# FAMILY INSIGHTS GROUP LIMITED ACN 096 870 978

## **ENTITLEMENT ISSUE PROSPECTUS**

For a non-renounceable entitlement issue of one (1) Share for every two (2) Shares held by those Shareholders registered at the Record Date at an issue price of \$0.02 per Share to raise up to \$660,000 (based on the number of Shares on issue as at the date of this Prospectus) (**Offer**).

## **IMPORTANT NOTICE**

This document is important and should be read in its entirety. If after reading this Prospectus you have any questions about the securities being offered under this Prospectus or any other matter, then you should consult your stockbroker, accountant or other professional adviser.

The Shares offered by this Prospectus should be considered as speculative.

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## 1. CORPORATE DIRECTORY

#### **Directors**

Jonathon Mark Wild Non-Executive Chairman

Sean Paul Smith Managing Director/ Chief Executive Officer

Mathew Donald Walker Non-Executive Director

## **Company Secretary**

Loren Anne King

## Share Registry\*

Automic Registry Services Level 2, 267 St Georges Terrace PERTH WA 6000 Telephone: 1300 288 664

#### **ASX Code**

Shares: FAM
Options: FAMO

## **Registered Office**

Suite 9, 330 Churchill Avenue SUBIACO WA 6008

Telephone: + 61 8 6489 1600 Facsimile: +61 8 6489 1601

Email: info@familyinsightsgroup.com Website: www.familyinsightsgroup.com

#### Lawyers

Steinepreis Paganin Lawyers and Consultants Level 4, The Read Buildings 16 Milligan Street PERTH WA 6000

## **Auditors\***

Pitcher Partners BA&A Pty Ltd Level 1, 914 Hay Street PERTH WA 6000

<sup>\*</sup>This entity is included for information purposes only. It has not been involved in the preparation of this Prospectus and has not consented to being named in this Prospectus.

## 2. TIMETABLE

Company Announces Rights Issue and lodges Appendix 3B with ASX	6 April 2020
Lodgement of Prospectus with ASIC and ASX	6 April 2020
Ex date	9 April 2020
Record Date for determining Entitlements	14 April 2020
Prospectus sent out to Shareholders & Company announces this has been completed	17 April 2020
Offer opening date	17 April 2020
Last day to extend the Closing Date of the Offer	28 April 2020
Closing Date (Offer closes 5:00pm WST)*	1 May 2020
Shares quoted on a deferred settlement basis	4 May 2020
Announcement of results of the Offer	6 May 2020
Issue date / Securities entered into Shareholders' security holdings / Lodgement of Appendix 2A with ASX	8 May 2020
Quotation of Shares issued under the Offer*	11 May 2020

<sup>\*</sup>The Directors may extend the Closing Date by giving at least 3 Business Days' notice to ASX prior to the Closing Date. As such the date the Securities are expected to commence trading on ASX may vary.

#### 3. IMPORTANT NOTICES

This Prospectus is dated 6 April 2020 and was lodged with the ASIC on that date. The ASIC, the ASX and their respective officers take no responsibility for the contents of this Prospectus or the merits of the investment to which this Prospectus relates.

No Shares may be issued on the basis of this Prospectus later than 13 months after the date of this Prospectus.

No person is authorised to give information or to make any representation in connection with this Prospectus, which is not contained in the Prospectus. Any information or representation not so contained may not be relied on as having been authorised by the Company in connection with this Prospectus.

It is important that investors read this Prospectus in its entirety and seek professional advice where necessary. The Shares the subject of this Prospectus should be considered highly speculative.

Applications for Shares offered pursuant to this Prospectus can only be submitted on an original Entitlement and Acceptance Form or Shortfall Application Form.

This Prospectus is a transaction specific prospectus for an offer of continuously quoted securities (as defined in the Corporations Act) and has been prepared in accordance with section 713 of the Corporations Act. It does not contain the same level of disclosure as an initial public offering prospectus. In making representations in this Prospectus regard has been had to the fact that the Company is a disclosing entity for the purposes of the Corporations Act and certain matters may reasonably be expected to be known to investors and professional advisers whom potential investors may consult.

