



1 May 2019

Market Announcements Office  
ASX Limited  
Exchange Centre  
20 Bridge Street  
Sydney NSW 2000

Dear Sir

**MACQUARIE CONFERENCE PRESENTATION**

Please see attached which will be presented at a Macquarie conference this afternoon.

Yours faithfully

A handwritten signature in blue ink that reads "Linda Ellis".

**Linda Ellis**  
**Group Company Secretary & Corporate Counsel**

**Steadfast Group Limited**  
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**THE STRENGTH YOU NEED**



# Steadfast Group 2019 Macquarie conference

1 May 2019

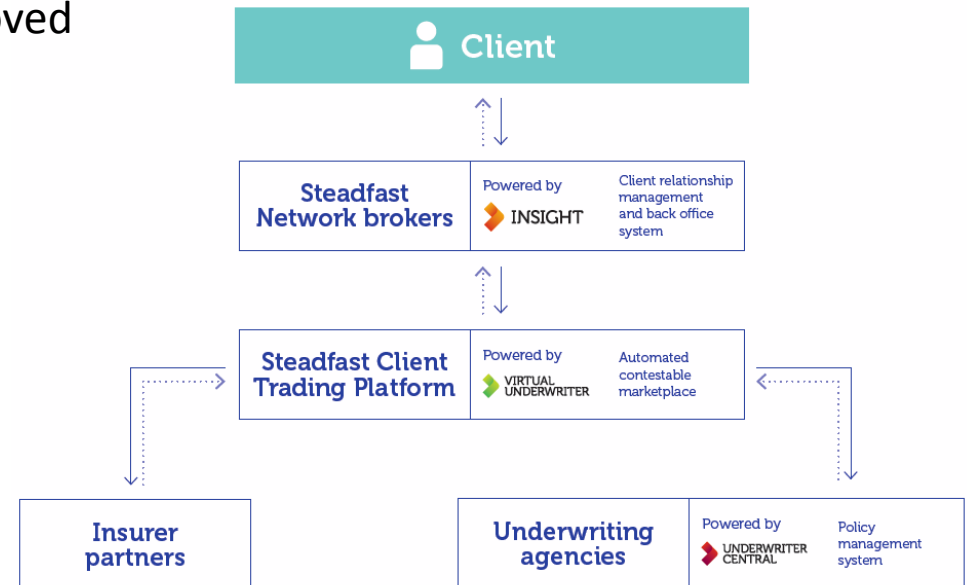


Presenter:  
Robert Kelly - Managing Director & CEO

# Steadfast Client Trading Platform

## Update on performance

- Automated contestable market place creating improved competition and coverage for clients
- ~\$500m of GWP expected to be transacted through the platform in FY19
- 300+ brokerages have used the SCTP
  - 5,000+ individual users
- Average quote-to-bind rate of ~32% across all classes
- Insurer retention rate of ~87%
- Positive feedback from brokers on platform efficiency with full market view and data analytics creating further opportunities for brokers to advise their clients



# unisonSteadfast

## Medium term opportunity

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- unisonSteadfast is a global insurance broker network with 230 brokerages across 130 countries generating over US\$25bn of GWP annually
- Steadfast Group has a 40% equity holding, with a dedicated senior resource managing the relationship with unisonSteadfast
- unisonSteadfast does not operate either as a buying group with insurers or offer the products and services that the Steadfast Network does;
  - Opportunity for Steadfast to use existing relationships with global insurers to coordinate product distribution across unisonSteadfast, worldwide
  - In time, Steadfast intends to roll out products and services for unisonSteadfast including proprietary Steadfast technology (such as INSIGHT and SCTP)

### Recent activity

- Completed analysis of global GWP generated by unisonSteadfast brokers
- Met with strategic insurance brokers across various countries
- Met with senior executives at global insurers to discuss improved distribution through the unisonSteadfast network

# Steadfast Group investment activity

## FY19 to date

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- Investment activity in FY19 to date:
  - 10 new equity holdings (including 3 'greenfield' start ups)
  - 9 equity 'step-ups' in existing holdings
  - 2 'hubbings'
- Equity investments include:
  - CBN – authorised representative network
  - HMIA – heavy vehicle underwriting agency
  - Macquarie Pacific Funding (renamed IQumulate) – acquired remaining 50%
- All subject to acquisition criteria based on cultural fit, strategic alignment and financial performance
- Multiples paid for acquisitions generally in-line with historic range
- Strong pipeline of opportunities
- Unutilised debt facility of ~\$85m currently available (plus free cash flow)

