

28 October 2015

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Dear Sir/Madam

2015 AGM ADDRESSES TO SHAREHOLDERS

The Company will address shareholders today at its Annual General Meeting to be held at 2:00pm Western Standard Time at Level 4, 100 Havelock Street, West Perth WA.

Attached is a copy of the Chairman's address, Managing Director & CEO's address and Managing Director & CEO's presentation.

Yours faithfully



LISA BEVAN
Company Secretary

2015 AGM Chairman's Address

28 October 2015

Welcome to AFG's first AGM as a listed entity.

I would like to take this opportunity to thank AFG staff and my fellow board members for what has been a busy time as the company has moved to operating as a publicly listed entity.

We are very pleased with the results achieved by AFG. The key drivers of long-term growth in the mortgage broking industry in Australia are positive - population growth, house prices, the number and value of loans outstanding, mortgage broker penetration rate and commission rates are all strong.

Our core residential business is ahead of target and our commercial and equipment finance businesses are tracking ahead of target.

The broker channel is an important conduit for smaller lenders to reach the Australian market and the expansion of AFG's lender panel is a key initiative to ensure our brokers have access to the widest choice possible to provide real alternatives to their customers. 4 new funders joined our panel in the past six months, bringing the number up to 47 and we are into advanced negotiations with another 5.

Our brokers are well accustomed to the dynamic nature of the finance industry with lending appetites, policies and products changing as fast as the consumer habits they are trying to service. A lot of what we do at AFG is designed to keep our brokers ahead of these changes and deliver the platforms, tools, strategies and intelligence we know they don't have the time or resources to build or implement themselves. The ongoing hard work of all AFG staff and the AFG Brokers who continue to support us drives our growth. We invest in our staff, and our staff are highly invested in our brokers' business performance. Importantly, our staff are rewarded and remunerated on their brokers' growth, with growth metrics underpinning the business case behind each initiative rolled out.

And finally, to board business, we are progressing well with our search for a new independent non-executive director to replace WA's new Agent General to London, John Atkins who retired from our Board in August. The Nomination Committee of the Board is well advanced in its search for a new Independent Non-Executive Director and we will make an announcement regarding this in due course.

I will now hand over to your Company's MD, Brett McKeon.

2015 AGM Address from the Managing Director & CEO

28 October 2015

Thank you Tony and a very warm welcome to you all from me as well.

As Tony mentioned, 2015 has been a watershed year for AFG.

As the slide reflects, we have outperformed with regard to all our key business metrics. Our pro-forma NPAT result was 8% over our IPO forecast.

Our first result as a listed entity was very pleasing and the year was marked by record residential settlements of \$31 billion – up 19% on FY14 and record commercial settlements of more than \$2 billion – up 23% on FY14.

The 2015 year can be summarized as a very good trading year for the business. We have a total loan book of \$107B generating ongoing trail commission and as you can see on this slide, we have a good geographic spread.

We added another funder to our own-branded AFG Home Loans business and we now have a well diversified funding structure. We are happy with \$11m in lodgements since the soft launch during September of our new Icon product. This product supplements our Edge product introduced last year. Both products continue to be in book build phase.

We have grown our membership base from a wide range of industries and our broker numbers have shown 16% growth over the last 2 years. Our membership displays good geographical spread and is made up of sole traders right through to some of the biggest brands in the country. The decision these companies made to partner with AFG were made after exhaustive due diligence, which we feel validates our professionalism, reliability and integrity.

As we move into the 2016 financial year we are pleased to report a solid start to the year. We have processed more than \$14B for the September quarter - an increase of nearly 16% on the same period last year.

Our business is on track in a sector that has a lot of noise - and noise isn't necessarily a broker's enemy. Recent regulatory activity has just reinforced the need for a broker to help a homebuyer navigate their way through the changing lending environment. AFG welcomes the government's recognition last week of the importance of disclosure of ownership structures of the businesses people are placing their trust in. AFG is one of the few businesses of our type that has true operating independence. With a majority of competitors now owned or controlled by some of Australia's major banks, AFG not being owned by a bank provides a benefit to our brokers and their customers by offering a level of independence which may not be available to mortgage brokers aligned with a wholesale mortgage broker owned by a bank.

Following the APRA enforced lender changes to investment lending, we have now seen investor flows settle at around 33% from a peak of 42%, which is closer to long term averages.

The loss of volume in the investor sector has to a large extent been replaced by an increase in up-graders – existing borrowers changing homes – which has increased from 28% of total volume to 34% over the last quarter.