#### 3.1 Risk factors

Potential investors should be aware that subscribing for Shares in the Company involves a number of risks. The key risk factors of which investors should be aware are set out in Section 7 of this Prospectus. These risks together with other general risks applicable to all investments in listed securities not specifically referred to, may affect the value of the Shares in the future. Accordingly, an investment in the Company should be considered highly speculative. Investors should consider consulting their professional advisers before deciding whether to apply for Shares pursuant to this Prospectus.

#### 3.2 Overseas shareholders

This Offer does not, and is not intended to, constitute an offer in any place or jurisdiction in which, or to any person to whom, it would not be lawful to make such an offer or to issue this Prospectus.

It is not practicable for the Company to comply with the securities laws of overseas jurisdictions having regard to the number of overseas Shareholders, the number and value of Shares these Shareholders would be offered and the cost of complying with regulatory requirements in each relevant jurisdiction. Accordingly, the Offer is not being extended and Shares will not be issued to Shareholders with a registered address which is outside Australia or New Zealand.

#### New Zealand

The Shares are not being offered to the public within New Zealand other than to existing shareholders of the Company with registered addresses in New Zealand to whom the offer of these securities is being made in reliance on the transitional provisions of the Financial Markets Conduct Act 2013 (New Zealand) and the Financial Markets Conduct (Incidental Offers) Exemption Notice 2016 (New Zealand).

This Prospectus has been prepared in compliance with Australian law and has not been registered, filed with or approved by any New Zealand regulatory authority. This document is not a product disclosure statement under New Zealand law and is not required to, and may not, contain all the information that a product disclosure statement under New Zealand law is required to contain.

#### Nominees and custodians

Nominees and custodians may not submit an Entitlement and Acceptance Form on behalf of any Shareholder resident outside Australia and New Zealand without the prior consent of the Company, taking into account relevant securities law restrictions. Return of a duly completed Entitlement and Acceptance Form will be taken by the Company to constitute a representation that there has been no breach of those regulations.

#### 4. DETAILS OF THE OFFER

#### 4.1 The Offer

The Offer is being made as a non-renounceable entitlement issue of one (1) Share for every two (2) Shares held by Shareholders registered at the Record Date at an issue price of two (2) cents (\$0.02) per Share.

Based on the capital structure of the Company as at the date of this Prospectus, a maximum of 33,000,000 Shares will be issued pursuant to this Offer to raise up to \$660,000.

As at the date of this Prospectus the Company has 34,048,883 Options on issue all of which may be exercised prior to the Record Date in order to participate in the Offer. Please refer to Section 5.4 of this Prospectus for information on the exercise price and expiry date of the Options on issue.

All of the Shares offered under this Prospectus will rank equally with the Shares on issue at the date of this Prospectus. Please refer to Section 6 for further information regarding the rights and liabilities attaching to the Shares.

The purpose of the Offer and the intended use of funds raised are set out in Section 5.1 of this Prospectus.

## 4.2 Acceptance

Your acceptance of the Offer must be made on the Entitlement and Acceptance Form accompanying this Prospectus.

You may participate in the Offer as follows:

- (a) if you wish to accept your **full** Entitlement make payment by BPAY® in accordance with Section 4.4 and the instructions on the accompanying Entitlement and Acceptance Form for the amount indicated on your Entitlement and Acceptance Form (at \$0.02 per Share); or
- (b) if you only wish to accept only **part** of your Entitlement make payment by BPAY® in accordance with Section 4.4 and the instructions on the Entitlement and Acceptance Form for the amount of your Entitlement being accepted. You will be deemed to have taken up that part of your Entitlement which is covered in full by your application monies (at \$0.02 per Share); or
- (c) if you wish to accept your full Entitlement **and** apply for additional Shortfall Shares in accordance with Section 4.6, make payment by BPAY® in accordance with Section 4.4 and the instructions on the Entitlement and Acceptance Form for the amount indicated on your Entitlement and Acceptance Form plus any additional Shortfall Shares you wish to apply for. You will be deemed to have applied for that number of Shortfall Shares which in aggregate with your Entitlement is covered in full by your application monies (at \$0.02 per Share); or
- (d) if you do not wish to accept all or part of your Entitlement, you are not obliged to do anything.

