

29 November 2019

Chairman's Address – Annual General Meeting – AF Legal Group Limited

Dear Shareholders and Stakeholders

It is a great honour to present the first Chairman's address post the relisting of Navigator Resources Ltd and its transformation and name change to AF Legal Group Limited (ASX:AFL), Australia's first listed specialist Family Law legal company.

Humble beginnings with high aspirations - core strength

Shortly you will hear from our Managing Director and Founder Edward Finn. Edward will provide a recap on the short and impactful journey so far from 'Kitchen table to the ASX'. You will also hear about the Board's vision and strategies for execution for the next three years as we focus on capitalising on the success our disruption has generated so far in what we are referring to as 'AFL 2.0', the next stage of our company's growth and evolution.

The Board is clearly focussed on our Digital strength (our DSAS model of - Digital, Strategy, Acquisition, Sales), it being our point of difference and the key defining factor that has underpinned our success so far. It will continue to propel our growth into the future with the right amount of focus and investment. The Board has made a deliberate decision this year to invest deeper in the model Edwin Finn created and support it with world class infrastructure and resources. One such investment was the appointment of Mr Kevin Lynch to our Board as a Non- Executive Director. Kevin's unmatched expertise in the digital arena will be a great asset in effecting our push for continued digital penetration in our \$1bn family law market and beyond.

Acquisitions, Roll Up's, Lateral Hires - the pipeline

As we have engaged with investors, a common theme raised is around our acquisition pipeline and if we possess a desire to roll up family law firms to secure scale and profit lift. This year we have acquired Walls Bridges in Mornington and Nita Stratton Funk & Associates Solicitors and 'www.divorcelawyers.com.au' in Brisbane. In addition, we take great comfort that a number of other reputable firms, in new regions with established brands, have also approached us post our listing. The Board considers all these opportunities diligently in line with our acquisition criteria. The Board is desirous of not 'buying growth' particularly when we have the ability to improve our core digital strategy and drive growth organically. The hierarchy for our company, through the lens of growth is, Digital Growth - first, Lateral Hires - second and Acquisitions - third. We are effecting all three of these growth priorities with a long term mindset of considered measured sustainable growth. To demonstrate management's execution of these priorities I am happy to announce today that AFL has secured a lateral hire of a leading family law principal in Brisbane to commence with us in January next year as the Head of Legal.

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Our clients - Our Value - 'Fanatical Client Focus'

Last week our Victorian Head of legal and junior lawyer helped a 33 year old married mother of 2 children with her property settlement. Living in a south east Suburb of Melbourne, this client worked in Information Technology. Her marital issues arose 6 years into her marriage. Finding us through Facebook the client downloaded our brochure which explains the process of separation and property settlements. She was not sure what to do or where to turn. Our team, seeing the client had downloaded the brochure, made contact with the client on numerous occasions via email to offer to help. Initially as the client gathered her thoughts, she declined to respond but then made contact for an initial appointment that was made with our senior lawyer for a paid \$350 first consultation. From that meeting the client retained us to act for her, paid money into trust and we commenced preparing court orders and protecting her interests via caveats on certain assets as she resolved her issues with her husband.

Searching the words 'Accredited Family Law Specialist' an in house Military lawyer who was assisting a Military Officer with a child access matter involving his young son, found us through our organic search optimisation. Searching us and finding we have a number of accredited family law specialists he referred the client to our head of legal in Sydney. He was disillusioned with the Family law system and was struggling to deal with a court application his wife had filed. He contemplated giving away access to his son. The client was successful in bringing his longstanding dispute to an end with favourable court orders. He praised AFL for responding quickly, providing a robust case for access, and supporting him through the emotional aspects of his case.

The Board never loses sight of the role our lawyers play in helping our deserving clients to navigate the family law system. It is the essence of our service and providing clients with leading lawyers with empathy and successful track records is paramount to our offering.

Our Team

Finally, I would like to thank the Directors, the Executive, all the lawyers and our staff for their dedication to our clients and our business. We will be improving and differentiating our legal offering in 2020 through augmenting our service in the areas of client communication, a holistic value proposition that caters to the emotional needs of clients, fee management, and process enhancement. Our team are integral in driving for best practice and high performance. I am very proud of our team and how they practice the difficult and emotional areas of family law.

I now invite our Edward Finn to address the meeting.

Yours Faithfully



Grant Dearlove LLB, LLM, MBA, LFAIM, AICS, GAICD

Executive Chairman

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