

23 February 2016

Market Announcements Office  
ASX Limited  
Exchange Centre  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sirs

## **Steadfast announces 1H FY16 results**

Please refer to the following information in relation to Steadfast Group Limited's half year results for the six months ended 31 December 2015.

- Part 1: Appendix 4D and the half year 2016 financial report
- Part 2: 1H FY16 results market release
- Part 3: 1H FY16 results investor presentation
- Part 4: Appendix 3A.1: notification of dividend

Yours faithfully



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

**Steadfast Group Limited**  
ABN: 98 073 659 677 ACN: 073 659 677  
Level 3, 99 Bathurst Street, Sydney NSW 2000  
t 02 9495 6500 f 02 9495 6565 [www.steadfast.com.au](http://www.steadfast.com.au)

**STRENGTH WHEN YOU NEED IT**



# Steadfast Group Limited and controlled entities

## Appendix 4D (rule 4.3A)

### Preliminary final report for the half year ended 31 December 2015

#### Results for announcement to the market

(All comparisons to half year ended 31 December 2014)

	2015 \$'000	Up/Down	% Movement
Revenues from ordinary activities	191,934	86,839	83%
Earnings before interest expense, tax and amortisation expense (EBITA) from core operations pre-corporate income/(expenses)	66,038	28,485	76%
EBITA from ordinary activities from core operations post-corporate income/(expenses)	60,395	25,904	75%
Profit before income tax expense from core operations before non-trading items	43,526	18,026	71%
Profit before income tax expense from core operations after non-trading items	54,493	30,550	128%
Profit after income tax expense from core operations before non-trading items (Note 1)	29,996	12,169	68%
Profit/(loss) from ordinary activities after tax attributable to shareholders (Note 1)	42,324	25,993	159%
Net profit/(loss) after tax attributable to shareholders	39,017	25,274	184%
Total comprehensive income attributable to shareholders	39,250	25,216	180%

#### Note 1:

The table below provides the reconciliation between the profit after income tax expense from core operations before and after non-trading items.

	2015 \$'000 BEFORE TAX	2015 \$'000 AFTER TAX
Profit from core operations before non-trading items	43,526	29,996
Add/(less): non-trading income/(expenses)		
Net gain on settlement or re-estimate of deferred consideration	16,015	16,015
Impairment of investments	(5,317)	(3,875)
Gain on unwind of deemed interest costs on the interest free executive loans	269	188
Profit from core operations after non-trading items	54,493	42,324

During the half year ended 31 December 2015, the Group recognised after tax income of \$12,328,000 as non-trading items. These income/expenses include:

- a gain of \$16,015,000 attributed to lower than expected settlement of deferred consideration, offset by
- a loss of \$3,875,000 being impairment of investments; and
- \$188,000 in relation to gain on reversal of deemed interest costs on the interest free executive loans that were expensed in the prior period.

In regards to acquisitions, the Group often defers a portion of the purchase price and makes the final payment referable to future financial performance.

At the time of acquisition an estimate is made as to the final payment. This is reviewed each half year based on information available and at settlement, and the estimate is adjusted if appropriate. Any adjustment is taken to profit (downwards estimate) or loss (upwards estimate). Where an estimate is reduced, the Group will consider whether the factors leading to the estimate of deferred consideration represent an indicator of impairment, and if so, the need for impairment is considered. The deferred consideration adjustments and impairment do not affect the cashflow from operating activities.

Some of the financial data in the table above, namely the EBITA related items, are not disclosed in accordance with current Australian Accounting Standards requirements. However, all financial data is based on the information disclosed in the reviewed financial statements and notes to the financial statements of the Group and follow the recognition requirements of Australian Accounting Standards.

**Dividend information**

	<b>Amount per share (cents)</b>	<b>Franked amount per share (cents)</b>	<b>Tax rate for franking credit (%)</b>
<b>Interim 2016 dividend per share</b>	2.4	2.4	30

**Interim dividend dates**

<b>Ex-dividend date</b>	08 March 2016
<b>Record date</b>	09 March 2016
<b>Payment date</b>	14 April 2016

The Company's DRP will operate by purchasing ordinary shares on market. No discount will be applied. The record date is 9 March 2016. The last election notice for participation in the DRP in relation to this interim dividend is 10 March 2016.

A copy of the full terms and conditions for the DRP are available at <http://investor.steadfast.com.au/Investor-Centre/?page=Dividends>.

	<b>31 December 2015 (\$)</b>	<b>30 June 2015 (\$)</b>
<b>Net tangible assets per ordinary share*</b>	0.08	0.06

\* Net tangible assets per ordinary share are based on 749,751,634 shares on issue at 31 December 2015 compared to 743,413,768 shares on issue as at 30 June 2015.

**Other information**

During the reporting period, Steadfast Group Limited held an interest in the following associates and joint venture:

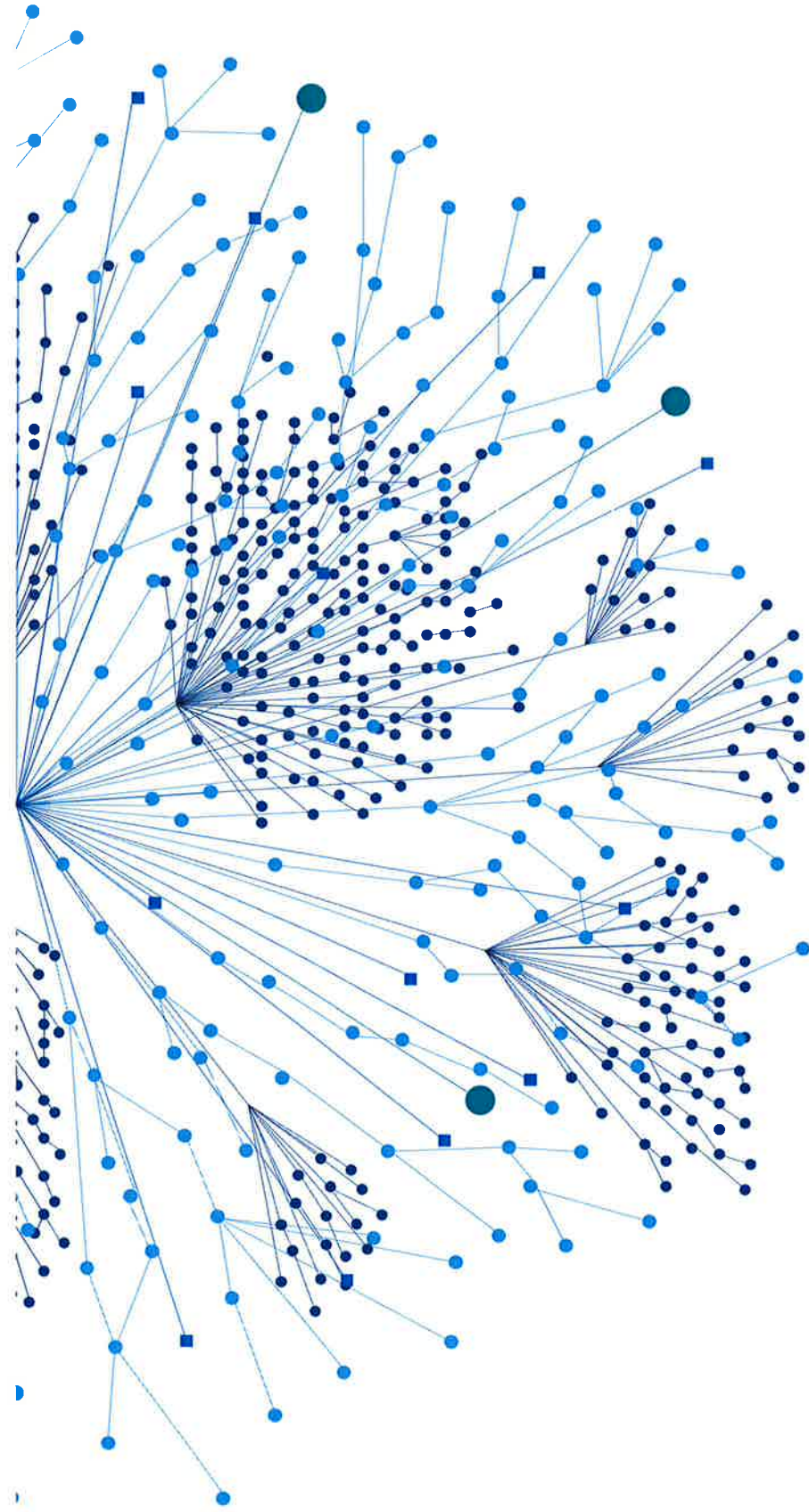
	<b>Ownership interest %</b>
<b>Associates</b>	
Armbro Insurance Brokers Pty Ltd	40.0%
Armstrong's Insurance Brokers Pty Ltd and Armstrong's Insurance Brokers Unit Trust	25.0%
Ausure Group Pty Ltd- associates thereof	23.9%
Austcover Holdings Pty Ltd	49.0%
Blackburn (Insurance Brokers) Pty Ltd and Liability Brokers Pty Ltd	49.0%
Consolidated Insurance Agencies Pty Ltd	49.0%
Covercorp Pty Ltd	49.0%
Edgewise Insurance Brokers Pty Ltd and The Bradstock GIS Unit Trust	25.0%
Emergence Insurance Group Pty Ltd	37.5%
Empire Insurance Services Pty Ltd and McLardy McShane & Associates Pty Ltd	37.0%
Finpac Insurance Advisors Pty Ltd	49.0%
Glenowar Pty Ltd	49.0%
IPS Insurance Brokers Pty Ltd	40.0%
J.D.I (YOUNG) Pty Ltd	25.0%
Johansen Insurance Brokers Pty Ltd	48.0%
King Insurance Brokers Pty Ltd	37.0%
Lanyon Partners Consolidated Pty Ltd	45.0%
McKillops Insurance Brokers Pty Ltd	49.0%
Melbourne Insurance Brokers Pty Ltd	49.0%
Meridian Lawyers Limited	25.0%
NCA Insurance Services Pty Ltd	49.0%
Optimus 1 Pty Ltd	25.0%
Paramount Insurance Brokers Pty Ltd	25.0%
Phoenix Insurance Brokers Pty Ltd	46.0%
Pollard Advisory Services Pty Ltd	49.0%
QUS Pty Ltd	46.5%
Risk Partners Pty Ltd	45.0%
Rose Stanton Insurance Brokers Pty Ltd	49.0%
Rothbury Group Limited	30.0%
RSM Group Pty Ltd	49.0%
Sapphire Star Pty Ltd	30.0%
Scott & Broad Pty Ltd	49.0%
Southside Insurance Brokers Pty Ltd	49.0%
Steadfast Life Pty Ltd	50.0%
Sterling Insurance Pty Limited	39.5%
Tradewise Insurance Pty Ltd	48.0%
Tudor Insurance Australia (Insurance Brokers) Pty Ltd and Tudor Insurance Agency Unit Trust	48.0%
Watkins Taylor Stone Insurance Brokers Pty Ltd and D&E Watkins Unit Trust	35.0%
<b>Joint ventures</b>	
Macquarie Premium Funding Pty Ltd and its subsidiaries (Macquarie Pacific Funding Group)	50.0%