## 4.3 Payment by methods other than BPAY

Please note that due to the current COVID-19 outbreak, the Company has determined that it shall only permit payment by electronic means, such as BPAY or electronic funds transfer. For payment other than by BPAY, please follow the instructions on your Entitlement and Acceptance Form. The Company shall not be responsible for any delays in the processing of any electronic payment and receipt of your application monies and completed Entitlement and Acceptance Form.

#### 4.4 Payment by BPAY®

For payment by BPAY®, please follow the instructions on the Entitlement and Acceptance Form. You can only make a payment via BPAY® if you are the holder of an account with an Australian financial institution that supports BPAY® transactions. Please note that should you choose to pay by BPAY®:

- (a) you do not need to submit the Entitlement and Acceptance Form but are taken to have made the declarations on that Entitlement and Acceptance Form; and
- (b) if you do not pay for your Entitlement in full, you are deemed to have taken up your Entitlement in respect of such whole number of Shares which is covered in full by your application monies.

If you have more than one shareholding of Shares and consequently receive more than one Entitlement and Acceptance Form, when taking up your Entitlement in respect of one of those Shareholdings only use the unique customer reference number (**CRN**) specific to that Shareholding as set out in the applicable Entitlement and Acceptance Form. Do not use the same CRN for more than one of your Shareholdings. This can result in your application monies being applied to your Entitlement in respect of only one of your Shareholdings (with the result that any application in respect of your remaining Shareholdings will not be valid).

It is your responsibility to ensure that your BPAY® payment is received by the share registry by no later than 4:00 pm (WST) on the Closing Date. You should be aware that your financial institution may implement earlier cut-off times with regards to electronic payment and you should therefore take this into consideration when making payment. Any application monies received for more than your final allocation of Shares (only where the amount is \$1.00 or greater) will be refunded. No interest will be paid on any application monies received or refunded.

The Offer is non-renounceable. Accordingly, a Shareholder may not sell or transfer all or part of their Entitlement.

## 4.5 Underwriting

The Offer is not underwritten.

#### 4.6 Shortfall Offer

Any Entitlement not taken up pursuant to the Offer will form the Shortfall Offer.

The Shortfall Offer is a separate offer made pursuant to this Prospectus and will remain open for up to three months following the Closing Date. The issue price

for each Share to be issued under the Shortfall Offer shall be \$0.02 being the price at which Shares have been offered under the Offer.

Eligible Shareholders can apply for Shortfall Shares by following the instructions set out in the Entitlement and Acceptance Form and in Section 4.2 and provide the Company with payment for those Shortfall Shares in accordance with the instructions on that form.

The Directors reserve the right to issue Shortfall Shares at their absolute discretion including to reject any application or to allocate any Applicant fewer Shortfall Shares than the number applied for. Any application monies received for more than your final allocation of Shortfall Shares will be refunded.

The Company will only issue Shares under the Shortfall Offer where the Directors are satisfied, in their sole discretion, that the issue of the Shares will not result in a person's voting power increasing above 20%.

## 4.7 ASX listing

Application for Official Quotation of the Shares offered pursuant to this Prospectus will be made in accordance with the timetable set out at the commencement of this Prospectus. If ASX does not grant Official Quotation of the Shares offered pursuant to this Prospectus before the expiration of 3 months after the date of issue of the Prospectus, (or such period as varied by the ASIC), the Company will not issue any Shares and will repay all application monies for the Shares within the time prescribed under the Corporations Act, without interest.

The fact that ASX may grant Official Quotation to the Shares is not to be taken in any way as an indication of the merits of the Company or the Shares now offered for subscription.

#### 4.8 Issue of Shares

Shares issued pursuant to the Offer will be issued in accordance with the ASX Listing Rules and timetable set out at the commencement of this Prospectus.

