



**ASX Release**  
**Spring FG Limited (ASX: SFL)**  
**22 December 2017**

**Spring Financial Group enters exclusive arrangement with Fairbridge – expands client risk services offering**

Financial services group Spring FG Limited (Spring FG or the Company or Group, ASX: SFL) today announced to have entered into an exclusive business relationship with leading specialist risk advisory practice, Fairbridge Financial Services (Fairbridge), that will see it significantly expand the resources it is able to offer its direct clients in the area of personal insurance services (risk services).

With effect from today Spring will be working exclusively with Fairbridge who will provide an expanded range of risk services to Spring clients, including taking over ongoing specialist support of existing Spring insurance policy holders. Spring's head of risk services, Rael Kwasnik, will transfer to the Fairbridge team to ensure seamless continuity of service to Spring clients for their personal insurance needs.

Spring Financial Group founder and managing director, Mr Keith Cullen said, "Working with Fairbridge will enable our salaried advisers in our Spring branded offices to bring more specialist risk expertise to the table through via our unique team-based approach to advice". He added, "With over 100-years combined experience in risk services, the Fairbridge team has industry knowledge second-to-none".

Under the arrangements entered into between Spring and Fairbridge:

- Fairbridge will be exclusively responsible for the fulfilment and implementation of risk strategies and insurance policies for all Spring wealth management clients for an initial term of 5-years, with a first-right-of refusal to renew for a further 3-years.
- Fairbridge will be responsible for all insurance services related overhead in delivering services to Spring salaried-adviser clients.
- Fairbridge will pay Spring a portion of gross advice, insurance commission and renewal fees generated through new clients under the arrangements.
- In consideration of the exclusive appointment; and the transfer of servicing obligations, rights and revenue arising from existing Spring risk clients Fairbridge will pay Spring cash of \$1.8M by way of an initial cash payment of \$1.44M; and
- A second payment of \$360K, which is subject only to renewal policy revenue from existing Spring policy holders being maintained at or above current levels of \$600,000 pa.

The Company said a key consideration in choosing to work with Fairbridge is that it is privately-owned, with no shareholding by major financial banks or institutions. Like Spring, Fairbridge tailor insurance portfolios to meet personal insurance needs with regard to the level of cover, benefits, tax efficiency, ownership and beneficiary nominations. Fairbridge also has dedicated claims support staff whose entire focus is ensuring the best possible outcomes for clients at what is generally an incredibly stressful time.

The arrangements with Fairbridge relate to the Company's direct salaried-adviser operations under its Spring Financial Group brand with no impact on authorised reps under its dealer group operations, or those under its newly acquired Wealth Today Pty Ltd operations (settlement of which is expected in coming weeks).

**About Spring FG Limited** – [springFG.com](http://springFG.com) – ASX: SFL

Spring Financial Group (Spring FG) is a diversified financial services group offering financial planning and investment advice; wealth management; insurance and superannuation; finance; and tax & accounting services. Its advice and product offerings are broad and include a specialisation in self-managed superannuation funds (SMSFs); and residential real estate investment.

The Group has offices in Sydney, Melbourne, Brisbane, Canberra, Newcastle and Wollongong and is preparing for a rollout of a company-operated and franchised branch office network. It has also launched a diverse range of dealer group services for the financial advice industry, including mortgage brokers that will be operated through its Wealth Today Pty Ltd subsidiary and brand when its acquisition settles in coming weeks.

The Group also operates a range of leading "fintech" services including its MyMoney247 personal financial management and [mysuper247](http://mysuper247) SMSF platforms.

With an online community of more than 160,000 subscribers, the Group's Spring FG Digital division offers financial education and market information services free-of-charge through regular seminar programs, the publication of its Wealthadviser library of more than 95 eBooks on a broad range of subjects, and the operation of content-rich websites, including industry-leading [sharecafé.com.au](http://sharecafé.com.au) and [wealthadviser.com.au](http://wealthadviser.com.au).

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