

8 June 2017

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

Dear Sir

Steadfast Group acquires stake in unisonBrokers

Please see attached a release in relation to an agreement to acquire a non-controlling stake in unisonBrokers to grow the global distribution platform for both networks.

Yours faithfully



Linda Ellis
Group Company Secretary & Corporate Counsel

Steadfast Group Limited

ABN: 98 073 659 677 ACN: 073 659 677
Level 4, 99 Bathurst Street, Sydney NSW 2000
t 02 9495 6500 f 02 9495 6565 www.steadfast.com.au

STRENGTH WHEN YOU NEED IT



For personal use only

Steadfast Group acquires stake in unisonBrokers

Steadfast Group Limited ("Steadfast") (ASX: SDF) is pleased to announce an agreement to acquire a non-controlling stake in unisonBrokers ("unison") to grow the global distribution platform for both networks.

unison, based in Hamburg, Germany and Chicago, USA, is among the largest networks of general insurance brokers worldwide¹ with an international presence which includes 200 brokers across 130 countries and \$US17 billion of gross written premium. unison brokers are able to offer multi-jurisdictional coverage to their clients by leveraging the network's global footprint.

unison will be renamed 'unisonsteadfast' following the transaction. Steadfast Managing Director & CEO, Robert Kelly and Chief Operating Officer, Samantha Hollman will join the unisonsteadfast Supervisory Board. Former Managing Director of Munich Re Australia, Heinrich Eder will also join the unisonsteadfast Supervisory Board.

unisonsteadfast will give its broker network the opportunity to benefit from Steadfast's experience in providing products and services to support the network's growth. Steadfast Group will join the unisonsteadfast network and facilitate access to international markets for brokers in the existing Steadfast Network. Steadfast's current operations in Australia, New Zealand, Asia and London (wholesale) will continue unchanged.

Wolfgang Mercier, CEO of unison said "I am delighted with this strategic partnership. unisonsteadfast will allow our brokers to benefit from Steadfast's experience and success in providing products and services to support the network and facilitate access to new markets. This will enhance our already strong business model and offering for our brokers".

Robert Kelly, Managing Director & CEO of Steadfast said "We are excited about the chance to extend our broker network's global reach and provide potential new opportunities for both parties".

For more information, please contact:

Robert Kelly
Steadfast Group Limited
Managing Director & CEO
+61 2 9495 6535

Simon Starr
Steadfast Group Limited
Investor Relations Manager
+61 2 9495 6582
simons@steadfast.com.au

¹ Finaccord – "Global Insurance Broking: A strategic review of the world's top 150 commercial non-life insurance brokers market report", (11/2016).

MEDIA RELEASE
8 June 2017

About Steadfast

Steadfast, established in 1996, is the largest general insurance broking network and the largest underwriting agency group in Australia and New Zealand. The network provides services to over 352 broker businesses across Australia, New Zealand, Asia and Europe. Steadfast Network brokers and underwriting agencies generated billings of more than \$6.5 billion for the 12 months ended 30 June 2016. Steadfast also operates as a co-owner and consolidator through its equity interests in a number of broker businesses, underwriting agencies and other complementary businesses.

For further information, please visit investor.steadfast.com.au

About unisonBrokers

unisonBrokers was founded in 2005 by Wolfgang Mercier who has operated as CEO since inception. It is among the largest networks of general insurance brokers worldwide² with 200 brokers across 130 countries and \$US17 billion of gross written premium. It facilitates multi-jurisdictional transactions for brokers who are part of the network.

For further information, please visit <http://www.unisonbrokers.com/en/>

² Finaccord – “Global Insurance Broking: A strategic review of the world’s top 150 commercial non-life insurance brokers market report”, (11/2016).

For personal use only