Shares issued pursuant to the Shortfall Offer will be issued on a progressive basis. Where the number of Shares issued is less than the number applied for, or where no issue is made surplus application monies will be refunded without any interest to the Applicant as soon as practicable after the closing date of the Shortfall Offer.

Pending the issue of the Shares or payment of refunds pursuant to this Prospectus, all application monies will be held by the Company in trust for the Applicants in a separate bank account as required by the Corporations Act. The Company, however, will be entitled to retain all interest that accrues on the bank account and each Applicant waives the right to claim interest.

Holding statements for Shares issued under the Offer will be mailed in accordance with the ASX Listing Rules and timetable set out at the commencement of this Prospectus and for Shortfall Shares issued under the Shortfall Offer as soon as practicable after their issue.

## 4.9 Enquiries

Any questions concerning the Offer should be directed to Loren King, Company Secretary, on +61(8) 6489 1600.

#### 5. PURPOSE AND EFFECT OF THE OFFER

## 5.1 Purpose of the Offer

The purpose of the Offer is to raise up to \$660,000.

The funds raised from the Offer are planned to be used in accordance with the table set out below:

Item	Proceeds of the Offer	Full Subscription (\$660,000)	%
1.	Research and development	\$338,554	51.30%
2.	Advertising and marketing	\$46,260	7.01%
3.	Administration and corporate costs	\$199,856	30.28%
4.	Expenses of the Offer <sup>1</sup>	\$25,329	3.84%
5.	Working capital	\$50,000	7.58%
	Total	\$660,000	100.00%

#### Note:

Refer to Section 8.7 of this Prospectus for further details relating to the estimated expenses
of the Offer.

The above table is a statement of current intentions as of the date of this Prospectus. As with any budget, intervening and new circumstances have the potential to affect the manner in which the funds are ultimately applied. The Board reserves the right to alter the way funds are applied on this basis.

In the event less than the full subscription is raised, the Company will scale back the above use of funds in the following manner:

- (a) firstly from working capital;
- (b) secondly from administration and corporate costs;
- (c) thirdly from advertising and marketing; and
- (d) lastly from research and development.

#### 5.2 Effect of the Offer

The principal effect of the Offer, assuming all Entitlements are accepted and no Options are exercised prior to the Record Date, will be to:

- (a) increase the cash reserves by \$634,671 (after deducting the estimated expenses of the Offer) immediately after completion of the Offer; and
- (b) increase the number of Shares on issue by 33 million as at the date of this Prospectus to 99 million Shares.

#### 5.3 Pro-forma balance sheet

The audit reviewed balance sheet as at 31 December 2019 and the pro-forma balance sheet as at 31 March 2020 shown below have been prepared on the basis of the accounting policies normally adopted by the Company and reflect the changes to its financial position.

The pro-forma balance sheet has been prepared assuming all Entitlements are accepted, no Options are exercised prior to the Record Date and including expenses of the Offer.

The pro-forma balance sheet has been prepared to provide investors with information on the assets and liabilities of the Company and pro-forma assets and liabilities of the Company as noted below. The historical and pro-forma financial information is presented in an abbreviated form, insofar as it does not include all of the disclosures required by Australian Accounting Standards applicable to annual financial statements.

	AUDIT REVIEWED 31 DEC 2019 <sup>1</sup>	UNAUDITED PROFORMA 31 MAR 2020 <sup>2,3</sup>
CURRENT ASSETS		
Cash and cash equivalents <sup>1,2</sup>	653,048	801,943
Trad and other receivables <sup>1</sup>	66,861	18,563
TOTAL CURRENT ASSETS	719,909	820,506
NON-CURRENT ASSETS		
Right-of-use asset	51,372	32,267
TOTAL NON-CURRENT ASSETS	51,372	32,267
TOTAL ASSETS	771,281	852,774
CURRENT LIABILITIES		
Trade and other payables <sup>1</sup>	447,833	675,541
Employee entitlements <sup>1</sup>	108,110	111,000
Lease liability	52,964	33,236
TOTAL CURRENT LIABILITIES	608,907	819,778
NON-CURRENT LIABILITIES		
Contingent consideration	605,366	330,200
TOTAL NON-CURRENT ASSETS	605,366	330,200
TOTAL LIABILITIES	1,214,273	1,449,977
NET ASSETS (LIABILITIES)	(442,992)	(297,203)
EQUITY		
Share capital <sup>3</sup>	31,599,019	32,259,019
Reserves	1,505,019	1,505,044
Accumulated losses <sup>3</sup>	(33,547,055)	34,061,266
TOTAL EQUITY	(442,992)	(297,203)