The aggregate share of profits after tax of associates and joint venture accounted for using equity method is \$5.219 million.

Additional Appendix 4D disclosure requirements can be found in the directors' report and the 31 December 2015 financial statements and accompanying notes.

This report is based on the consolidated financial statements which have been reviewed by KPMG.

**Attachment A – Steadfast Group Ltd Half year financial report – 31 December 2015**



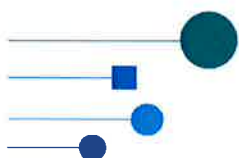
# Half Year Financial Report **2016**

343 insurance brokerages  
781 offices  
22 specialist underwriters  
6 complementary businesses



# STEADFAST GROUP LIMITED

ABN 98 073 659 677



## Financial Report

For the half year ended 31 December 2015

Directors' Report	1
Lead auditor's independence declaration	4
Consolidated statement of profit or loss and other comprehensive income	5
Consolidated statement of financial position	6
Consolidated statement of changes in equity	7
Consolidated statement of cash flows	9
Notes to the financial statements	10
Directors' declaration	23
Independent auditor's review report	24

## Steadfast Group Limited

### Directors' Report

The Directors present their report together with the consolidated financial statements of Steadfast Group Limited (Steadfast or the Company) and its subsidiaries, and the Group's interests in associates and joint venture (Steadfast Group or the Group) for the half year ended 31 December 2015 and the auditor's review report thereon.

#### Directors

The Directors of the Company at any time during or since the end of the half year are as follows. Directors were in office for the entire period unless otherwise stated.

Name	Date of appointment
<b>Chairman</b>	
Frank O'Halloran, AM	21 October 2012
<b>Managing Director &amp; CEO</b>	
Robert Kelly	18 April 1996
<b>Other Directors</b>	
David Liddy, AM	1 January 2013
Anne O'Driscoll	1 July 2013
Philip Purcell	1 February 2013
Greg Rynenberg	10 August 1998

#### Operating and financial review

##### Operating results for the half year

	Note	31 Dec 2015 \$'000	31 Dec 2014 \$'000
Revenue – consolidated entities	4	170,431	99,307
Expenses – consolidated entities	4	(114,243)	(71,145)
EBITA – consolidated entities	4	56,188	28,162
Share of EBITA from associates and joint venture	4	9,850	9,391
EBITA from core operations – pre-corporate expenses		66,038	37,553
Corporate expenses	4	(5,643)	(3,062)
EBITA from core operations – post-corporate expenses		60,395	34,491
Finance costs	4	(4,615)	(2,273)
Amortisation expense	4	(12,254)	(6,718)
Profit before income tax before non-trading items		43,526	25,500
Income tax expense on profit before non-trading items	4	(13,530)	(7,673)
Profit after income tax before non-trading items		29,996	17,827
Non-trading items:			
Income	4	16,284	1,067
Expenses	4	(5,317)	(2,624)
Income tax expense on non-trading items	4	1,361	61
<b>Net profit after income tax for the half year</b>		<b>42,324</b>	<b>16,331</b>
Non-controlling interests		(3,307)	(2,588)
<b>Net profit after income tax attributable to owners of Steadfast Group Limited</b>		<b>39,017</b>	<b>13,743</b>
Other comprehensive income to owners of Steadfast Group Limited		233	291
Total comprehensive income after income tax attributable to owners of Steadfast Group Limited		<b>39,250</b>	<b>14,034</b>

The Group's total comprehensive income after income tax attributable to owners for the half year was \$39.250 million (31 December 2014: \$14.034 million).

The increase in comprehensive income after tax was mainly due to:

- profits generated from acquisition of businesses, including the Calliden Group in December 2014 and two underwriting agencies and an insurance broker from QBE ("QBE agencies") in April 2015;
- increased marketing & administration fee income;

- a net gain, classified as non-trading, of \$16.015 million arising from lower estimates of amounts payable for earn outs, particularly for certain agencies acquired from QBE in 2015; offset by
- higher funding costs, amortisation and tax expense attributable to the increased scale of operations;
- \$5.317 million of impairment of assets for some acquisitions where there was a reduction in deferred consideration payable. There were no impairments of other assets.

Some of the financial data in the table above, namely the EBITA related items, are not disclosed in accordance with current Australian Accounting Standards requirements. However, all financial data is based on the information disclosed in the reviewed financial statements and notes to the financial statements of the Group and follow the recognition requirements of Australian Accounting Standards.

## **Review of financial condition**

### ***Financial position***

The total assets of the Group as at 31 December 2015 were largely unchanged from 30 June 2015. Net assets increased by \$29.209 million due to undistributed profits and dividend reinvestment.

Cash held on trust has increased by \$42.965 million and trust receivables have decreased by \$82.374 million largely due to seasonality, with premiums due on June renewals included in the June 2015 receivables being received during the six months to December 2015. These funds were applied to the trust creditors which reduced by \$34.224 million.

The current portion of the deferred consideration payable at 30 June 2015 has been settled via a combination of cash and corporate debt. Total debt on the Group's balance sheet has now increased to \$197.112 million of which \$179.774 million was drawn from the Company's multi-bank syndicated facility, which together with \$0.271 million utilised for bonds and rental guarantees, left \$104.955 million available in the corporate facility as at 31 December 2015.

### ***Cash from operations***

The \$25.970 million increase in operating net cash flows before customer trust accounts movement reflects the increased scale of operations.

### **Events subsequent to reporting date**

Subsequent to 31 December 2015, the Board declared an interim dividend of 2.4 cents per share, 100% franked.

Further details of the dividend is set out in note 16.

### **Likely developments**

The Group's business strategy going forward is to grow shareholder value through maintaining and growing its market position in the provision of insurance and related services, with a core focus on general insurance intermediation.

To achieve this strategy, the Group will in particular focus on:

- acquiring equity interests in insurance brokers and underwriting agencies;
- continuing to support the growth and development of all Steadfast network brokers, Steadfast underwriting agencies, premium funders and other complementary businesses;
- maintaining and developing its relationship with strategic partners who provide products for distribution by the Group;
- realisation of synergies from hubbing and back office systems;
- acquiring non-insurance businesses which offer complementary products and services; and
- the cross-sell of products and services between Steadfast network brokers and other businesses with which the Group has a relationship.

