



YELLOW BRICK ROAD TREBLES INDUSTRY GROWTH

MEDIA RELEASE

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Yellow Brick Road Holdings (ASX:YBR) has grown at three times the rate of the Australian lending industry in the last six months.

The group (encompassing Yellow Brick Road, Vow Financial and RESI) achieved a 43 per cent uplift in loan settlements for the six months to April, compared to the same period a year ago¹. The industry more broadly has seen growth too, albeit 12.5 per cent for the six months to March².

“Our growth is the result of eager borrowing and low interest rates, as well as our swift response to rate drops with our ‘Rate Smasher’ product – one of the most competitive rates on offer,” Yellow Brick Road’s executive chairman Mark Bouris said.

“It [‘Rate Smasher’] has been extraordinarily popular with the demographic of borrowers looking for straightforward loans.”

The company has doubled its settled loan volumes at a time when broker-lending is experiencing improved consumer popularity.

“Four of our last six months have been our best months on record,” Mr Bouris said, referencing the settlements for November, December, January and April which each surpassed \$1 billion.

“It’s particularly satisfying to see Vow accelerating its growth since acquisition. And our Yellow Brick Road branded network is really firing, with a 55 per cent increase in April alone.”

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About Yellow Brick Road

Yellow Brick Road is a group of wealth management and financial services companies headed by Executive Chairman Mark Bouris. Yellow Brick Road offers tailored advice and services to Australians wanting to build financial security for the future. With its extensive neighbourhood based branch network, Yellow Brick Road is committed to delivering accessibility, quality financial advice and competition in the market. For more information visit www.ybr.com.au

¹ The numbers compare consolidated results versus a roll-up of the three independent businesses prior to acquisition.

² <http://www.rba.gov.au/statistics/tables/index.html> table D6. The most recent data available through the Australian Bureau of Statistics on lending.