## Notes:

- 1. Position of the Company and its controlled entities (**Group**) as stated in the latest audit reviewed, consolidated financial statements being 31 December 2019 lodged with ASX.
- 2. Unaudited adjustments to 31 March 2020 for the Group.

3. Adjustments for the capital raise and costs of the Offer.

## 5.4 Effect on capital structure

The effect of the Offer on the capital structure of the Company, assuming all Entitlements are accepted and no Options are exercised prior to the Record Date, is set out below.

#### Shares

	Number
Shares currently on issue	66,000,000
Shares offered pursuant to the Offer	33,000,000
Total Shares on issue after completion of the Offer	99,000,000

#### **Options**

	Number
Options currently on issue:	
- Quoted exercisable at \$0.50 on or before 30 June 2021	23,048,883
- Unquoted exercisable at \$0.15 on or before 30 June 2022	11,000,000
Options offered pursuant to the Offer	Nil
Total Options on issue after completion of the Offer	34,048,883

At the Company's general meeting held 16 March 2020, Shareholders approved the future issue of the following securities:

- (a) 25 million placement shares to sophisticated and professional investors at an issue price of no less than 80% of the 5-day volume weighted average price for Shares immediately before the issue of these Shares (**Placement**); and
- (b) 4 million Options exercisable at \$0.15 on or before 30 June 2022 to sophisticated investors in consideration for services provided to the Company in relation to the Placement.

The above securities (as approved on 16 March 2020) have not yet been issued by the Company, as such, the capital structure on a fully diluted basis as at the date of this Prospectus would be 100,048,883 Shares.

Additionally, the above securities are not intended to be issued prior to the Record Date, therefore the number of Shares on issue at completion of the Offer (assuming all Entitlements are accepted and no Options are exercised prior to the Record Date) would be 99,000,000 Shares.

No Shares or Options on issue are subject to escrow restrictions, either voluntary or ASX imposed.

## 5.5 Details of substantial holders

Based on publicly available information as at 31 March 2020, those persons which (together with their associates) have a relevant interest in 5% or more of the Shares on issue are set out below:

Shareholder	Shares	%
Golden State Capital	9,999,999	15.15%
The Trust Company (Australia) Limited <mofa c=""></mofa>	6,500,000	9.85%
Great Southern Flour Mills Pty Ltd	6,000,000	9.09%
Territory Trading Group Pty Ltd	3,501,294	5.31%

In the event all Entitlements are accepted there will be no change to the substantial holders on completion of the Offer.

#### 6. RIGHTS AND LIABILITIES ATTACHING TO SHARES

The following is a summary of the more significant rights and liabilities attaching to Shares being offered pursuant to this Prospectus. This summary is not exhaustive and does not constitute a definitive statement of the rights and liabilities of Shareholders. To obtain such a statement, persons should seek independent legal advice.

Full details of the rights and liabilities attaching to Shares are set out in the Constitution, a copy of which is available for inspection at the Company's registered office during normal business hours.

## 6.1 General meetings

Shareholders are entitled to be present in person, or by proxy, attorney or representative to attend and vote at general meetings of the Company.

Shareholders may requisition meetings in accordance with section 249D of the Corporations Act and the Constitution of the Company.