In assessing future business acquisitions described above, strict acquisition criteria will be applied, including that an acquisition is expected to be earnings per share accretive for the Group within 12 months of the acquisition concerned.

The Group continues to work closely with the existing management team of each acquired business, and allow each business to operate in a manner consistent with the Group's co-ownership model. In most cases, this model involves ongoing equity participation of key management personnel in the business acquired.

**Lead auditor's independence declaration**

The Lead auditor's independence declaration is set out on page 4 and forms part of the Directors' report for the half year ended 31 December 2015.

**Rounding**

The Group is of the kind referred to in the class order 98/100 dated 10 July 1998 issued by the Australian Securities & Investment Commission. In accordance with that class order, amounts in the Directors' report and financial report have been rounded to the nearest thousand dollars, unless otherwise stated.

Signed at Sydney on 23 February 2016 in accordance with a resolution of the Directors.



**Frank O'Halloran, AM**  
Chairman



**Robert Kelly**  
Managing Director & CEO



***Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001***

To: the directors of Steadfast Group Limited

I declare that, to the best of my knowledge and belief, in relation to the review for the half-year ended 31 December 2015 there have been:

- (i) no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the review; and
- (ii) no contraventions of any applicable code of professional conduct in relation to the review.

KPMG

Andrew Dickinson  
*Partner*

Sydney

23 February 2016

**Steadfast Group Limited**  
**Consolidated Statement of Profit or Loss and Other Comprehensive Income**  
**For the half year ended 31 December 2015**

	Note	31 Dec 2015 \$'000	31 Dec 2014 \$'000
<b>Revenue</b>			
Fee and commission income		199,153	81,331
Less: Brokerage commission paid		<u>(66,883)</u>	<u>(13,585)</u>
Net fee and commission income		132,270	67,746
Marketing and administration fees		16,588	15,583
Interest income		3,687	2,905
Other revenue		<u>17,886</u>	<u>13,073</u>
		<b>170,431</b>	<b>99,307</b>
Share of profits of associates accounted for using the equity method	11	3,754	2,987
Share of profits of joint venture accounted for using the equity method	12	1,465	1,734
Gain from adjustments to deferred consideration estimates	4,10	16,015	-
Other income		<u>269</u>	<u>1,067</u>
		<b>191,934</b>	<b>105,095</b>
<b>Expenses</b>			
Employment expense		<b>(77,333)</b>	(46,036)
Selling expense		<b>(7,859)</b>	(4,422)
Administration, brokers' support service and other expenses		<b>(21,517)</b>	(15,784)
Steadfast Network Broker rebates expense		<b>(5,200)</b>	(4,348)
Occupancy expense		<b>(6,337)</b>	(3,826)
Amortisation expense	4,7	<b>(10,528)</b>	(4,565)
Depreciation expense		<b>(1,601)</b>	(1,142)
Impairment expense	4(v)	<b>(5,317)</b>	-
Finance costs	4	<b>(4,209)</b>	(1,779)
Stamp duty, due diligence and restructure costs		<b>(39)</b>	(1,273)
<b>Profit before income tax expense</b>		<b>51,994</b>	21,920
Income tax expense		<b>(9,670)</b>	(5,589)
<b>Profit after income tax expense for the half year</b>		<b>42,324</b>	16,331
<b>Other comprehensive income</b>			
<b>Items that may be reclassified subsequently to profit or loss</b>			
Net movement in foreign currency translation reserve		114	416
Cash flow hedge effective portion of change in fair value		218	-
Income tax expense on other comprehensive income		<b>(99)</b>	(125)
Other comprehensive income for the period, net of tax		<u>233</u>	<u>291</u>
<b>Total comprehensive income for the half year, net of tax</b>		<b>42,557</b>	16,622
<b>Profit for the half year is attributable to:</b>			
Non-controlling interests		3,307	2,588
Owners of Steadfast Group Limited		<u>39,017</u>	<u>13,743</u>
		<b>42,324</b>	16,331
<b>Total comprehensive income for the half year is attributable to:</b>			
Non-controlling interests		3,307	2,588
Owners of Steadfast Group Limited	4	<u>39,250</u>	<u>14,034</u>
		<b>42,557</b>	16,622
Basic earnings per share (cents per share)	5	<u>5.25</u>	2.64
Diluted earnings per share (cents per share)	5	<u>5.23</u>	2.64

The above consolidated statement of profit or loss and other comprehensive income should be read in conjunction with the notes to the financial statements.

**Steadfast Group Limited**  
**Consolidated Statement of Financial Position**  
**As at 31 December 2015**

	Note	31 Dec 2015 \$'000	30 June 2015 \$'000
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents		79,884	67,648
Cash held on trust		215,120	172,155
Receivables from broking/underwriting agency operations		229,147	311,521
Other receivables		30,069	27,507
Related party loans receivable		948	927
Other		5,932	3,386
Total current assets		<u>561,100</u>	<u>583,144</u>
<b>Non-current assets</b>			
Related party loans receivable		7,029	7,500
Property, plant and equipment		28,867	25,777
Deferred tax assets		16,372	10,357
Investments in associates	11	126,605	122,351
Interest in joint venture	12	2,773	3,446
Intangible assets	7	173,124	180,952
Goodwill	7	684,037	669,321
Other		22,304	12,659
Total non-current assets		<u>1,061,111</u>	<u>1,032,363</u>
<b>Total assets</b>		<u>1,622,211</u>	<u>1,615,507</u>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Bank overdrafts	8	-	632
Payables on broking/underwriting agency operations		394,788	429,012
Other payables		42,082	43,380
Borrowings	8	1,504	453
Income tax payable		11,814	4,168
Provisions		10,842	11,851
Deferred consideration	10	7,264	27,506
Total current liabilities		<u>468,294</u>	<u>517,002</u>
<b>Non-current liabilities</b>			
Borrowings	8	195,608	160,910
Other payables		855	1,284
Deferred tax liabilities		62,743	59,810
Deferred consideration	10	16,396	27,821
Provisions		7,541	7,115
Total non-current liabilities		<u>283,143</u>	<u>256,940</u>
<b>Total liabilities</b>		<u>751,437</u>	<u>773,942</u>
<b>Net assets</b>		<u>870,774</u>	<u>841,565</u>
<b>Equity</b>			
Share capital	9	796,857	787,946
Treasury shares held in trust	9	(4,326)	(3,018)
Foreign currency translation reserve		(153)	(237)
Share-based payments reserve		3,638	3,130
Undistributed profits reserve		1,342	6,562
Other reserves		(10,477)	(10,698)
Retained earnings		61,131	39,196
Equity attributable to the owners of Steadfast Group Limited		<u>848,012</u>	<u>822,881</u>
Non-controlling interests		22,762	18,684
<b>Total equity</b>		<u>870,774</u>	<u>841,565</u>
<b>Corporate gearing ratio</b>	9	<u>17.1%</u>	<u>14.9%</u>

The above consolidated statement of financial position should be read in conjunction with the notes to the financial statements.

**Steadfast Group Limited**  
**Consolidated Statement of Changes in Equity**  
**For the half year ended 31 December 2015**

31 Dec 2015	Equity attributable to owners of Steadfast Group Limited						Non-controlling interests	Total equity	
	Share capital \$'000	Treasury shares held in trust \$'000	Foreign currency translation reserve \$'000	Share-based payments reserve \$'000	Un-distributed profits reserve \$'000	Other reserves \$'000	Retained earnings \$'000	\$'000	\$'000
Balance at 1 July 2015	<b>787,946</b>	<b>(3,018)</b>	<b>(237)</b>	<b>3,130</b>	<b>6,562</b>	<b>(10,698)</b>	<b>39,196</b>	<b>18,684</b>	<b>841,565</b>
Profit after income tax expense for the half year	-	-	-	-	-	-	<b>39,017</b>	<b>3,307</b>	<b>42,324</b>
Other comprehensive income for the half year, net of tax	-	-	<b>84</b>	-	-	<b>149</b>	-	-	<b>233</b>
Total comprehensive income for the half year	-	-	<b>84</b>	-	-	<b>149</b>	<b>39,017</b>	<b>3,307</b>	<b>42,557</b>
<b>Transactions with owners in their capacity as owners:</b>									
Shares issued for Dividend Reinvestment Plan (Note 9)	<b>8,911</b>	<b>(85)</b>	-	-	-	-	-	-	<b>8,826</b>
Shares acquired and held in trust (Note 9)	-	<b>(1,388)</b>	-	-	-	-	-	-	<b>(1,388)</b>
Share-based payments on Executive Shares and employee share plans	-	-	-	<b>508</b>	-	-	-	-	<b>508</b>
Shares allotted to employees under Employee Conditional Rights Scheme	-	<b>165</b>	-	-	-	-	-	-	<b>165</b>
Transfer of retained earnings to profit reserve	-	-	-	-	<b>17,082</b>	-	<b>(17,082)</b>	-	-
Acquisition of non-controlling interests (Note 10)	-	-	-	-	-	-	-	<b>248</b>	<b>248</b>
Changes in part equity interest in subsidiaries without loss of control	-	-	-	-	-	<b>72</b>	-	<b>3,874</b>	<b>3,946</b>
Dividends declared and paid	-	-	-	-	<b>(22,302)</b>	-	-	<b>(3,351)</b>	<b>(25,653)</b>
Balance at 31 December 2015	<b>796,857</b>	<b>(4,326)</b>	<b>(153)</b>	<b>3,638</b>	<b>1,342</b>	<b>(10,477)</b>	<b>61,131</b>	<b>22,762</b>	<b>870,774</b>

The above consolidated statement of changes in equity should be read in conjunction with the notes to the financial statements.



