

STW Group Limited

Level 6, 72 Christie Street St Leonards, NSW 2065 Sydney Australia

t +61 2 9373 6488 f +61 2 9373 6398

ABN 84 001 657 370

www.stwgroup.com.au

16 May 2014

The Manager
Company Announcements
ASX Limited
Level 6
Exchange Centre
20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam,

#### STW COMMUNICATIONS GROUP LIMITED (SGN) - ANNUAL GENERAL MEETING

Please find attached the following documents that will be presented at the Annual General Meeting of STW Communications Group Limited which commences at 9:30am on Friday, 16 May 2014, in compliance with Listing Rule 3.13.3:

- 1. Chairman's Address; and
- 2. Chief Executive Officer's presentation.

Yours faithfully,

**Chris Rollinson** 

Company Secretary STW Communications Group Limited

#### **CHAIRMAN'S ADDRESS**

#### STW Communications Group Limited, Annual General Meeting - 16 May 2014

The 2013 year for STW Communications is maybe best described as a steady year. But as a shareholder you should interpret that as good news. It is reflective of the fact that your board and management continue to believe that the strategic direction that we are pursuing is the right one and we are adhering to it. The 2013 year was very much about continuing to build out our platform and capabilities consistent with our three strategic pillars of being "Big at Home"; being at the forefront of new technologies and new channels; and delivering on South East Asian led geographic expansion.

#### Quite simply:

- Our strategic direction is unchanged
- Our operational focus is clear
- Our management team has again led with distinction

As the 2013 Annual Report sets out STW again delivered growth in revenue, profit and dividends for the year:

- proportionate revenue was \$402 million representing year on year growth of 12.4%
- an increase of 12.5% in underlying net profit after tax to \$49.5 million
- earnings per share growth of 2.5% to 12.3 cents per share
- a full year dividend of 8.6 cents per share fully franked

But we are of course not content with these results and we are always striving for further and faster growth.

Pleasingly, investor recognition of our consistent growth and performance led to STW being returned to the S&P / ASX 200 Index in September last year.

That said, I have to report that the first 4 months of 2014, albeit traditionally a relatively small component of our full year result, have started more slowly than we would like. Whilst, our first quarter reforecast still supports our expectation of earnings per share growth in 2014, our guidance in February this year of mid-single digit growth in earnings per share for the full year now looks as though it may be at the upper end of likely outcomes. Needless to say the management team is pushing very hard on all revenue and cost levers and Mike will provide further comment about the outlook in his address.

STW is well positioned in a difficult and unrelenting industry that is characterised by continual and accelerating change. I do firmly believe that the benefits of STW's diversified model will continue to deliver results for you our shareholders as smaller market participants find that they simply don't have the capacity or breadth to cope with the pace of technological change and the changing nature of our client's needs and expectations.

In 2013, your senior management team has again performed well on your behalf and I would like to place on record my thanks in particular to Mike, Chris Savage and Lukas Aviani, but also to their extended teams, the leaders of all our businesses, all of our many talented employees and of course my fellow board members for another year of hard work, dedication and commitment on behalf of the STW shareholders.

Before moving to the formal part of the meeting I will now ask your CEO, Mike Connaghan to give you some colour around some of the Group's recent activities.

# UNLEASHING

stw group ★





#### **7 STAR DASHBOARD**

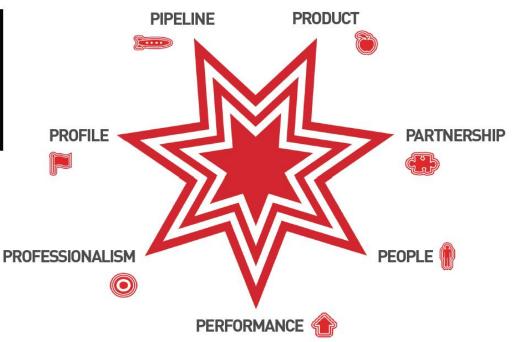
#### WHAT IS THIS:

Business Planning Agenda - setter Growth 'conscience' Proven Workable Consistent



#### **WHAT IT DOES:**

Sets measurable goals
Broadens focus beyond just financials
delivers genuine sustainability
Ensures right levers are being driven
Provides common language/agenda
Framework for STIP



#### **STW DASBOARD AWARDS 2013**

#### MOST IMPROVED Business | Added Value

Best PARTNER | AMR

**Best PROFILE | Barton Deakin** 

Best INNOVATOR | Aleph

**Best Driver of PIPELINE | Maverick** 

Best Driver of **PIPELINE** | Maxus

Best PEOPLE | Ogilvy Australia

**Best PRODUCT | One20** 

Best PROACTIVITY | Buchanan Group

**Best PERFORMANCE** | The Brand Agency



#### **BUSINESS OF THE YEAR 2013**

# Designvorks New Zealand

# **Jesignworks**,

#### **NEW CLIENTS**



























# **Designworks**,

#### **NEW WORK**

































# **Designworks**,











































Sjrley



## ONEZO

#### **OUR STRATEGY**

#### **BIG AT HOME**

- \_ No. 1 Advertising Agency Group
- \_ No 1. Media Group
- \_ No. 1 PR Group
- No. 1 Digital Group
- \_ No 1. Production Group



#### **EVOLUTION/FUTURE PROOFING**

- \_ Digital ubiquity across group
- \_Incubate new ventures
- \_ Build specialist data capabilities
- \_ New services e.g shopper
- \_ Continue strategic investments & acquisitions



