



18 June 2014

Company Announcements Office  
Australian Stock Exchange Limited  
Exchange Centre  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir

**STEADFAST ANNOUNCES ACQUISITION OF IMC**

Please see attached.

Yours faithfully

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

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

**Steadfast Group Limited**

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## MARKET RELEASE

18 June 2014

### **Steadfast acquires IMC through its wholly owned subsidiary NCIB**

Steadfast Group Limited ('Steadfast') (ASX: SDF) today announced that it has acquired, through its wholly owned subsidiary National Credit Insurance (Brokers) Pty Ltd, IMC Trade Credit Solutions Pty Ltd with a normalised forecast EBITA for the current financial year of \$0.8 million.

IMC is a specialist boutique trade credit insurance brokerage that was established in 2008. IMC has been a member of the Steadfast Network since July 2013. NCIB, established in 1985, is a leading specialist trade credit insurance broker in Australia with offices in New Zealand and Singapore. NCIB joined the Network when it was acquired by Steadfast in August 2013.

Mr Robert Kelly, Managing Director & CEO of Steadfast, said: "We are pleased to support NCIB acquiring another Steadfast broker. NCIB, one of the largest Steadfast owned brokers, has substantial depth of experience and a compelling product and service offering. Both IMC and NCIB specialise in credit insurance and credit risk management where we see cross selling opportunities within the Steadfast Network."

Kirk Cheesman, Managing Director of NCIB, commented, "We are delighted that IMC has decided to join forces with NCIB. This acquisition will assist us with further growth through cross selling opportunities and product development. We look forward to building on the success IMC partners Graham Crozier and Henrik Valentin have achieved over the past six years."

For more information please contact:

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### **About Steadfast**

Steadfast, established in 1996, is a provider of services to a network of 285 insurance broker businesses across Australia and New Zealand. It operates as both a broker network and a consolidator through its equity interests in a number of independently managed insurance broker businesses. Steadfast also has equity interests in underwriting agencies and other complementary businesses and a 50% interest in Macquarie Pacific Funding. For further information, please visit the Investor section of our website at [www.steadfast.com.au](http://www.steadfast.com.au).