

## Smartgroup Annual General Meeting, 9 May 2019

### 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, Carolyn Colley, Deborah Homewood, John Prendiville and Ian Watt;
- Amanda Morgan, General Counsel and Company Secretary

I would like to take this opportunity to thank all my fellow directors for their contribution and support, during 2018.

I would particularly like to welcome Carolyn Colley, who joined our Board in March this year. Carolyn has held a number of executive roles in financial services and brings a wealth of experience in technology and digital disruption. Carolyn is an invaluable and welcome addition to our Board.

As Carolyn is standing for election today, a summary of her qualifications and experience is included in the notice of meeting.

I also thank our CEO Deven, and the executive management team. Thanks to their and their staff's hard work and dedication, Smartgroup has had another positive financial result. They have delivered exceptional service to clients, while making Smartgroup a vibrant and motivating place to work.

The company's auditors, PriceWaterhouseCoopers, are present and represented today, by the partner in charge, Joe Sheeran, 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**

### **2018 results**

I turn now to our results.

Smartgroup has enjoyed another year of growth and improved financial results, achieved through continuing innovation, customer service and integration of our previous acquisitions.

Smartgroup now has more than 700 staff, servicing 3,500 clients and over 343,000 salary packaging customers. Due to our diversification, we can now offer a broader range of products and services to these clients, which we anticipate will improve their experience and deepen our relationships with them.

As part of its role as a good corporate citizen, Smartgroup has established the Smartgroup Foundation this year, which will have an initial grant from the Company, to be directed to certain charities with DGR status. Smartgroup staff will have input into deciding the charities which will benefit.

The Company declared a final dividend of 21 cents per share, fully franked, which was paid on 15 March 2019. The total dividends paid for the year come to 41.5 cents per share, an increase of 19% from 2017. This was followed by a further special dividend, also fully franked, of 20 cents per share, which was paid on Monday this week.

We have recently made two small acquisitions. Together, they have over 1,500 salary packages and 1,500 novated leases. You will hear more about this from Deven in his address.

### **2019**

This year we continue to provide a superior experience for our customers with a culture of innovation and engagement for our employees.

We also look forward to another positive year for Smartgroup.

### **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.