**Steadfast Group Limited**  
**Consolidated Statement of Changes in Equity**  
**For the half year ended 31 December 2015**

31 Dec 2014	Equity attributable to owners of Steadfast Group Limited						Non-controlling interests	Total equity	
	Share capital \$'000	Treasury shares held in trust \$'000	Foreign currency translation reserve \$'000	Share-based payments reserve \$'000	Un-distributed profits reserve \$'000	Other reserves \$'000	Retained earnings \$'000	\$'000	\$'000
Balance at 1 July 2014	488,187	(1,070)	810	3,187	6,328	(2,578)	20,937	9,237	525,038
Profit after income tax expense for the half year	-	-	-	-	-	-	13,743	2,588	16,331
Other comprehensive income for the half year, net of tax	-	-	291	-	-	-	-	-	291
Total comprehensive income for the half year	-	-	291	-	-	-	13,743	2,588	16,622
<b>Transactions with owners in their capacity as owners:</b>									
Shares issued for Dividend Reinvestment Plan (Note 9)	2,573	-	-	-	-	-	-	-	2,573
Shares acquired and held in trust (Note 9)	-	(2,084)	-	-	-	-	-	-	(2,084)
Shares allotted through Dividend Reinvestment Plan (Note 9)	-	(36)	-	-	-	-	-	-	(36)
Shares allotted to employees under Employee Conditional Rights Scheme	-	1,046	-	(1,046)	-	-	-	-	-
Share based payments expense on executive shares and employee share plans	-	-	-	496	-	-	-	-	496
Transfer of retained earnings to profit reserve	-	-	-	-	10,969	-	(10,969)	-	-
Acquisition of non-controlling interests (Note 10)	-	-	-	-	-	-	-	2,060	2,060
Change of part equity interests in subsidiaries without loss of control	-	-	-	-	-	3,636	-	2,212	5,848
Dividends declared and paid	-	-	-	-	(13,545)	-	-	(1,807)	(15,352)
Balance at 31 December 2014	490,760	(2,144)	1,101	2,637	3,752	1,058	23,711	14,290	535,165

The above consolidated statement of changes in equity should be read in conjunction with the notes to the financial statements.

**Steadfast Group Limited**  
**Consolidated Statement of Cash Flows**  
**For the half year ended 31 December 2015**

	Note	31 Dec 2015 \$'000	31 Dec 2014 \$'000
<b>Cash flows from operating activities</b>			
Receipts from customers		178,868	111,944
Payments to suppliers and employees, and Network Broker rebates		(130,735)	(95,277)
Dividends received from associates and joint venture		6,621	9,879
Interest received		2,900	2,194
Interest and other finance costs paid		(3,955)	(1,779)
Income taxes paid		(6,637)	(5,869)
Net cash from operating activities before customer trust accounts movement		47,062	21,092
Net movement in customer trust accounts (net cash receipts/payments on behalf of customers)		41,818	1,284
Net cash from operating activities	13	<u>88,880</u>	<u>22,376</u>
<b>Cash flows from investing activities</b>			
Payments for acquisitions of subsidiaries and business assets, net of cash acquired and repayment of subsidiaries' loans		(10,078)	(71,690)
Payment for deferred consideration of subsidiaries, associates and business assets		(21,400)	(13,212)
Payments for investments in associates and joint venture		(7,069)	(921)
Refundable payment under scheme of arrangement		-	(6,250)
Proceeds from part disposal of investments and subsidiaries in scheme of arrangement		-	39,365
Proceed from disposal of investment in associates		161	-
Payments for step up investment in subsidiaries on hubbing arrangements		(4,077)	-
Payments for property, plant and equipment		(5,274)	(442)
Payments for intangible assets		(2,512)	(553)
Net cash used in investing activities		<u>(50,249)</u>	<u>(53,703)</u>
<b>Cash flows from financing activities</b>			
Payments for purchase of treasury shares		(1,388)	(2,084)
Repayment of related party loans		810	897
Provision of related party loan		(100)	(216)
Repayment of non-related party loans		458	2,236
Provision of non-related party loans		(695)	(1,660)
Proceeds from borrowings		187,825	102,005
Repayment of borrowings		(153,403)	(547)
Dividends paid to owners of Steadfast, net of Dividend Reinvestment Plan		(13,391)	(10,973)
Dividends paid to non-controlling interests		(2,914)	(1,807)
Net cash from financing activities		<u>17,202</u>	<u>87,851</u>
Net increase in cash and cash equivalents		55,833	56,524
Cash and cash equivalents at the beginning of the financial period		239,171	114,576
Cash and cash equivalents at the end of the financial period*		<u>295,004</u>	<u>171,100</u>
* Balance represents:			
Cash and cash equivalents		79,884	54,648
Cash held on trust		215,120	116,722
Bank overdrafts		-	(270)
		<u>295,004</u>	<u>171,100</u>

The above consolidated statement of cash flows should be read in conjunction with the notes to the financial statements.

# Steadfast Group Limited

## Notes to the Financial Statements

### For the half year ended 31 December 2015

#### Note 1. General information

This financial report is for the half year ended 31 December 2015 and comprises the consolidated financial statements for Steadfast Group Limited (Steadfast or the Company) and its subsidiaries, and the Group's interests in associates and a joint venture (Steadfast Group or the Group). These financial statements are presented in Australian dollars, which is Steadfast's functional and presentation currency.

The Company is a for-profit listed public company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is Level 3, 99 Bathurst Street, Sydney NSW 2000.

A description of the nature of the Group's operations and its principal activities is included in the Directors' Report, which is not part of the financial report.

This financial report was authorised for issue by the Board on 23 February 2016.

This report should be read in conjunction with the annual report for the year ended 30 June 2015 and any public announcement made by the Company during the half year reporting period in accordance with the continuous disclosure requirements of the Corporations Act 2001.

#### Note 2. Significant accounting policies

##### A. Statement of compliance

This half year financial report has been prepared in accordance with the Corporations Act 2001, Australian Accounting Standard AASB 134 Interim Financial Reporting, the recognition and measurement requirements of other applicable Australian Accounting Standards adopted by the Australian Accounting Standards Board, as appropriate for for-profit oriented entities and the Australian Securities Exchange (ASX) Listing Rules.

International Financial Reporting Standards (IFRS) refer to the overall framework of standards and pronouncements approved by the International Accounting Standards Board. IFRS forms the basis of the Australian Accounting Standards. This half year financial report of the Group does not include all information required for annual financial statement presentation in accordance with IFRS.

##### B. Basis of preparation of the financial report

The accounting policies adopted in the preparation of this financial report have been applied consistently by all entities in the Group and are the same as those applied for the most recent annual financial report. These financial statements have been prepared under the historical cost convention, modified, where applicable, by the measurement at fair value of certain non-current assets, financial assets and financial liabilities.

##### *i. New and amended standards adopted by the Group*

The Group has adopted the following revised or amending Accounting Standards and Interpretations issued by the Australian Accounting Standards Board that are mandatory for the year ending 30 June 2016 and thus they are also applicable for the half year ended 31 December 2015. Adoption of these standards has not had any material effect on the financial position or performance of the Group.

Title	Description
-------	-------------

AASB 2015-3	Amendments to Australian Accounting Standards arising from the withdrawal of AASB1031 Materiality
-------------	---

##### *ii. Reclassification of comparatives*

Certain prior year comparative information has been revised in this financial report to conform to the current period's presentation. The reclassifications are:

- certain items previously included within the consolidated statement of cash flows as receipts from customers and payments to suppliers have been reclassified to be reported on a net basis within the net movement in trust accounts; and
- reclassifying the trading results of authorised representatives from selling expenses to brokerage commission paid.