As we look to the future we are comfortable with what we are seeing to date and expect to close off the first half in good shape. Whilst we continue to be operating in a competitive environment our recruitment remains strong, with great results seen over the last quarter.

We are looking forward to the roll out of our direct car loan referral project with one of the major lenders in the next few months. We will continue to drive the growth of our established business lines from new customer acquisition, and retention. We will also explore diversified business opportunities that align with our business and customer needs.

AFG's success since its inception 22 years ago has been the result of deliberate strategies to build on sustainable market leading principles, to recruit and retain the best people in the industry and to reinvest in cutting edge technology, systems, learning and development. Our aim from day one has remained unchanged; to grow our business by growing our brokers' businesses. These core principles will continue to drive our success.

Thank you and I will now hand back to Tony.

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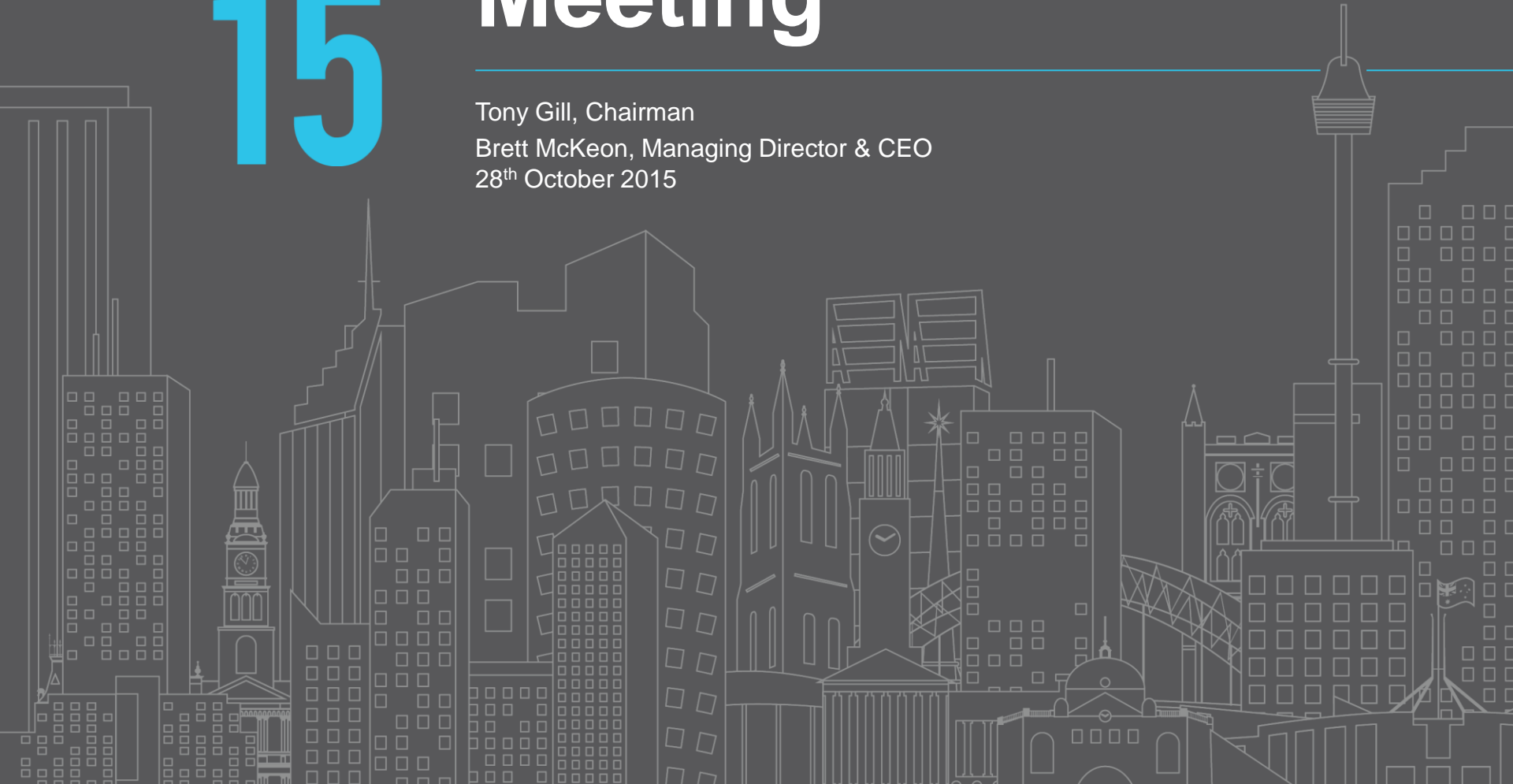
Annual General Meeting

