces to the joint-venture.

As part of the JV arrangements the Company said it had also assigned its acquisition of the management rights at "Mode Apartments" in Brisbane's inner-city suburb of Newstead to Tessa. The 157 apartment development (initially due for completion in mid-2016) is nearing completion with settlement expected in March 2017.

Tessa will provide building management services to Mode's body corporate; and operate onsite letting agency and property asset management services for Mode owners for a 25-year term. Around 25% of owners in the luxury complex are existing Spring FG clients.

The Company said that Tessa was the logical joint-venture partner for it to capitalise on both the equity upside and recurring revenue opportunities from helping clients manage their residential portfolios. It said Tessa had a proven track record of success in maximising client returns and already managed around \$80M of assets for its clients.

In addition to enabling the Company to provide clients with an end-to-end property advice and management service, the JV is expected to provide the Company with stable recurring income and build a significant rent roll asset over time.

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 self-managed superannuation funds (SMSFs); and residential real estate investment.

The Company has offices in Sydney, Melbourne, Brisbane, Canberra, Newcastle and Wollongong and is preparing for a rollout of a franchised branch office network. It also operates a range of leading "fintech" services including its spring247 personal financial management and mysuper247 SMSF platforms.

With an online community of more than 160,000 subscribers, the Company's Spring FG Digital division offers financial education and market information services free-of-charge through regular seminar programs, the publication of its Wealthadviser library of more than 90 eBooks on a broad range of subjects, and the operation of content-rich websites, including industry-leading sharecafé.com.au and wealthadviser.com.au.