##### *iii. Rounding*

The Group is of the kind referred to in the class order 98/100 dated 10 July 1998 issued by the Australian Securities & Investment Commission. In accordance with that class order, amounts in this financial report have been rounded to the nearest thousand dollars, unless otherwise stated.

#### iv. Australian Accounting Standards issued and not yet effective

The Company has not early adopted and applied any new, revised or amending Accounting Standards and Interpretations that are not yet mandatory for the half year ended 31 December 2015.

The Company intends to adopt new, revised or amending Accounting Standards and Interpretations in the operating year commencing 1 July after the effective date of these standards and interpretations as set out in the table below.

Title	Description	Effective date	Operating year	Note
AASB 9	Financial Instruments and the relevant amending standards	1 January 2018	30 June 2019	(i)
AASB 15	Revenue from Contracts with Customers and the relevant amending standards	1 January 2018	30 June 2019	(ii)
AASB 16	Leases	1 January 2019	30 June 2020	(ii)
AASB 1057	Application of Australian Accounting Standards	1 January 2016	30 June 2017	(i)

#### Table notes

- (i) These changes are not expected to have a significant financial impact.  
(ii) The potential effect of this standard is yet to be determined.

### Note 3. Critical accounting judgements, estimates and assumptions

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses. Management bases its judgements, estimates and assumptions on historical experience and on other various factors, including expectations of future events management believes to be reasonable under the circumstances. The resulting accounting judgements and estimates may differ from the related actual results. The judgements, estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities (refer to the respective notes) within the half year ended 31 December 2015 and the financial year ending 30 June 2016 are discussed below.

#### A. Fair value of assets acquired

The Group measures the net assets acquired in a business combination at their fair value at the date of acquisition. If new information obtained within one year from the acquisition date about facts and circumstances that existed at the acquisition date identifies adjustments to the fair value, then the amounts recognised as at the acquisition date will be retrospectively revised.

Fair value is estimated with reference to the market transactions for similar assets or discounted cash flow analysis.

#### B. Deferred consideration

The Group has made a best estimate of the consideration payable for the acquisitions where there is a variable purchase price (generally, a multiple of future period revenue or earnings before interest expense, tax and amortisation (EBITA)) after performing due diligence on the acquisition. Should the future revenue or EBITA vary from previous estimates, the Group is required to increase or decrease the final consideration payable and recognise the difference as expense or income.

#### C. Goodwill

Goodwill is not amortised but assessed annually for impairment or when there is evidence of impairment.

The recoverable amount of goodwill is estimated using the higher of fair value or the discounted cash flow analysis of the relevant cash generating unit (CGU) deducting the carrying amount of the identifiable net assets of the CGU. Key assumptions used in the calculation of recoverable amounts are the discount rates, terminal value growth rates and EBITA growth rates.

#### D. Intangible assets

The carrying amounts of intangible assets with finite lives are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated on the same basis as goodwill above.

An impairment loss is recognised if the carrying amount of the intangible asset exceeds its recoverable amount.

#### E. Estimation of useful lives of assets

The Group determines the estimated useful lives and related depreciation and amortisation charges for its property, plant and equipment and finite life intangible assets. The useful lives could change significantly as a result of technical innovations or some other event. The depreciation and amortisation charge will increase where the useful lives are less than previously estimated lives, or technically obsolete or non-strategic assets that have been abandoned or sold will be written off or written down.

## Note 4. Operating segments

The Company's corporate structure includes equity investments in insurance intermediary entities (insurance broking, underwriting agencies and premium funders) and complementary businesses. Discrete financial information about each of these entities is reported to management on a regular basis and accordingly management considers each entity to be a discrete business operation. The Company believes that all of the Group's equity investments in insurance intermediary entities exhibit similar economic characteristics and have therefore been aggregated into a single reporting segment, being the general insurance intermediary sector. This assessment is based on each of the business operations having similar products and services, similar types of customer, employing similar operating processes and procedures and operating within similar regulatory environments. The Group is in the business of distributing and advising on insurance products in Australia, New Zealand and Singapore.

In addition to reviewing performance based on statutory profit after tax, the Chief Operating Decision Maker (being the Managing Director & CEO) also reviews the additional performance measure earnings before interest expense, tax, and amortisation (EBITA) broken down by consolidated entities, associates and joint venture.

The additional performance measure, EBITA, and other related information (broken down by consolidated entities, associates and joint venture) provided on a regular basis to the Chief Operating Decision Maker is outlined in the table below.

Table note	Half year to 31 Dec 2015			Half year to 31 Dec 2014		
	Insurance intermediary \$'000	Other \$'000	Total \$'000	Insurance intermediary \$'000	Other \$'000	Total \$'000
Revenue – consolidated entities	164,418	6,013	170,431	95,314	3,993	99,307
Expenses – consolidated entities	(109,256)	(4,987)	(114,243)	(67,997)	(3,148)	(71,145)
EBITA – consolidated entities	55,162	1,026	56,188	27,317	845	28,162
Share of EBITA from associates and joint venture (Note 11, 12)	9,727	123	9,850	9,294	97	9,391
EBITA from core operations – pre-corporate expenses	64,889	1,149	66,038	36,611	942	37,553
Corporate expenses	(5,643)	-	(5,643)	(3,062)	-	(3,062)
EBITA from core operations – post-corporate expenses	59,246	1,149	60,395	33,549	942	34,491
Finance costs (net of interest received on surplus cash held)	(i) (4,607)	(8)	(4,615)	(2,273)	-	(2,273)
Amortisation expense	(ii) (11,958)	(296)	(12,254)	(6,525)	(193)	(6,718)
Profit before income tax before non-trading items	42,681	845	43,526	24,751	749	25,500
Income tax expense on profit before non-trading items	(iii) (13,321)	(209)	(13,530)	(7,476)	(197)	(7,673)
<b>Profit after income tax before non-trading items</b>	<b>29,360</b>	<b>636</b>	<b>29,996</b>	<b>17,275</b>	<b>552</b>	<b>17,827</b>
Non-trading items:						
Income	(iv) 16,284	-	16,284	1,067	-	1,067
Expenses	(v) (5,317)	-	(5,317)	(2,624)	-	(2,624)
Income tax expense on non-trading items	1,361	-	1,361	61	-	61
<b>Net profit after income tax for the half year</b>	<b>41,688</b>	<b>636</b>	<b>42,324</b>	<b>15,779</b>	<b>552</b>	<b>16,331</b>
Non-controlling interests	(3,307)	-	(3,307)	(2,588)	-	(2,588)
<b>Net profit after income tax attributable to owners of Steadfast Group Limited</b>	<b>38,381</b>	<b>636</b>	<b>39,017</b>	<b>13,191</b>	<b>552</b>	<b>13,743</b>
Other comprehensive income attributable to owners of Steadfast Group Limited	233	-	233	291	-	291
Total comprehensive income after income tax attributable to owners of Steadfast Group Limited	<b>38,614</b>	<b>636</b>	<b>39,250</b>	<b>13,482</b>	<b>552</b>	<b>14,034</b>

## TABLE NOTES

	Half year to 31 Dec 2015			Half year to 31 Dec 2014		
	Insurance intermed- iary \$'000	Other \$'000	Total \$'000	Insurance intermed- iary \$'000	Other \$'000	Total \$'000
(i) Breakdown of finance costs:						
Finance costs – consolidated entities	(4,209)	-	(4,209)	(1,779)	-	(1,779)
Finance costs – associates and joint venture (Note 11, 12)	(398)	(8)	(406)	(494)	-	(494)
	<b>(4,607)</b>	<b>(8)</b>	<b>(4,615)</b>	<b>(2,273)</b>	<b>-</b>	<b>(2,273)</b>
(ii) Breakdown of amortisation expenses:						
Amortisation expense – consolidated entities	(10,268)	(260)	(10,528)	(4,409)	(156)	(4,565)
Amortisation expense – associates and joint venture (Note 11, 12)	(1,690)	(36)	(1,726)	(2,116)	(37)	(2,153)
	<b>(11,958)</b>	<b>(296)</b>	<b>(12,254)</b>	<b>(6,525)</b>	<b>(193)</b>	<b>(6,718)</b>
(iii) Breakdown of income tax expenses on profit before non-trading items:						
Income tax expense – consolidated entities	(10,845)	(186)	(11,031)	(5,463)	(187)	(5,650)
Income tax expense – associates and joint venture (Note 11, 12)	(2,476)	(23)	(2,499)	(2,013)	(10)	(2,023)
	<b>(13,321)</b>	<b>(209)</b>	<b>(13,530)</b>	<b>(7,476)</b>	<b>(197)</b>	<b>(7,673)</b>
(iv) Breakdown of non-trading income:						
Executive loans fair value adjustment	-	-	-	666	-	666
Unwind of deemed interest revenue on interest free Executive loans	269	-	269	401	-	401
Net gain on re-estimation and settlement of deferred consideration*	16,015	-	16,015	-	-	-
	<b>16,284</b>	<b>-</b>	<b>16,284</b>	<b>1,067</b>	<b>-</b>	<b>1,067</b>
(v) Breakdown of non-trading expenses:						
Net loss on settlement of deferred consideration*	-	-	-	(1,351)	-	(1,351)
Impairment loss*	(5,317)	-	(5,317)	-	-	-
Due diligence and restructure costs	-	-	-	(1,273)	-	(1,273)
	<b>(5,317)</b>	<b>-</b>	<b>(5,317)</b>	<b>(2,624)</b>	<b>-</b>	<b>(2,624)</b>

