

## Smartgroup Annual General Meeting, 2 May 2018

### Address by Michael Carapiet, Chairman of the Board

Good morning Ladies and Gentlemen, and thank you all for coming today. I am Michael Carapiet, the Chairman of the Board. I welcome you all to the Annual General Meeting of Smartgroup Corporation Ltd.

It is now 11.00 am, the nominated time for the meeting. I have been advised by the Company Secretary that a quorum is present and so I am pleased to declare the meeting open. I am advised by the Company Secretary that due Notice of the Meeting has been given in accordance with the requirements of the Corporations Act and the ASX Listing Rules.

Joining me here today are:

- Deven Billimoria, Managing Director and Chief Executive Officer;
- our non-executive Directors: Gavin Bell, Andrew Bolam, Deborah Homewood, John Prendiville and Ian Watt; and
- Amanda Morgan, General Counsel and Company Secretary

I would like to take this opportunity to thank all of my fellow directors for their contribution and support, during 2017.

I also thank our CEO Deven, and the executive management team. Smartgroup has had yet another successful year, including a number of acquisitions and new client wins. Such success is only possible with dedication, true commitment to excellence, and very hard work.

The company's auditors, PriceWaterhouseCoopers, are present and represented today, by the partner in charge, Sam Hinchcliffe, sitting here at the front.

I would like to note that our Annual Report is available online, which comprises the annual financial report, the directors' report and the auditor's report. These documents are also available in print and can be collected from the table at the back of the room should you wish to collect a copy following the meeting.

I will now provide an update on the company's performance before handing over to Deven, our CEO.

### Address – performance update

#### 2017 results

I turn now to our results.

Smartgroup is now an industry leader in specialist employee management services, having extended its service offering from salary packaging and novated leasing services, to include fleet management, payroll services, employee share plans and workplace optimisation solutions. The Company declared a final dividend of 18.5 cents per share, fully franked, which was paid on 29 March 2018. The total dividends paid for the year come to 35 cents per share, an increase of 41% from 2016.

In 2017, Smartgroup completed three acquisitions – AccessPay, Aspire and RACV Salary Solutions (now operating as Salary Solutions).

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AccessPay is the salary packaging business in Adelaide which we acquired a year ago today. Later in 2017, the acquisitions of Aspire and Salary Solutions further increased our footprint in the salary packaging and novated leasing markets. We are really pleased with how all those businesses have developed since then.

The Company followed these with the acquisition of Fleet West in January this year, a specialist fleet management provider to the not-for-profit sector. Fleet West has joined Smartfleet to further extend the Smartgroup fleet service offering.

Integration of all four acquired businesses is progressing well and according to plan.

*2018*

We continue to integrate our acquired businesses, and look for new ways to improve and streamline the provision of services to our customers, and deepen our client relationships.

In 2018, we look forward to delivering further positive results on your behalf.

*Conclusion*

In conclusion, I would like to thank the executive management team and all our staff for another strong result. I sincerely thank our customers and shareholders for their continued support, and all our employees.

I will now hand over to Deven Billimoria, the Managing Director and CEO.