

## ASX Announcement – KPG

Wednesday 2 October 2019

### **Kelly+Partners Acquisition Marquee Announcement**

**Kelly+Partners Group Holdings Limited (“Group”, ASX:KPG) announces today that it has entered into a binding agreement to acquire an accounting firm located in the Melbourne CBD.**

The acquisition is expected to contribute \$2.0m - \$2.5m in annual recurring revenue to the consolidated Group and approximately \$500K of EBITDA to the parent entity post transaction improvement. The acquired firm will relocate to the Group’s existing Melbourne office, located at 333 Collins St, Melbourne. An exclusive agreement has also been signed to refer accounting and wealth management business to Kelly Partners post the acquisition. The acquisition is structured under the Group’s Partner-Owner-Driver model.

**Chief Executive Officer of Kelly+Partners, Brett Kelly said “The acquisition confirms the attractiveness of the Kelly+Partners offer to owners of progressive accounting firms.**

**“It is a strong move forward in the Group’s mission to provide a growing network and service offering to clients as Kelly+Partners expands outside of Sydney to duplicate its success in Sydney in Melbourne.**

**“The Group’s proprietary systems and processes are expected to deliver strong benefits to private businesses and their owners located in Victoria.**

**“The Melbourne office will also provide a further growth avenue for the Group’s Complementary Services businesses including Taxation Consulting, Private Wealth, Finance, Corporate Advisory and the Investment Office.”**

The targeted completion date is 1 November 2019, with completion subject to finance.

The acquired firm is more than 25 years old and holds a leading position in the Melbourne CBD for accounting and taxation services to SMEs, community groups and individuals. The acquisition will bring ~ 500 new client groups to Kelly Partners, with the total client groups serviced by the Kelly Partners group increasing to ~ 7,500 client groups.

This is the Group’s sixth acquisition since IPO in June 2017. Acquisition discussions continue with other firms.

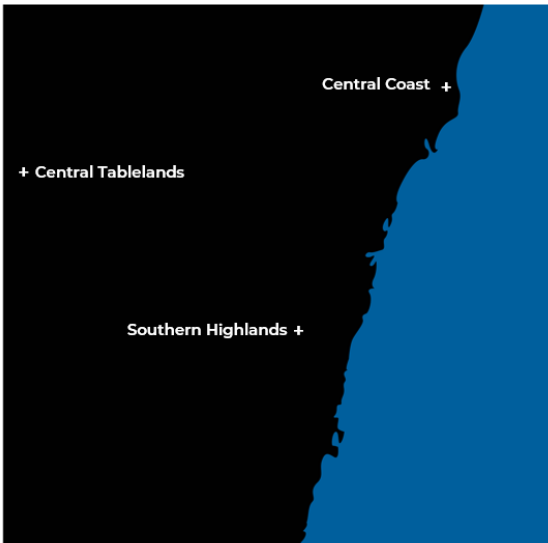
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The Group continues to outline its growth strategy in the following terms:

1. Organic
2. Network Expansion (tuck in to existing site or new site)
3. New Services

The business continues to grow organically and continues to receive significant levels of interest from talented professionals and firms looking to join the business.

## Kelly+Partners - Acquisition Strategy: Tuck-in



TUCK-IN

3 existing sites targeted for FY20



TUCK-IN

5 existing sites targeted for FY21

## Kelly+Partners - Acquisition Strategy: Marquee



MARQUEE

6 new sites

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## Kelly+Partners – Current Office Locations



## About Kelly+Partners

Kelly+Partners is a specialist chartered accounting network established in 2006 to provide a better service to private clients, private businesses & their owners, and families. Growing from two greenfield offices in North Sydney and the Central Coast, Kelly+Partners now consists of 21 operating businesses across 12 locations in Greater Sydney, plus Melbourne, Hong Kong and Auckland. In total, the team consists of more than 200 people, including 43 operating partners, who service over 7,000 SME clients. Our holding company, Kelly Partners Group Holdings, was successfully listed on ASX on 21 June 2017.

Over the past 13 years, Kelly+Partners has undertaken 28 individual transactions in order to build the current accounting network. This includes the transformation of 15 external firms, and the launch of 13 greenfield businesses. Our ownership structure and operating model is unique in the Australian accounting market, and provides a strong platform for long-term sustainable growth. The combination of a proven business model and specialist operational expertise enables Kelly+Partners to help solve many of the issues currently facing both the accounting sector and our SME clients.

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