

## **ASX / Media Release**

6 June 2019

### **AF Legal Group to list on the ASX**

- AF Legal Group Limited (**ASX: AFL**) (formerly Navigator Resources Limited) to re-commence trading on the ASX on Friday, 7 June at 10.00am following a successful \$5.9 million capital raising led by Bell Potter Securities
- The Company is the first specialist family law firm to list on the Australian Securities Exchange
- AFL lists on the ASX with a market capitalisation of approximately \$12 million
- AFL has achieved strong underlying EBITDA<sup>1</sup> growth for the 11 months ending 31 May 2019, with growth in excess of 30% over the corresponding period in FY2018 based on unaudited management accounts
- The Company has commenced its '100 day plan' to advance execution of its growth plans

AF Legal Group Limited (**ASX: AFL**) will re-commence trading on the Australian Securities Exchange (**ASX**) following a successful capital raising of \$5.9 million led by Bell Potter Securities. The capital raising was strongly supported by a range of existing and new investors. The company lists on the ASX with a market capitalisation of approximately \$12 million.

Executive Chairman Grant Dearlove commented: "The strong investor support for AFL through the capital raising process is testament to the significant opportunity available to it to become the largest national family law firm in Australia. Currently our market is worth \$1.1 billion in revenue per annum and, in contrast to personal injury law, there is no dominant or national player even though the markets are of a similar size. This represents a significant opportunity for AFL".

### **AF Legal Group Limited (AFL)**

AFL (trading as Australian Family Lawyers) is an Australian law firm that practices family and relationship law. The firm provides advice to clients in respect of divorce, separation, property and children's matters together with ancillary services such as litigation, wills and estates.

AFL was founded by Managing Director Edward Finn in 2015 after identifying an opportunity to build a disruptive law firm that combines an innovative client acquisition model with a cost effective and scalable operating model in the large and fragmented \$1.1 billion family law market.

AFL's strategy is to become the largest family and relationship law firm in Australia.

### **Trading Update**

AFL will release its financial results for the full year to 30 June 2019 in August 2019 in accordance with its financial reporting obligations with the ASX. The Board is pleased to report that the Company has had a strong period of trading since January. Based on unaudited management accounts, underlying EBITDA<sup>1</sup> for the 11 months to 31 May 2019 was in excess of 30% greater than the equivalent period in FY2018.

### **Wall Bridges update**

AFL acquired the Mornington Victoria Family law firm Walls Bridges in March 2019, as described in the Company's prospectus. The operational integration of that firm was successfully implemented within 1 month and, as a result, new file openings have been strong. The Company believes that this is a good early validation of its expansion strategy.

### **Operations and Growth Pipeline**

Since the listing process commenced, the Board and Management have commenced the execution of the Company's "100 Day Plan". Key areas of focus have included:

- Refining the Company's 3 year corporate strategy;
- Devising personal plans for and with all professional staff focused on personal development, quality legal advice, clients and goals to deliver a leading core legal service and enhance a high performance culture;
- Refining its strict debtor policy to further improve cash conversion;
- Reviewing fee rates as benchmarked against competitors and client value;
- Devising specific strategies for the digital marketing model in new geographies;
- Launching development plans to improve referral growth to augment digital growth with traditional referral streams; and
- Meeting with prospective Family Law businesses and stakeholder partners with a view to executing expansion plans.

The Company has identified and engaged with counterparties that fit within the expansion model of our corporate strategy in several locations. These include acquisitions, lateral hires, and greenfield organic opportunities.

Managing Director and founder Edward Finn commented: "We are confident that the work undertaken by our Board, Management Team and professional staff has positioned AFL to deliver growth immediately post our listing, harnessing our unique competitive advantage in the digital space and combining it with the capital raised from our investors to accelerate our growth and expansion. We look forward to reporting our progress over our first year of trading on the ASX."

### **Contact for further information**

For further information, please contact:

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1. Underlying EBITDA is calculated consistent with as set out in the Company's prospectus, including an estimated level of corporate costs in a listed environment. FY19 results are based on unaudited management accounts.