\* The Group often defers a portion of the purchase price and makes the final payment referable to future financial performance. At the time of acquisition an estimate is made as to the final payment. This is reviewed each half year based on information available and at settlement, and the estimate is adjusted if appropriate. Any adjustment is taken to profit (downwards estimate) or loss (upwards estimate). Where an estimate is reduced, the Group will consider whether the factors leading to the estimate of deferred consideration represent an indicator of impairment, and if so, the need for impairment is considered. The deferred consideration adjustments and impairments do not affect cash flows from operating activities. An impairment of \$5.317 million was recognised against certain businesses that had earn out arrangements.

	Half year to 31 Dec 2015 cents	Half year to 31 Dec 2014 cents
<b>Note 5. Earnings per share</b>		
<b>A. Reporting period value</b>		
Basic earnings per share	<b>5.25</b>	2.64
Diluted earnings per share	<b>5.23</b>	2.64

**Half year to  
31 Dec 2015  
\$'000**                      **Half year to  
31 Dec 2014  
\$'000**

**B. Reconciliation of earnings used in calculating earnings per shares**

Profit after income tax	42,324	16,331
Non-controlling interests	(3,307)	(2,588)
Profit after income tax attributable to the owners of Steadfast Group Limited for calculation of basic and diluted earnings per share	39,017	13,743

**Half year to  
31 Dec 2015  
Number in '000**                      **Half year to  
31 Dec 2014  
Number in '000**

**C. Reconciliation of weighted average number of shares used in calculating earnings per share**

**I. Weighted average number of ordinary shares issued <sup>(c)</sup>**

Weighted average number of ordinary shares issued	746,115	521,034
Weighted average number of treasury shares held in trust	(2,607)	(1,152)
Weighted average number of ordinary shares used in calculating basic earnings per share	743,508	519,882

**II. Weighted average number of dilutive potential ordinary shares related to <sup>(c)</sup>**

Weighted average number of ordinary shares	743,508	519,882
Effect of share based payment arrangements <sup>(a)</sup>	1,467	362
Effect of deemed bonus shares on share options <sup>(b)</sup>	996	983
Weighted average number of ordinary shares used in calculating diluted earnings per share	745,971	521,227

The weighted average number of ordinary shares or dilutive potential ordinary shares is calculated by taking into account the period from the issue date of the shares to the reporting date unless otherwise stated as below.

- (a) Steadfast operates share based payments arrangements (being an employee conditional rights scheme, a short term incentive plan and a long term incentive plan) where eligible employees could receive conditional rights instead of cash. One conditional right will convert to one ordinary share subject to vesting conditions being met. These share based payments arrangements are granted to employees free of costs and no consideration will be paid on conversion to Steadfast's ordinary shares. These arrangements have a dilutive effect to the basic earnings per share (EPS) in the current reporting period.
- (b) 3.000 million share options were issued to a key management personnel of an acquired business with an exercise price of \$1 per share. Because the average share price exceeds the exercise price, 0.996 million shares are deemed to be bonus shares.
- (c) The number of shares in the 2014 comparatives have been restated for the rights issue completed in March 2015 by applying a bonus factor.

**Note 6. Dividends**

**A. Dividends on ordinary shares during the half year**

During the half year ended 31 December 2015, the following dividends were declared and paid by the Company:

	Cents per share	Total amount \$'000	Payment date	Tax rate for franking credit	Percentage franked
<b>31 December 2015</b>					
2015 final dividend	3.0	22,302	14 October 2015	30%	100%

## B. Dividend reinvestment

A Dividend Reinvestment Plan (DRP) operates which allows equity holders to elect to receive their dividend entitlement in the form of the Company's ordinary shares. The price of DRP shares is the average share market price, less a discount if any (determined by the directors) calculated over the pricing period (which is at least five trading days) as determined by the directors for each dividend payment date.

## C. Dividend not recognised at reporting date

On 23 February 2016, the Board resolved to pay the following dividend. As this occurred after the reporting date, the dividends declared have not been recognised in this financial report.

	Cents per share	Total amount \$'000	Expected payment date	Tax rate for franking credit	Percentage franked
<b>2016 interim dividend</b>	<b>2.4</b>	<b>17,994</b>	<b>14 Apr 2016</b>	<b>30%</b>	<b>100%</b>

The Company's DRP will operate by purchasing ordinary shares on market. No discount will be applied. The last election notice for participation in the DRP in relation to this interim dividend is 10 March 2016.

## Note 7. Intangible assets and goodwill

	Customer relationships \$'000	Capitalised software \$'000	Other Intangible assets \$'000	Total intangible assets \$'000	Goodwill \$'000
<b>31 December 2015</b>					
<b>A. Composition</b>					
At cost	199,300	4,109	4,659	208,068	684,549
Accumulated amortisation and impairment	(33,096)	(585)	(1,263)	(34,944)	(512)
	<b>166,204</b>	<b>3,524</b>	<b>3,396</b>	<b>173,124</b>	<b>684,037</b>
<b>B. Movements (6 months)</b>					
Balance at the beginning of the financial period	175,742	1,746	3,464	180,952	669,321
Additions	-	1,948	564	2,512	-
Additions through business combinations	5,242	-	-	5,242	17,504
Reduction in intangibles upon loss of control	(382)	-	-	(382)	(2,276)
Amortisation expense transferred to other reserve on hubbing	133	-	-	133	-
Impairment	(4,805)	-	-	(4,805)	(512)
Amortisation expense	(9,726)	(170)	(632)	(10,528)	-
Balance at the end of the financial period	<b>166,204</b>	<b>3,524</b>	<b>3,396</b>	<b>173,124</b>	<b>684,037</b>
<b>30 June 2015</b>					
<b>C. Composition</b>					
At cost	194,440	2,161	4,095	200,696	669,321
Accumulated amortisation	(18,698)	(415)	(631)	(19,744)	-
	<b>175,742</b>	<b>1,746</b>	<b>3,464</b>	<b>180,952</b>	<b>669,321</b>
<b>D. Movements (12 months)</b>					
Balance at the beginning of the financial period	75,964	642	-	76,606	289,162
Additions	-	1,281	18	1,299	-
Additions through business combinations	113,238	-	4,077	117,315	384,373
Reduction in intangibles upon loss of control	(1,802)	-	-	(1,802)	(4,214)
Amortisation expense transferred to other reserve on hubbing	415	-	-	415	-
Amortisation expense	(12,073)	(177)	(631)	(12,881)	-
Balance at the end of the financial period	<b>175,742</b>	<b>1,746</b>	<b>3,464</b>	<b>180,952</b>	<b>669,321</b>



**31 Dec 2015**      **30 June 2015**  
**\$'000**                      **\$'000**

## Note 8. Borrowings

### Bank loans

Current	<b>1,504</b>	453
Non-current	<b>195,608</b>	160,910
	<b>197,112</b>	161,363

### Bank facilities available

#### Bank facilities drawn down

Bank loans – corporate facility	<b>179,774</b>	147,109
Bank loans - subsidiaries	<b>17,338</b>	14,254
Lines of credit (bank overdrafts)	-	632
	<b>197,112</b>	161,995

#### Undrawn bank facilities

Bank loans	<b>106,695</b>	32,891
Lines of credit	<b>1,175</b>	368
	<b>107,870</b>	33,259

#### Total bank facilities available

Bank loans	<b>303,807</b>	194,254
Lines of credit	<b>1,175</b>	1,000
	<b>304,982</b>	195,254

### A. Bank corporate facility details

During the half year, the Company entered into a multi-bank syndicated facility with Macquarie Bank and ANZ Banking Group of \$285.000 million to replace the \$180.000 million facility with Macquarie Bank. \$179.774 million of the \$285.000 million facility has been drawn down at 31 December 2015, which together with \$0.271 million for bonds and rental guarantees, leaving \$104.955 million available in the corporate facility for future drawdowns.

