



25 June 2018

Lodged with ASX Online

The Manager
Company Announcements Office
ASX Limited
Level 6, 20 Bridge Street
Sydney NSW 2000

Dear Sir/Madam,

INPRO AGREES TO ACQUIRE YELLOW BRICK ROAD'S INTERNAL YBRIS PRIVATE CLIENT WEALTH PORTFOLIO

Yellow Brick Road Holdings Limited (ASX:YBR) (**YBR** or the **Company**) today announced that its wholly-owned subsidiaries Yellow Brick Road Investment Services Pty Ltd and Yellow Brick Road Wealth Management Pty Ltd (collectively **YBRIS**) entered into a Book Sale and Purchase Agreement whereby INPRO Australia Pty Ltd (**INPRO**), a professional financial advisory company controlled by Alex Kean, will acquire YBRIS' advice service relationships, records and recurring revenues from approximately 150 private clients and their related wealth portfolio.

The purchase price is approximately \$425,000 of which circa 80% is payable upfront, with the balance payable approximately 12 months post-completion, subject to adjustment depending upon revenues received during that period. Completion is subject to a number of standard conditions precedent, and is expected to occur within 2 months of today's date.

YBR's decision to sell this business was based solely on the YBR Wealth Division focusing on the scale that the YBR branch franchisee and Vow broker and adviser network and other platforms can provide.

YBR Executive Chairman, Mark Bouris, said it is extremely important that these diverse individual clients are provided with the best financial service possible and INPRO is in a better position to do this than YBRIS.

"YBRIS is a stand-alone legacy business within the broader YBR Wealth Division of the YBR Group and its portfolio did not fit within the operational structure required for a branch and broker focused network," said Mr Bouris. "We will work with INPRO to ensure this transition runs as smoothly as possible" concluded Mr Bouris.

Managing Director of INPRO, Alex Kean, said his company is confident his team will transition and service each client capably and accurately, while providing them with expert advice in managing their individual wealth portfolios going forward.

"INPRO is delighted with this announcement and is looking forward to working with this group of existing wealth clients from YBR," said Mr Kean. "INPRO has a long and proud history of working closely with clients to deliver tailored advice solutions in a professional, yet



highly personalised manner. Our clients value our integrity, transparency and dependability which we're confident the YBR clients will also embrace." concluded Mr Kean.

About INPRO:

INPRO is a professional financial advisory company focused on helping individuals and businesses understand, achieve and resolve their financial goals.

INPRO Australia Pty Ltd ABN 20 092 407 907 is a Corporate Authorised Representative (263652) of The Advice Exchange Pty Ltd ABN 55 107 629 194 AFSL 278937 and Alex Kean is an Authorised Representative (331637) of The Advice Exchange Pty Ltd.

Alex Kean, the MD of INPRO, has been in the Financial Services industry since 1999, and is a member of the Financial Planning Association (FPA). He holds an Advanced Diploma of Financial Planning.

About Yellow Brick Road Holdings (ASX: YBR)

Yellow Brick Road is an ASX-listed mortgage origination, wealth management and financial services group headed by Executive Chairman Mark Bouris. YBR offers tailored advice and services to Australians wanting to build financial security for their future. With its extensive neighbourhood-based YBR-branded branch network and its independent network of Vow brokers, Yellow Brick Road Group is committed to delivering accessible, quality financial advice, services and products to the Australian market, more competitively than the major banks. For more information visit www.ybr.com.au

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