#### 6.2 Voting rights

Subject to any rights or restrictions for the time being attached to any class or classes of shares, at general meetings of shareholders or classes of shareholders:

- (a) each Shareholder entitled to vote may vote in person or by proxy, attorney or representative;
- (b) on a show of hands, every person present who is a Shareholder or a proxy, attorney or representative of a Shareholder has one vote; and
- on a poll, every person present who is a Shareholder or a proxy, attorney or representative of a Shareholder shall, in respect of each fully paid Share held by him, or in respect of which he is appointed a proxy, attorney or representative, have one vote for each Share held, but in respect of partly paid shares shall have such number of votes as bears the same proportion to the total of such Shares registered in the Shareholder's name as the amount paid (not credited) bears to the total amounts paid and payable (excluding amounts credited).

#### 6.3 Dividend rights

Subject to the rights of any preference Shareholders and to the rights of the holders of any shares created or raised under any special arrangement as to dividend, the Directors may from time to time declare a dividend to be paid to the Shareholders entitled to the dividend which shall be payable on all Shares according to the proportion that the amount paid (not credited) is of the total amounts paid and payable (excluding amounts credited) in respect of such Shares.

The Directors may from time to time pay to the Shareholders any interim dividends as they may determine. No dividend shall carry interest as against the Company. The Directors may set aside out of the profits of the Company any amounts that they may determine as reserves, to be applied at the discretion of the Directors, for any purpose for which the profits of the Company may be properly applied.

Subject to the ASX Listing Rules and the Corporations Act, the Company may, by resolution of the Directors, implement a dividend reinvestment plan on such terms and conditions as the Directors think fit and which provides for any dividend which the Directors may declare from time to time payable on Shares which are participating Shares in the dividend reinvestment plan, less any amount which the Company shall either pursuant to the Constitution or any law be entitled or obliged to retain, be applied by the Company to the payment of the subscription price of Shares.

#### 6.4 Winding-up

If the Company is wound up, the liquidator may, with the authority of a special resolution, divide among the Shareholders in kind the whole or any part of the property of the Company, and may for that purpose set such value as he considers fair upon any property to be so divided, and may determine how the division is to be carried out as between the Shareholders or different classes of Shareholders.

The liquidator may, with the authority of a special resolution, vest the whole or any part of any such property in trustees upon such trusts for the benefit of the contributories as the liquidator thinks fit, but so that no Shareholder is compelled to accept any shares or other securities in respect of which there is any liability.

## 6.5 Shareholder liability

As the Shares issued will be fully paid shares, they will not be subject to any calls for money by the Directors and will therefore not become liable for forfeiture.

#### 6.6 Transfer of shares

Generally, shares in the Company are freely transferable, subject to formal requirements, the registration of the transfer not resulting in a contravention of or failure to observe the provisions of a law of Australia and the transfer not being in breach of the Corporations Act and the ASX Listing Rules.

## 6.7 Future increase in capital

The issue of any new Shares is under the control of the Directors of the Company. Subject to restrictions on the issue or grant of Securities contained in the ASX Listing Rules, the Constitution and the Corporations Act (and without affecting any special right previously conferred on the holder of an existing share or class of shares), the Directors may issue Shares as they shall, in their absolute discretion, determine.

#### 6.8 Variation of rights

Under section 246B of the Corporations Act, the Company may, with the sanction of a special resolution passed at a meeting of Shareholders vary or abrogate the rights attaching to shares.

If at any time the share capital is divided into different classes of shares, the rights attached to any class (unless otherwise provided by the terms of issue of the shares of that class), whether or not the Company is being wound up, may be varied or abrogated with the consent in writing of the holders of three quarters of the issued shares of that class, or if authorised by a special resolution passed at a separate meeting of the holders of the shares of that class.

## 6.9 Alteration of constitution

In accordance with the Corporations Act, the Constitution can only be amended by a special resolution passed by at least three quarters of Shareholders present and voting at the general meeting. In addition, at least 28 days written notice specifying the intention to propose the resolution as a special resolution must be given.

#### 7. RISK FACTORS

#### 7.1 Introduction

The Shares offered under this Prospectus are considered highly speculative. An investment in the Company is not risk free and the Directors strongly recommend potential investors consider the risk factors described below, together with information contained elsewhere in this Prospectus and to consult their professional advisers before deciding whether to apply for Shares pursuant to this Prospectus.