AFG

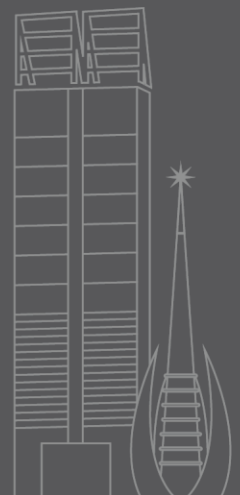
Tony Gill, Chairman

Brett McKeon, Managing Director & CEO

28th October 2015

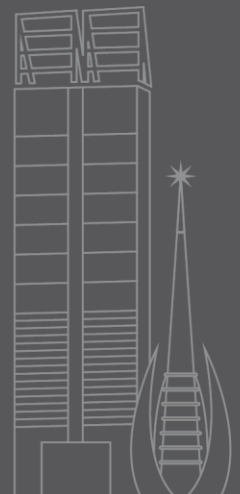


Welcome



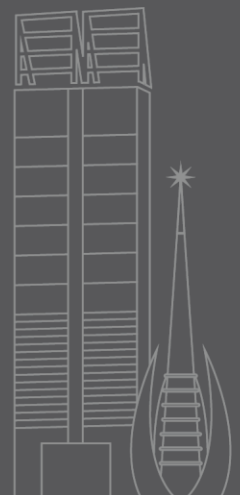
Today's Agenda

1. Housekeeping
2. Chairman's Address
3. Managing Director /CEO Address
4. Formal Business
5. Close



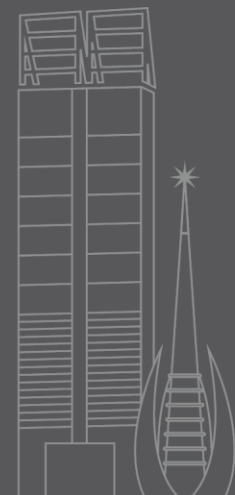
Chairman's Address

Tony Gill



Managing Director/CEO Address

Brett McKeon



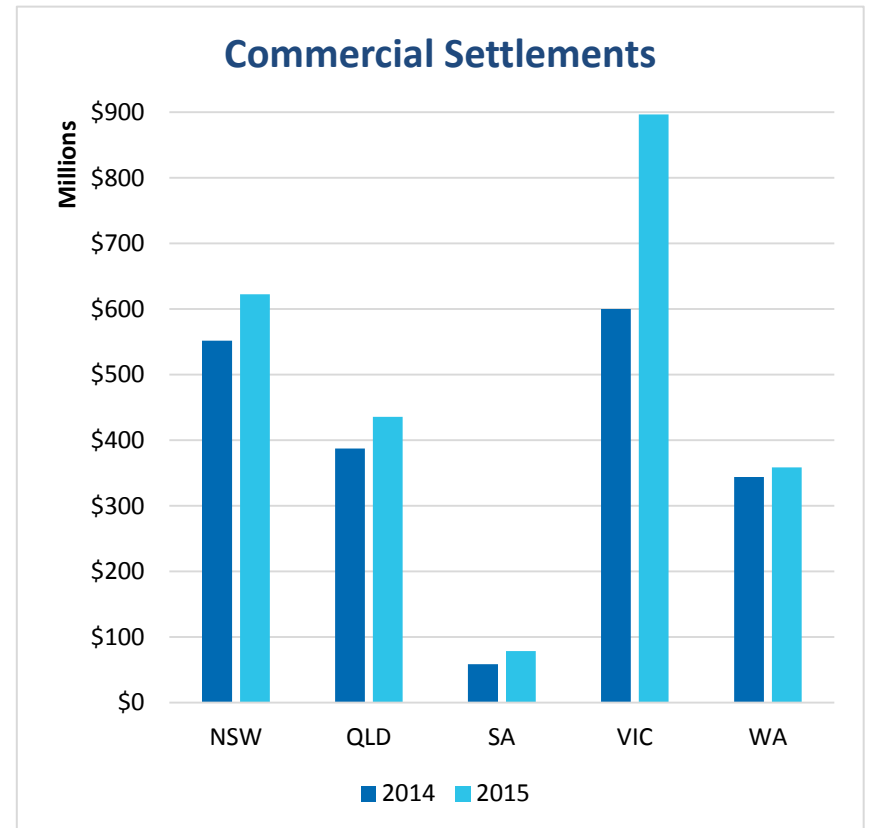
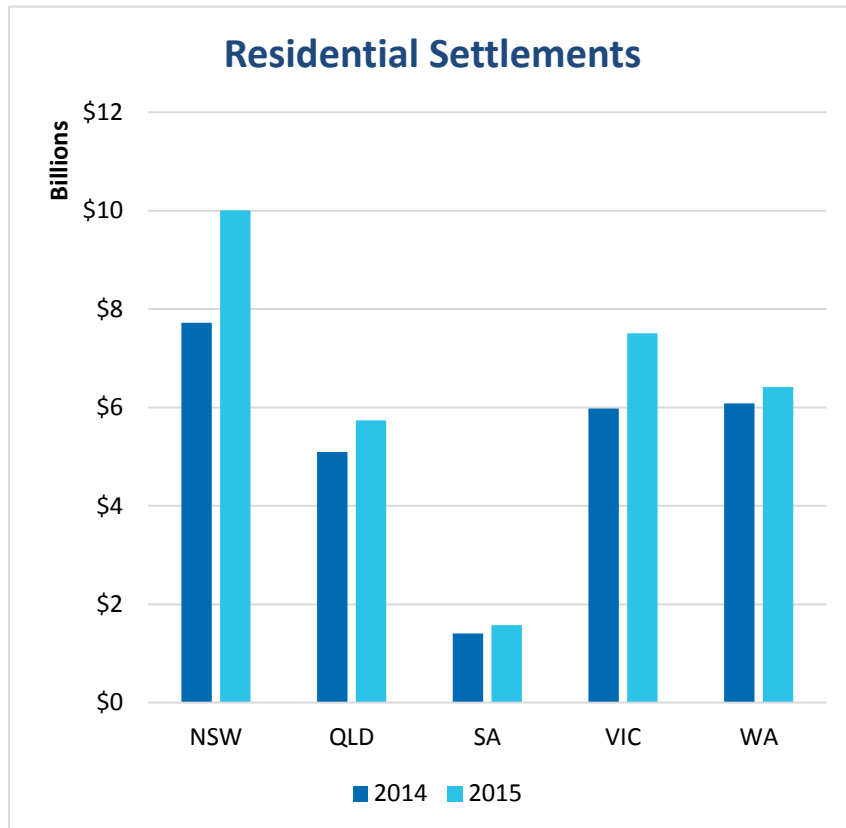
KPIs Actuals v Prospectus Forecasts