The Facility charges variable interest rates based on BBSY plus the applicable margin. Immediately after the loan was drawn down, the Company transacted an interest rate swap with notional amount of \$75.000 million where the Company swaps the floating rate payment into fixed rate payments.

The key terms and conditions of the multi-bank syndicated facility were disclosed in the annual report for the year ended 30 June 2015 and remain unchanged.

## Note 9. Notes to the statement of changes in equity and reserves

### A. Share capital

	<b>Half year to 31 Dec 2015</b>	<b>Year to 30 June 2015</b>	<b>Half year to 31 Dec 2015</b>	<b>Year to 30 June 2015</b>
	<b>Number of shares in 000's</b>	<b>Number of shares in 000's</b>	<b>\$'000</b>	<b>\$'000</b>
<b>Reconciliation of movements</b>				
Balance at the beginning of the financial period	<b>743,414</b>	501,638	<b>787,946</b>	488,187
Shares issued on the ASX	-	238,097	-	300,002
Less: Transaction costs on issue of ordinary shares, net of income tax	-	-	-	(5,801)
Shares issued under the Dividend Reinvestment Plan	<b>6,338</b>	3,679	<b>8,911</b>	5,558
Balance at the end of the financial period	<b>749,752</b>	743,414	<b>796,857</b>	787,946

## B. Treasury shares held in trust

	Half year to 31 Dec 2015	Year to 30 June 2015	Half year to 31 Dec 2015	Year to 30 June 2015
	Number of shares in '000	Number of shares in '000	\$'000	\$'000
<b>Reconciliation of movements</b>				
Balance at the beginning of the financial period	2,036	754	3,018	1,070
Shares allocated to employees	(100)	(737)	(165)	(1,046)
Shares acquired	907	1,977	1,388	2,931
Shares allotted through Dividend Reinvestment Plan	60	42	85	63
Balance at the end of the financial period	2,903	2,036	4,326	3,018

Treasury shares are ordinary shares of Steadfast bought on market by the trustee (a wholly owned subsidiary of the Group) of an employee share plan for meeting future obligations under that plan when conditional rights vest and shares are allocated to participants.

## C. Capital Risk Management

The Group's objective when managing capital is to safeguard its ability to continue as a going concern, so that it can continue its listing on the ASX, provide returns for shareholders and benefits for other stakeholders and to maintain an optimum capital structure to minimise the cost of capital, within the risk appetite approved by the Directors.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares, take on borrowings or sell assets to reduce debt.

The Group monitors capital on the basis of its corporate gearing ratio, which is calculated as borrowings attributable to the Company (corporate borrowings) divided by total equity and corporate borrowings. The Company's current maximum corporate gearing ratio determined by the Directors is 25%. The gearing ratio at reporting date is as follows.

	31 Dec 2015 \$'000	30 June 2015 \$'000
Corporate borrowings	179,774	147,109
Total equity	870,774	841,565
Total equity and corporate borrowings	1,050,548	988,674
Corporate gearing ratio	17.1%	14.9%

## D. Nature and purpose of reserves

### *i. Foreign currency translation reserve*

The foreign currency translation reserve records the foreign currency differences from the translation of the financial information of foreign operations that have a functional currency other than Australian dollars.

### *ii. Share based payments reserve*

The share based payments reserve is used to recognise the fair value at grant date of equity settled share based remuneration provided to employees and a key management personnel of a subsidiary and the discount on Executive Shares.

### *iii. Other reserves*

The other reserves are used to recognise other movements in equity including cumulative net change in fair value of hedging instruments and the fair value of put options issued to a shareholder of a subsidiary over that subsidiary's shares and the net effect on disposal of partial equity ownership in subsidiaries without loss of control.

### *iv. Undistributed profits reserve*

The undistributed profits reserve consists of current financial period's net profit attributable to owners of the Group and any retained amount carried forward from prior periods transferred from retained earnings. This reserve will be used to pay dividends declared by the Directors.

## Note 10. Business combinations

### Acquisitions for the half year ended 31 December 2015

During the half year ended 31 December 2015, the Group completed a number of acquisitions in accordance with its strategy.

The following disclosures provide the provisional financial impact to the Group at the acquisition date. Only those significant acquisitions with total consideration over \$15 million are disclosed separately. Other acquisitions are disclosed in aggregate. No acquisitions over this amount were made in the half year.

#### Acquisition of subsidiaries

The following disclosures provide aggregated information for four acquired businesses where consideration was less than \$15 million. Note 10.f. contains a list of subsidiaries acquired and the respective ownership interests.

##### a. Consideration paid/payable

Half year to 31 December 2015	Acquisitions \$'000
Cash	12,621
Deferred consideration <sup>(a)</sup>	5,269
Scrip for scrip <sup>(b)</sup>	3,790
Total	21,680

(a) Pursuant to the Share Purchase Agreements, some of the consideration will be settled based on future years' actual financial performance and thus was recognised as deferred consideration by the Group. The deferred consideration is estimated based on a multiple of forecast revenue and/or earnings. Any variations at the time of settlement will be recognised as an expense or income in the statement of profit or loss and other comprehensive income. The deferred consideration shown above represents:

- \$4.686 million of deferred consideration for which the maximum amount of payment is unlimited; and
- \$0.583 million of deferred consideration which is fixed.

(b) Some acquisitions made through existing subsidiaries of the Group have been partially completed on a scrip for scrip basis.

##### b. Identifiable assets and liabilities acquired

Half year to 31 December 2015	Acquisitions \$'000
Cash, and cash equivalents <sup>(1)</sup>	2,543
Trade and other receivables <sup>(2)</sup>	1,427
Property, plant and equipment	38
Deferred tax assets	44
Identifiable intangibles	5,242
Other assets	88
Trade and other payables	(2,777)
Income tax payable	(205)
Provisions	(265)
Deferred tax liabilities	(1,711)
Total net identifiable assets/(liabilities)	4,424

(1) Includes cash held on trust

(2) The trade receivables comprise contractual amounts and are expected to be fully recoverable.

If new information obtained within one year from the acquisition date about facts and circumstances that existed at the acquisition date identifies adjustments to the above amounts, then the acquisition accounting will be revised.

c. Goodwill on acquisition

<b>Half year to 31 December 2015</b>	<b>Acquisitions \$'000</b>
Total consideration paid/payable	<b>21,680</b>
Total net identifiable (assets)/liabilities acquired	<b>(4,424)</b>
Non-controlling interests acquired	<b>248</b>
Goodwill on acquisition*	<b>17,504</b>

\* The majority of the goodwill relates to benefits from the combination of synergies as well as the acquired subsidiaries ability to generate future profits. None of the goodwill recognised is expected to be deductible for tax purposes.

d. Financial performance of acquired subsidiaries

The contribution for the period since acquisition by the acquired subsidiaries to the financial performance of the Group is outlined in the table below.

<b>Half year to 31 December 2015</b>	<b>Total \$'000</b>
Revenue	<b>1,320</b>
EBITA	<b>517</b>
Profit after income tax	<b>252</b>

If the acquisitions of subsidiaries occurred on 1 July 2015, the Group's total revenue, EBITA and profit after income tax attributable to the owners of the Group for the half year ended 31 December 2015 would have increased by \$2.316 million, \$1.234 million and \$1.084 million respectively.

e. Acquisition-related costs

The Group incurred acquisition-related costs, being stamp duty and legal fees for business interests acquired during the half year ended 31 December 2015.

f. Subsidiaries acquired

The table below outlines all the subsidiaries acquired during the half year ended 31 December 2015. There are changes in ownership of some acquired entities due to internal restructuring in the form of hubbing arrangements.

<b>Name of subsidiary acquired</b>	<b>Table note</b>	<b>Ownership interest as at 31 December 2015 %</b>
Ausure Consolidated Brokers Pty Ltd		60.50
Gardners Insurance Brokers QLD Pty Ltd		64.00
DIB Insurance Brokers Pty Ltd		60.00
Seamac Insurance Brokers Pty Ltd	(i)	47.00

**Table note**

(i) The Group acquired Seamac Insurance Brokers Pty Ltd through Capital Insurance (Broking) Group Pty Ltd (trading as Hervey Bay Maryborough Insurance Brokers. (Hervey Bay)), an existing subsidiary of the Group. The 47% equity interest in Seamac represents the Group's effective interest in Seamac. The Group effectively has control over Seamac as the Group has the right to appoint half of the directors of Hervey Bay. Therefore it is classified as a subsidiary.

*g. Deferred consideration reconciliation*

The following table shows a reconciliation from the opening balance to the closing balance of the deferred consideration.