There are specific risks which relate directly to the Company's business. In addition, there are other general risks, many of which are largely beyond the control of the Company and the Directors. The risks identified in this Section, or other risk factors, may have a material impact on the financial performance of the Company and the market price of the Shares.

The following is not intended to be an exhaustive list of the risk factors to which the Company is exposed.

## 7.2 Company specific

## (a) Working capital

In the event the Company raises only a small amount under the Offer, all funds (after expenses of the Offer) are intended to be spent on product development and working capital.

The Company will then need to seek funding from alternative sources to progress its proposed operations. Failure to obtain sufficient financing for the Company's proposed activities will result in delay and indefinite postponement of technology development. There can be no assurance that additional finance will be available when needed or, if available, the terms of the financing might not be favourable to the Company and might involve substantial dilution to Shareholders.

#### (b) Technology development and product commercialisation

The success of the Company is impacted by the successful development and commercialisation of its technologies, specifically the Frugl and Family Insights technologies.

The Frugl technology is comprised of the following components:

- (i) consumer facing mobile applications and supporting systems; and
- (ii) a data environment for the collation and enrichment of data,

both of which are required for commercialisation activities. These components have undergone considerable development however they will require ongoing development to ensure they continue to meet the needs of users and business customers.

The Family Insights technology is in the early stages of product commercialisation. Should customer feedback require product enhancements, bug fixes or general improvements, or should the results of further testing indicate technology performance is below market requirements, the Company will have to expend additional time and resources to ensure the products are viable and able to be properly commercialised which will delay the commercialisation of the technology.

The Company's technologies are designed for behavioural insight gathering. As with any technical projects or products, there are risks with the utilisation of third-party technology suppliers and vendors, third party networking environments and the individual performances of company employees, and in the general execution and delivery of the technology services offered.

Whilst the Company has endeavoured to ensure that top tier technology suppliers and network vendors, subject matter experts and senior employees are engaged, and that accepted technology processes and procedures are implemented, there remain risks that the technology solutions offered by the Company fail to meet customer demands and expectations. Further, changing customer usage patterns and behaviours may also render any technology developments the Company offers obsolete.

## (c) Reliance on core information technology and other systems

The availability of the Frugl and Family Insights technologies and apps are dependent upon the performance, reliability and availability of the Company's IT and communication systems. This includes its core technologies such as computer servers and back-end processing systems. These systems may be adversely affected by a number of factors including major events such as acts of terrorism or war, a breakdown in utilities such as electricity and fibre optic cabling and even pandemics. Events of that nature may cause one or more of those core technologies to become unavailable. There are also internal and external factors that may adversely affect those systems and technologies such as natural disasters, misuse by employees or contractors or other technical issues. The Company may not adequately address every potential event and it may suffer loss or damage as a result of a system failure.

Any damage to, or failure of, the Company's key systems can result in disruptions in the Company's ability to operate the Family Insights and Frugl technologies and apps. Such disruptions have the potential to adversely affect the Company's and the Company's financial position and financial performance, reduce the potential to attract and/or retain users, impact user service levels and damage the Company's and the Company's reputations. This could adversely affect the Company's ability to generate new business and cause it to suffer financial loss.

#### (d) Reliance on access to internet

The Company will rely on the ability of its users to access the internet. Access is provided by various classes of entities in the broadband and internet access marketplace. Should any of these entities disrupt, restrict or affect the cost of access to the Company's products, usage of the Company's products may be negatively impacted.

#### (e) Execution of Commercialisation Strategies

Success of the Company's operations is dependent on user uptake of the Frugl mobile application and the success of Frugl business to business commercialisation strategies, as well as subscription growth in customers.

Frugl's "Business to Business" growth of commercial data products requires successful engagement with potential business customers and the successful delivery of products and services to generate income. Slower than expected uptake of business customers may affect the Company's earning ability.