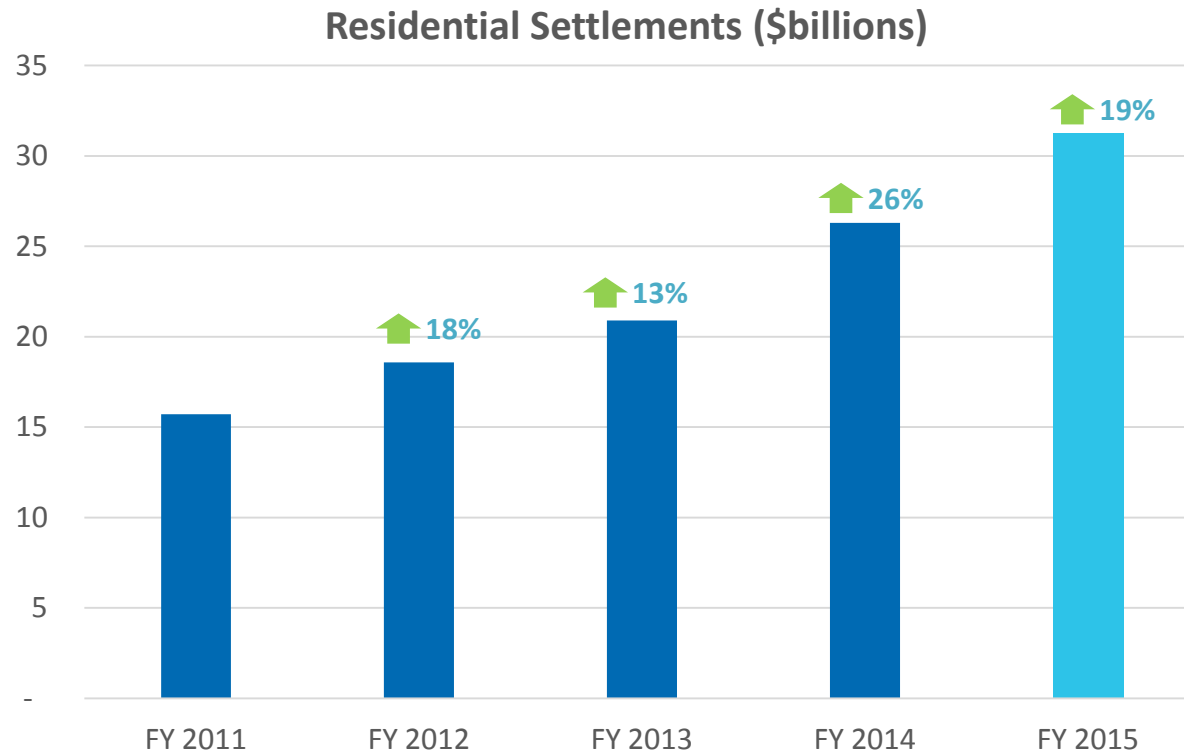
Outperformed against Prospectus forecasts