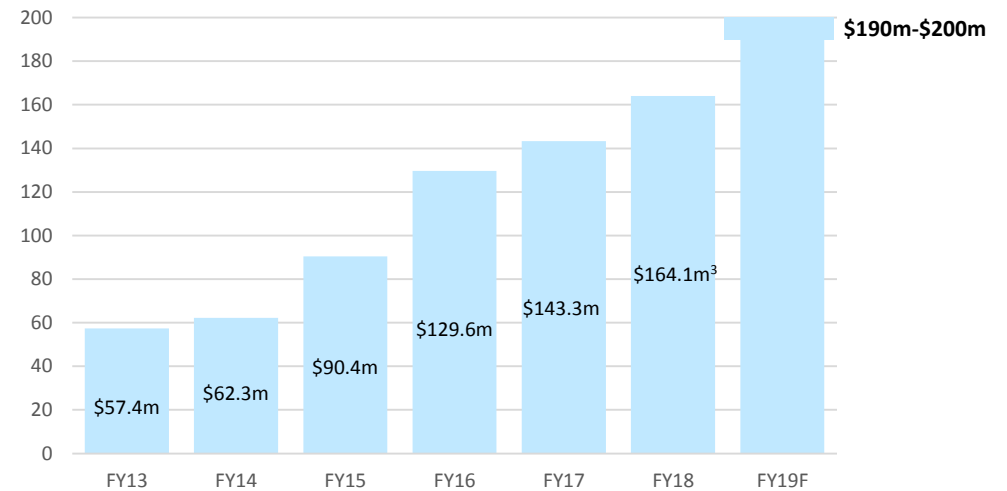


# FY19 guidance

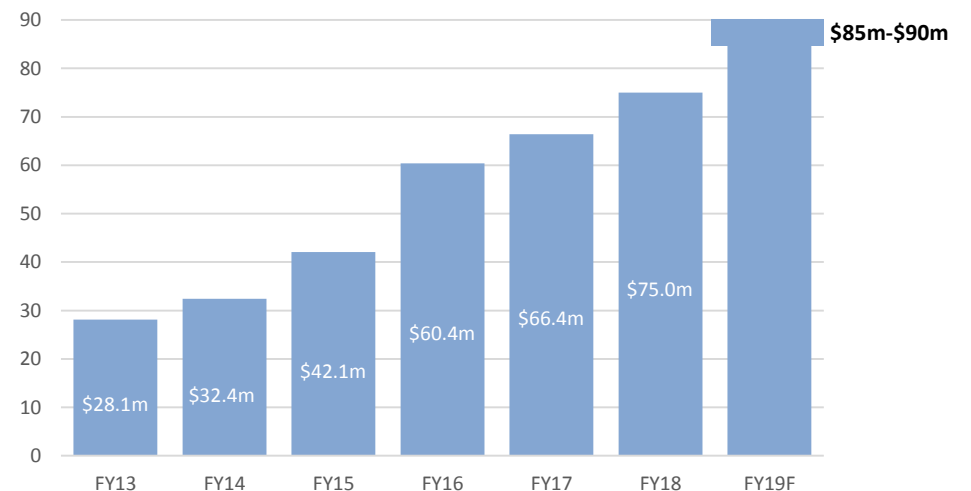
## FY19 guidance confirmed

- **FY19 guidance range<sup>1</sup>:**
  - Underlying EBITA of \$190 million - \$200 million
  - Underlying NPAT of \$85 million - \$90 million
- **Guidance also subject to:**
  - Insurers continuing to drive moderate premium price increases
  - Increasing contribution from SCTP
  - Ongoing technology investment

**Underlying EBITA (\$m)<sup>2</sup>**



**Underlying NPAT (\$m)<sup>2</sup>**



<sup>1</sup> Refer to the key risks on pages 37 – 39 of the Steadfast Group 2018 Annual Report.

<sup>2</sup> FY13 and FY14 are pro-forma; FY15-FY19F are underlying.

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# Questions

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Local currencies have been used where possible. Prevailing current exchange rates have been used to convert local currency amounts into Australian dollars, where appropriate. All references starting with “FY” refer to the financial year ended 30 June. All references starting with “1H” refers to the financial half year ended 31 December. “2H” refers to the financial half year ended 30 June.

<sup>1</sup> Calculated on consistent basis since IPO