



## **2018 AGM Chairman's Address to Shareholders**

Good afternoon ladies and gentlemen. My name is Tony Lally and I am the Chairman of the SelfWealth Board. On behalf of all the Directors, I am pleased to welcome you to the 2018 Annual General Meeting of SelfWealth. Thank you all for your attendance today.

As most of you are well aware, SelfWealth's uses innovative and functional technology, shaking up the traditional securities brokerage offering. This has been achieved by offering a real-time low-cost online trading platform that not only provides trading insights and performance tools for today's investors but has also created Australia's first active trade community.

As you know, the year included a very important milestone for SelfWealth – we joined the ASX in November and welcomed a number of new shareholders.

With the successful IPO and ASX listing behind us, we are now increasingly established on the public market as one of Australia's leading fintech disruptors.

### **Our technology**

SelfWealth continues to provide Australian investors with an exceptional and industry-leading \$9.50 flat-fee ASX trading price, which provides a great incentive for both new investors who are just starting out, and those investors wanting to switch to a more cost effective trading platform.

We have been aided by the turbulence caused by the Royal Commission which helped boost new sign ups. At the end of June 2018, active traders were up to 4,694, with quarterly trading volumes up to over 21,458.

As well as an increase in trade accounts, there has also been a significant uptake in our premium ad-on subscription service – SelfWealth PREMIUM – which provides account holders with the added benefit of access to a unique community of traders who can track and target the performance of thousands of other community members. This assists their investing knowledge and enhancing their trade experience.

The development of our valuable community of traders has enabled us to continue to advance new solutions beyond existing services. In FY19, in partnership with BGL, we will be launching our innovative new product – our SMSF Leaders ETF. I won't say too much about this yet, but what I will say is this is the first time that Australian investors will be able to invest in and learn from the "power of the crowd".

A culmination of our hard work in the past 12 months saw us receive Money Magazine's award for 'Best of the Best – 2018 Cheapest Online Broker', and we were proud to be chosen as a finalist in Fintech's Business awards, recognizing our company as a leader of innovation within Australian Fintech.



## **Financial performance**

From 30 June 2017 to 30 June 2018, SelfWealth experienced positive growth in terms of both individual and business managed trade accounts – evident with quarterly trade capacities up significantly. Additionally, the value of client holdings portfolio value has grown to \$502m, up from \$91m.

Sales revenue for the 12 months was \$1.05 million, and the business continues to grow with our services in high demand. We've had a strong start to FY19 with revenues up 22% on the June quarter to \$492k.

Trading volumes grew significantly – up 42% to 30,520 with value of cash and stock held up 32% to \$715m.

## **Year ahead**

We're looking forward to a strong year, capitalising on the solid foundation that we built over the past 12 months. Our focus will be on continuing to refine and innovate our offerings, expand our offerings, convert current TRADING users to PREMIUM users, and of course, acquire new users.

In addition, we will not only be launching our SMSF Leaders ETF, we have our financial advisers' platform in development, and we are currently in discussions with a higher education provider regarding an industry collaboration. Stay tuned.

On behalf of the Board, I want to thank our investors, both continued and new, who support SelfWealth's vision with continued confidence in our Company. And thank you to my fellow Board members and our Managing Director Andrew Ward and his hard working staffs for your tireless dedication and hard work.

We believe that our low cost online trading service, together with the creation of our trader-to-trader community and new product offerings set to launch in the next 12 months puts SelfWealth in a strong position relative to our competitors.

I am looking forward to more progression and growth in 2019, which is shaping up to a progressive year for SelfWealth.

Thank you.