	FY2015 Pro Forma \$000's	FY2015 IPO Pro Forma \$000's	
Pro Forma NPAT	19,256	17,841	8%
Loan Book	106,926,558	104,923,132	2%
Settlements			
Residential	31,242,452	30,896,079	1%
Commercial	2,392,418	2,094,948	14%
AFGHL Edge Settlements	460,000	150,000	207%
AFG Securities Loan Book	1,020,294	1,037,595	2%
Net Interest	10,438	10,050	4%
Net Interest Margin	1.00%	0.95%	5%
EPS	10.1 cents	9.6 cents	8%

Strong growth in both Residential and Commercial Settlements



Consistent growth over five years

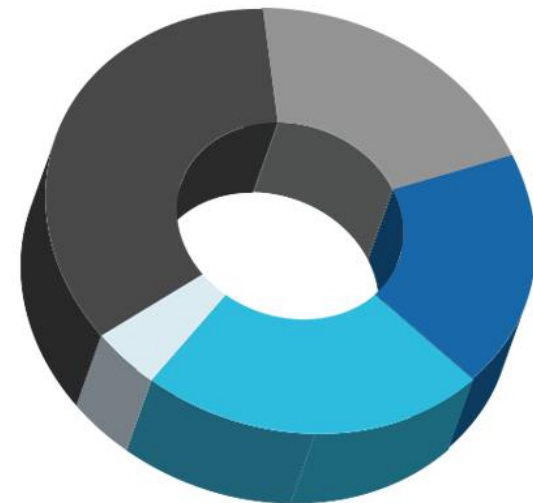


Total loan book of \$107 billion generating ongoing trail commission

Residential



Commercial



AFGHL Edge

- Settlements of \$460 million versus \$150 million forecast
- Assisted by very attractive introductory rate and fast turnaround times
- Remains a book build process

AFGHL ICON

- Newly branded white label
- Similar margins to Edge Product and similar residual risk profile
- Soft roll out
- Achieves objective of having more than one white label funder