	Half year to 31 Dec 2015 \$'000	Year to 30 June 2015 \$'000
Balance at the beginning of the financial period	55,327	20,052
Settlement of deferred consideration	(21,400)	(19,775)
Additions from new acquisitions in business combinations	5,269	52,384
Additions from new acquisitions in step up acquisitions and hubbing arrangements	479	1,727
(Gain)/loss in profit or loss on settlement or reassessment*	(16,015)	939
Balance at the end of the financial period	<u>23,660</u>	<u>55,327</u>

\* The Group often defers a portion of the purchase price and makes the final payment referable to future financial performance. At the time of acquisition an estimate is made as to the final payment. This is reviewed each half year based on information available and at settlement, and the estimate is adjusted if appropriate. Any adjustment is taken to profit (downwards estimate) or loss (upwards estimate). For the half year 31 December 2015, the Group has recognised a net gain of \$16.015 million (year to 30 June 2015: net loss of \$0.939 million), based on actual financial performance to 31 December 2015 and revised estimates of expected future financial performance.

The closing balance of deferred consideration at the end of the financial period represent:

	31 Dec 2015 \$'000	30 June 2015 \$'000
Amount payable is limited	12,493	26,354
Amount payable is unlimited	6,958	25,717
Amount payable is fixed	4,209	3,256
	<u>23,660</u>	<u>55,327</u>

**Note 11. Investments in associates**

	Half year to 31 Dec 2015 \$'000	Year to 30 June 2015 \$'000
<b>Reconciliation of movements</b>		
Balance at the beginning of the financial period	122,351	144,388
Acquisition of associates	7,069	4,204
Reclassification of investment in associates to investment in subsidiaries	-	(16,927)
Disposal of associates through hubbing arrangements	(1,506)	(5,503)
Share of EBITA from associates	7,427	16,653
Less share of:		
Finance costs	(316)	(686)
Amortisation expense	(1,486)	(3,169)
Income tax expense	(1,871)	(4,505)
Share of associates' profit after income tax	3,754	8,293
Dividends received	(4,483)	(11,505)
Net foreign exchange movements	(580)	(599)
Balance at the end of the financial period	<u>126,605</u>	<u>122,351</u>

**Note 12. Interest in joint venture**

	Half year to 31 Dec 2015 \$'000	Year to 30 June 2015 \$'000
<b>Reconciliation of movements</b>		
Balance at the beginning of the financial period	3,446	4,425
Share of EBITA from joint venture	2,423	3,704
Less share of:		
Finance costs	(90)	(230)
Amortisation expense	(240)	(480)
Income tax expense	(628)	(856)
Share of joint venture's profit after income tax	<u>1,465</u>	<u>2,138</u>
Dividends received	(2,138)	(3,117)
Balance at the end of the financial period	<u>2,773</u>	<u>3,446</u>

## Note 13. Reconciliation of profit after income tax to net cash from operating activities

	Half year to 31 Dec 2015 \$'000	Half year to 31 Dec 2014 \$'000
Profit after income tax expense for the half year	42,324	16,331
<b>Adjustments for</b>		
Depreciation, amortisation and loss on disposal of property, plant and equipment	12,123	5,710
Share of profits of associates and joint venture	(5,219)	(4,721)
Income tax paid	(6,637)	(5,869)
Dividends received from associates and joint venture	6,621	9,879
(Gain)/loss on settlement of deferred consideration	(16,015)	1,351
Capitalised interest income and loan amortisation costs	(533)	(694)
Executive loans fair value adjustment	-	(666)
Share based payments and incentives accruals	1,162	388
Impairment loss	5,317	-
<b>Change in operating assets and liabilities</b>		
(Increase)/decrease in trade and other receivables	81,239	56,902
(Increase)/decrease in deferred tax assets	(5,905)	(3,256)
(Increase)/decrease in other assets	(1,408)	(1,152)
Increase/(decrease) in trade and other payables	(37,646)	(39,155)
Increase/(decrease) in income tax payable	11,494	6,917
Increase/(decrease) in deferred tax liabilities	4,079	1,928
Increase/(decrease) in other liabilities	(429)	(20,506)
Increase/(decrease) in provisions	(1,687)	(1,011)
Net cash from operating activities	<b>88,880</b>	<b>22,376</b>

## Note 14. Related party transactions

### A. Transactions with subsidiaries

All transactions that have occurred among the subsidiaries within the Group have been eliminated for consolidation purposes.

### B. Transactions with other related parties

The following transactions occurred with related parties:

	Half year to 31 Dec 2015 \$	Half year to 31 Dec 2014 \$
<b><i>i. Sale of goods and services</i></b>		
Marketing and administration fees received from associates on normal commercial terms	73,695	85,234
Marketing and administration fees received from joint venture on normal commercial terms	1,456,497	1,748,984
Commission income received/receivable from associates on normal commercial terms	52,909	28,378
<b><i>ii. Interest income</i></b>		
Interest income received/receivable from joint venture	74,959	120,505
<b><i>iii. Payment for goods and services</i></b>		
Estimated Steadfast Network Broker rebate expense paid or payable to associates on the basis as determined by the Board	613,118	699,425
Commission expense paid/payable to associates on normal commercial terms	1,985,290	1,285,004
Service fees paid to associates	5,740	33,267

**iv. Receivable from and payable to related parties**

The following balances are outstanding at the reporting date in relation to transactions with related parties:

*a. Current receivables*

Trade receivables from associates	8,190,181	5,953,360
Trade receivables from joint venture	52,903	137,366
Dividend receivable from associates	-	84,086

*b. Current payables*

Trade payables to associates	97,375	151,753
------------------------------	--------	---------

**v. Loans to/from related parties**

The following balances are outstanding at the reporting date in relation to loans with related parties:

*a. Current receivables*

Loan to joint venture	603,125	603,125
Executive loans	345,000	324,300
	948,125	927,425

*b. Non-current receivables*

Loan to joint venture	1,809,375	2,412,500
Executive loans	4,586,392	4,559,947
Loans to associates	633,329	527,442
	7,029,096	7,499,889

**Note 15. Contingencies**

**A. Contingent assets**

There are no material changes in contingent assets for claims experience benefit since the end of the last annual reporting period.

**B. Contingent liabilities**

***Debt guarantees provided to associates***

The Group has guaranteed loan facilities to associates which are limited to the shares held by the Group in each entity. The value of each guarantee is dependent on a valuation of the shares which support the guarantee.

***Macquarie Bank put options***

Steadfast Group Limited has granted options to Macquarie Bank Limited ("Macquarie") to put shares held by other shareholders in associates to the Group at fair value if Macquarie enforces its security over those shares. These have been granted in relation to shares held by other shareholders in associates over which Macquarie holds a security interest to secure indebtedness by those shareholders.

**Note 16. Events after the reporting period**

**A. Interim dividend**

On 23 February 2016, the Board declared an interim dividend of 2.4 cents per share, 100% franked. The dividend will be paid on 14 April 2016. The Company's DRP will be funded via the purchase of shares on market. No discount will be applied. The last election notice for participation in the DRP in relation to this interim dividend is 10 March 2016.

## **Steadfast Group Limited Directors' declaration**

In the opinion of the directors of Steadfast Group Limited ("the Company"):

- (a) the consolidated financial statements and notes 1 to 16, are in accordance with the Corporations Act 2001, including:
- (i) giving a true and fair view of the Group's financial position as at 31 December 2015 and of its performance, for the six month period ended on that date; and
  - (ii) complying with Australian Accounting Standards AASB134 Interim Financial Reporting and the Corporations Regulations 2001; and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Signed at Sydney on 23 February 2016 in accordance with a resolution of the Directors.



**Frank O'Halloran, AM**  
Chairman



**Robert Kelly**  
Managing Director & CEO





## **Independent auditor's review report to the members of Steadfast Group Limited**

### **Report on the financial report**

We have reviewed the accompanying half-year financial report of Steadfast Group Limited, which comprises the consolidated statement of financial position as at 31 December 2015, consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the half-year ended on that date, notes 1 to 16 comprising a summary of significant accounting policies and other explanatory information and the directors' declaration of the Group comprising the company and the entities it controlled at the half-year's end or from time to time during the half-year.

#### *Directors' responsibility for the half-year financial report*

The directors of the company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement, whether due to fraud or error.

#### *Auditor's responsibility*

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity*, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the *Corporations Act 2001* including: giving a true and fair view of the Group's financial position as at 31 December 2015 and its performance for the half-year ended on that date; and complying with Australian Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*. As auditor of Steadfast Group Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### *Independence*

In conducting our review, we have complied with the independence requirements of the *Corporations Act 2001*.



*Conclusion*

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Steadfast Group Limited is not in accordance with the *Corporations Act 2001*, including:

(a) giving a true and fair view of the Group's financial position as at 31 December 2015 and of its performance for the half-year ended on that date; and

(b) complying with Australian Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

KPMG

Andrew Dickinson  
*Partner*

Sydney

23 February 2016