#### ASIA & BEYOND

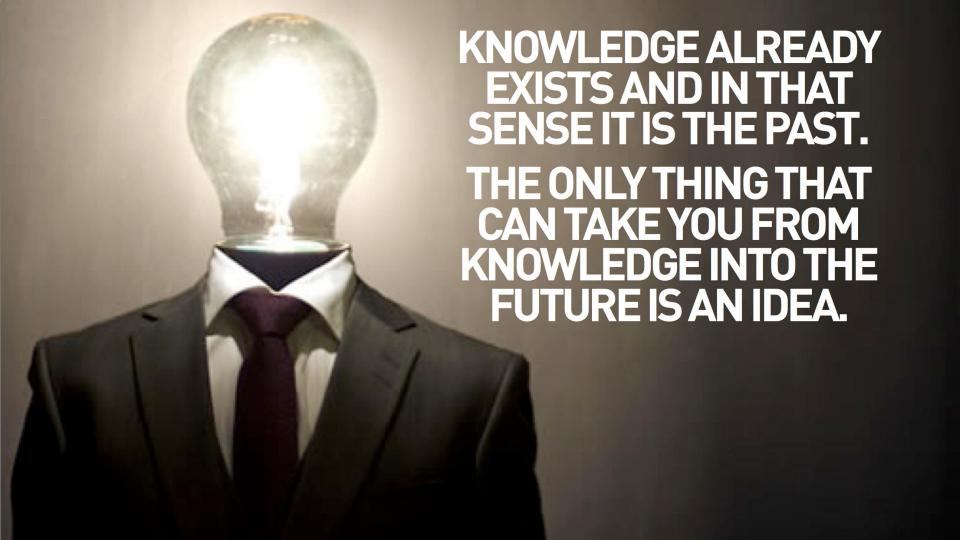
- \_ Build digitally-led entrepreneurial network in Asia
- \_Leverage our brands to tap into growth opportunities globally
- \_Export and build on key IP in new markets



#### **EVOLUTION OF STW GROUP REVENUE**

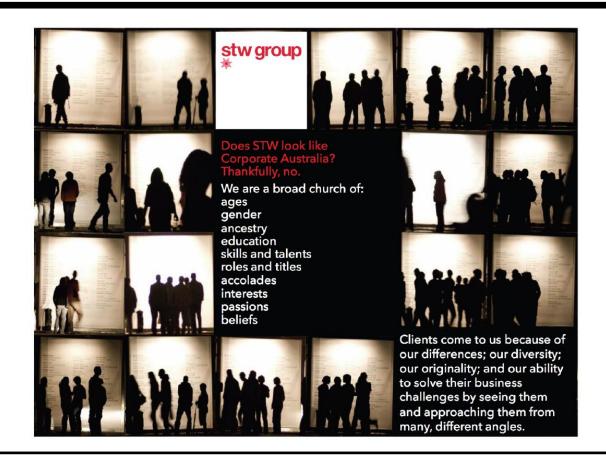








# GREATE GRNWTH



### THANK YOU.

## RESOLUTIONS.

#### **ITEM 1: FINANCIAL REPORT AND OTHER REPORTS**

To receive and consider the Financial Report, the Director's Report and Independent Auditor's Report for the Company and its controlled entities for the year ended 31 December 2013.

#### **RESOLUTION 2.1: RE-ELECTION OF PAUL RICHARDSON**

That Mr Paul Richardson, who retires by rotation in accordance with the Company's Constitution and, having offered himself for re-election and being eligible, is re-elected as a Director of the Company.

	Number of Proxies
For	311,564,708
Against	948,400
Open	1,003,461
Total Valid Proxies	313,516,569

#### **RESOLUTION 2.2: RE-ELECTION OF PETER CULLINANE**

That Mr Peter Cullinane, who retires by rotation in accordance with the Company's Constitution and, having offered himself for re-election and being eligible, is re-elected as a Director of the Company.

	Number of Proxies
For	311,773,699
Against	694,784
Open	1,050,336
Total Valid Proxies	313,518,819

### RESOLUTION 3: GRANT OF PERFORMANCE SHARES TO A DIRECTOR UNDER STW EXECUTIVE SHARE PLAN

That, for the purposes of ASX Limited Listing Rule 10.14, approval be given for the grant of 266,620 Performance Shares to the Company's CEO and Managing Director, Mr Michael Connaghan, pursuant to the STW Executive Share Plan on the terms and conditions summarised in the explanatory statement accompanying the Notice of Annual General Meeting.

	Number of Proxies
For	308,944,019
Against	2,176,131
Open	615,632
Total Valid Proxies	311,735,782

### RESOLUTION 4: GRANT OF STIP PERFORMANCE SHARES TO DIRECTOR UNDER SHORT-TERM INCENTIVE PLAN

That, for the purposes of ASX Listing Rule 10.14, approval be given for the grant of up to \$250,000 worth of STIP Performance Shares to the Company's CEO and Managing Director, Mr Michael Connaghan under the STW Short Term Incentive Plan on the terms and conditions summarised in the explanatory statement accompanying the Notice of Annual General Meeting.

	Number of Proxies
For	308,354,674
Against	2,726,472
Open	615,632
Total Valid Proxies	311,696,778

#### **RESOLUTION 5: ADOPTION OF REMUNERATION REPORT**

That the Remuneration Report to shareholders for the year ended 31 December 2013 be adopted.

	Number of Proxies
For	308,706,280
Against	1,578,069
Open	1,595,026
Total Valid Proxies	311,879,375

### THANK YOU.