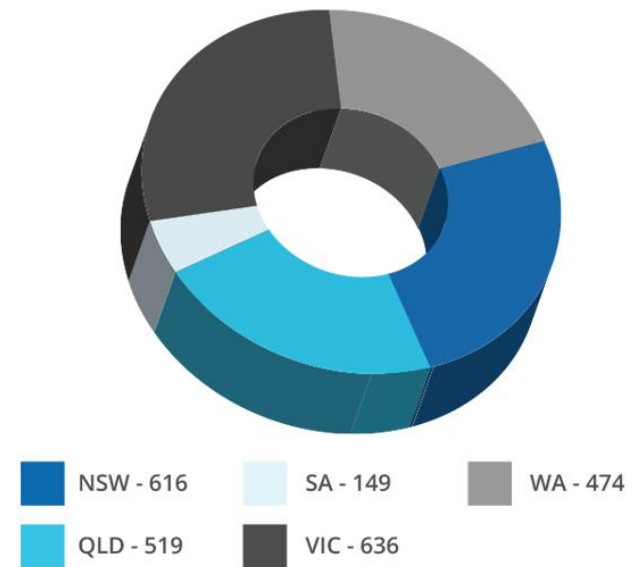


Consistent increase in broker numbers with good geographic diversity

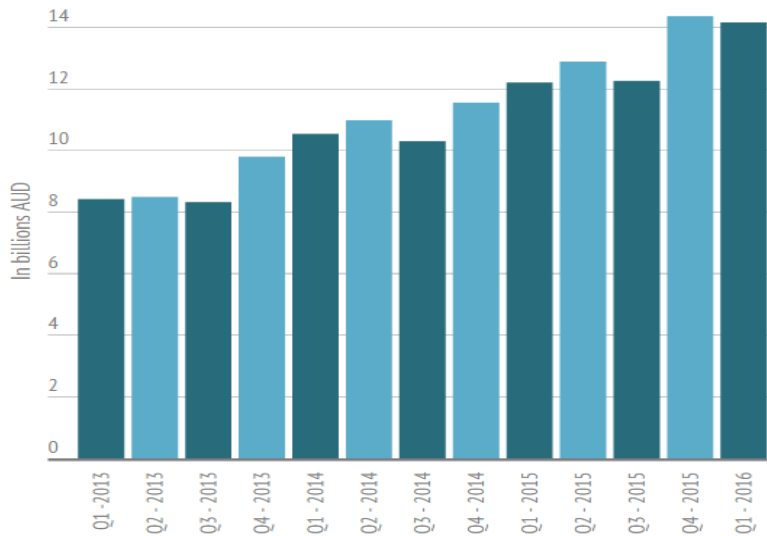
Broker Numbers



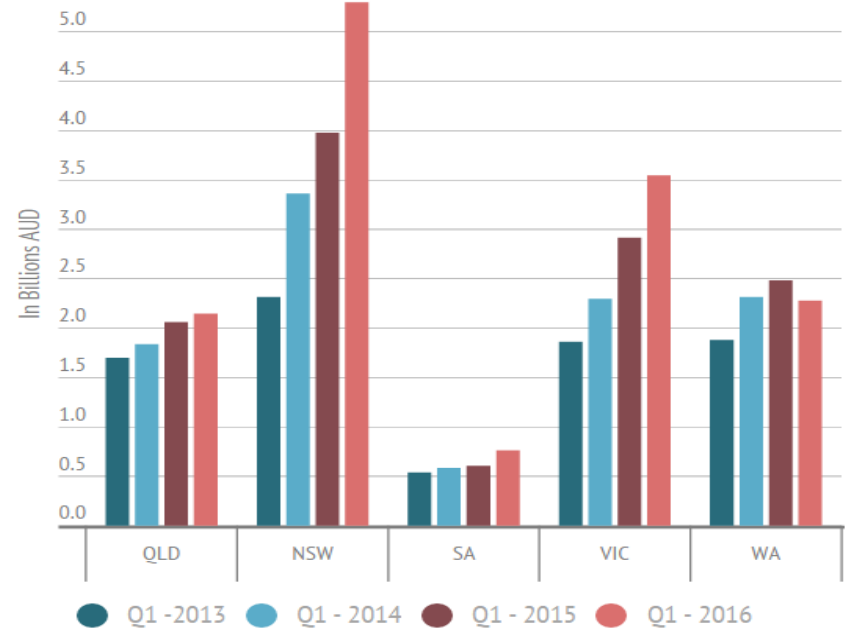
Broker Location



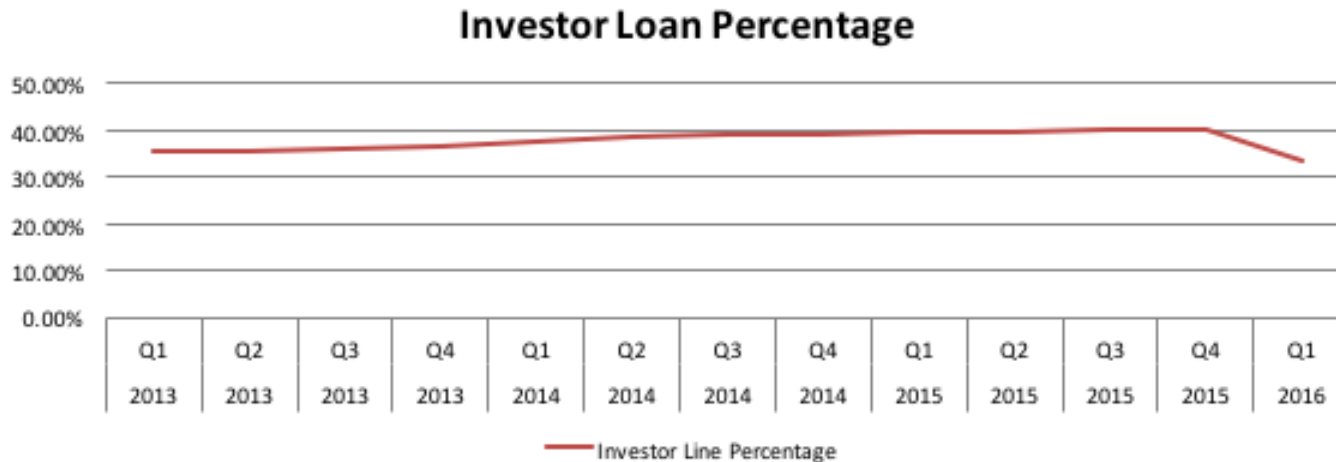
Residential Lodgement Volumes



State by State Residential Lodgement Volumes

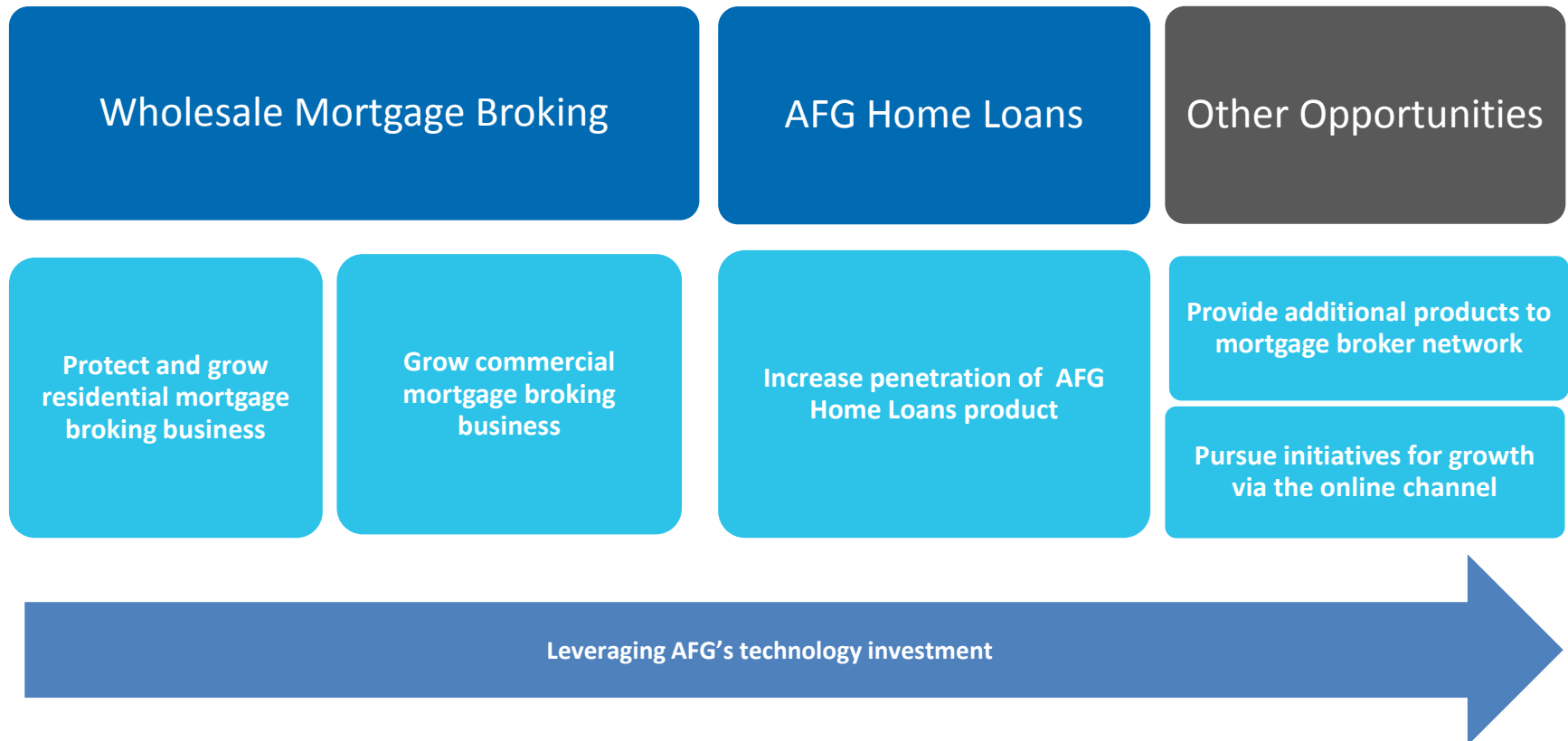


APRA acting to reduce residential investor activity



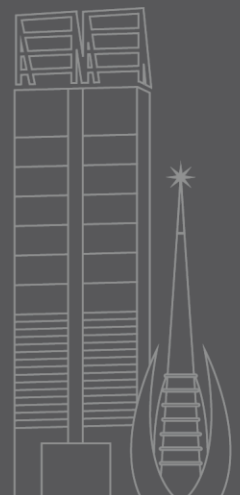
Investor loan percentages have returned to longer term averages.

Growth focused on protecting and growing share of core mortgage broking market, increasing penetration of own branded product and leveraging our technology investment to pursue other opportunities.



Q&A

Formal Business



To receive and consider the Financial Report for the year ended 30 June 2015.

The Financial Report, director's report and auditor's report for the financial year ended 30 June 2015 is tabled for discussion.

Resolution 2a

Re-elect Mr Malcolm Watkins as Director of the Company

In accordance with the Notice of Meeting the resolution to be put before before the members is:

“That Malcolm Watkins, who retires as a director of the Company in accordance with rule 8.1(e) of the Company’s constitution, and being eligible, be re-elected as a director of the Company.”

Summary of proxies received

	FOR	AGAINST	OPEN	ABSTAIN	TOTAL ELIGIBLE
NO. OF SHARES	138,345,927	2,131,137	251,484	25,680,869	140,728,548
% OF ELIGIBLE VOTES	98.31%	1.51%	.18%	N/A	
NO. OF PROXY FORMS	58	4	11	3	73

Resolution 2b

Re-elect Mr Craig Carter as Director of the Company

In accordance with the Notice of Meeting the resolution to be put before before the members is:

“That Craig Carter, who retires as a director of the Company in accordance with rule 8.1(d) of the Company’s constitution, and being eligible, be re-elected as a director of the Company.”

Summary of proxies received

	FOR	AGAINST	OPEN	ABSTAIN	TOTAL ELIGIBLE
NO. OF SHARES	158,388,921	57,499	251,484	7,711,513	158,697,904
% OF ELIGIBLE VOTES	99.81%	.04%	.16%	N/A	
NO. OF PROXY FORMS	55	3	11	4	69

Resolution 2c

Re-elect Mr James Minto as Director of the Company

In accordance with the Notice of Meeting the resolution to be put before the members is:

“That James Minto, who retires as a director of the Company in accordance with rule 8.1(d) of the Company’s constitution, and being eligible, be re-elected as a director of the Company.”

Summary of proxies received

	FOR	AGAINST	OPEN	ABSTAIN	TOTAL ELIGIBLE
NO. OF SHARES	147,779,751	13,800,002	251,484	4,578,180	161,831,237
% OF ELIGIBLE VOTES	91.32%	8.53%	.16%	N/A	
NO. OF PROXY FORMS	56	8	11	2	75

Resolution 3 Adopt Remuneration Report

In accordance with the Notice of Meeting the resolution to be put before before the members is to consider, and if thought fit, to pass the following in accordance with section 250R(2) of the *Corporations Act 2001* (Cth):

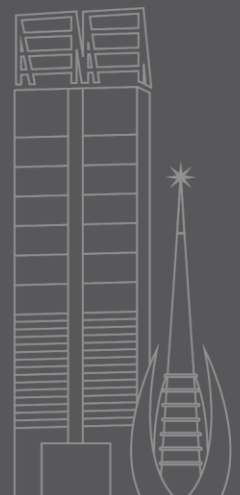
“That the remuneration report of the Company for the year ended 30 June 2015 be adopted.”

Summary of proxies received

	FOR	AGAINST	OPEN	ABSTAIN	TOTAL ELIGIBLE
NO. OF SHARES	69,880,590	18,431,632	391,484	52,333	88,703,706
% OF ELIGIBLE VOTES	78.78%	20.78%	.44%	N/A	
NO. OF PROXY FORMS	42	13	12	2	67

Q&A

Close



This presentation contains general information which is current as at 28 October 2015. The information is intended to be a summary of Australian Finance Group Limited (AFG) and its activities as at 30 June 2015, and does not purport to be complete in any respect. The information in this presentation is not a recommendation or advice about shares in AFG (or any other financial product or service). It is not intended to influence, or be relied upon by, any person in making a decision in relation to AFG shares (or any other financial product). This presentation does not take into account the objectives, financial situation or needs of any particular investor. You should consider your own objectives, financial situation and needs when considering this presentation and seek independent investment, legal, tax, accounting or such other advice as you find appropriate before making any financial or investment decision. This presentation contains some forward looking statements. Such statements only reflect views held by AFG as at the date of this presentation and are subject to certain risks, uncertainties and assumptions. Actual events and results may vary from the events or results expressed or implied in these statements. You should not place undue reliance on any of these statements. No representation or warranty is made in respect of the accuracy or completeness of any information in this presentation, or the likelihood of any of the forward looking statements in the presentation being fulfilled. For further information visit: www.afgonline.com.au Or contact Alison Clarke Head of Corporate Communications +61 402 781 367