Family Insights strategies incorporating different distribution streams, including direct to consumer and retail distribution partnerships will be required to drive customer subscription growth to generate income. Slower than expected uptake in Family Insights subscriber numbers will affect the Company's earning ability should distribution strategies fail to deliver required outcomes.

## (f) Trading Price of the Company's Securities

The Company's operating results, economic and financial prospects and other factors will affect the trading price of the Company's quoted securities. In addition, the price of the Company's quoted securities are subject to varied and often unpredictable influences on the market for equities, including, but not limited to general economic conditions including the Australian dollar and United States dollar performance on world markets, inflation rates, foreign exchange rates and interest rates, variations in the general market for listed stocks in general, changes to government policy, legislation or regulation, industrial disputes, general operational and business risks and hedging or arbitrage trading activity that may develop involving the Company's quoted securities.

In particular, the share prices for many companies have been and may in the future be highly volatile, which in many cases may reflect a diverse range of non-company specific influences such as global hostilities and tensions relating to certain unstable regions of the world, acts of terrorism and the general state of the global economy. No assurances can be made that the Company's market performance will not be adversely affected by any such market fluctuations or factors.

## (g) Third Party Relationship Risk

The Company is dependent in part upon its relationships and alliances with industry participants. Some of the Company's partners do, or may in the future, assist the Company in the development of its products through testing, research and development, contract manufacturing, supplier or teaming arrangements. If any of the Company's existing relationships with partners were impaired or terminated, or if the implement additional Company was unable to arrangements it may require from time to time, the Company could experience significant delays in the development of products, and would incur additional costs. Additionally, the Company may take a credit risk with regard to parties to whom it supplies products. In the event of such parties failing to meet its obligations to the Company on time or at all, the Company may be adversely affected.

#### (h) Reputational Risk

Any negative publicity regarding the Company, or its Board, officers or employees, or the performance of its products, will adversely affect the Company's ability to generate revenue.

## (i) Regulatory Risk

The Company is subject to government regulation which may require it to obtain additional licenses and could limit its ability to sell their products. Failure to obtain the requisite licenses (if such licenses are required), meet registration standards or comply with other government export regulations, may affect the Company's ability to export such products or to generate revenues from the sale of products outside Australia, which could have a material adverse effect on the Company's business, financial condition and results of operations. Compliance with government regulations may also subject the Company to additional fees and costs. The absence of comparable restrictions on competitors in other countries may adversely affect the Company's competitive position.

## 7.3 Industry specific

## (a) Competition and new technologies

The markets within which the Company operates is competitive, with both the commercial data market and parental control market containing established competitors with existing customer bases and greater capital resources. Some of the Company's competitors may have significantly greater financial, technical, human, research and development and marketing resources than are currently available to the Company. The Company's competitors may develop technologies and products that perform better and/or have greater market acceptance. Whilst the Company's products are unique in their customer proposition, competitors do offer alternatives that customers may choose instead of the Company's products. The Company's performance could be adversely affected if competitors limit the Company's Family Insights subscriber growth via product improvements, improved service offerings, competitive marketing activity and aggressive pricing strategies.

The industries in which the Company operates are subject to rapid change. The Company will have no influence over the activities of its competitors, whose activities may negatively affect the operating and financial performance of the Company. For example, new technologies could overtake the Company's products, in which case the Company's revenue and profitability could be adversely affected.

While the Company will undertake all reasonable due diligence in its business decisions and operations, the Company will have no influence or control over the activities or actions of its competitors, whose product developments, activities or actions may positively or negatively affect the operating and financial performance of the Company's projects and business.

#### (b) Unforeseen expenditure risk

Expenditure may need to be incurred that has not been taken into account. Although the Company is not currently aware of any such additional expenditure requirements, if such expenditure is subsequently incurred, this may adversely affect the expenditure proposals of the Company and the Company's and its business.

## (c) Protection of intellectual property rights

The Company's business is substantially reliant on its ability to protect and maintain its intellectual property interests and/or trade secrets. The ability of the Company to obtain and sustain patents, maintain trade secret protection and operate without infringing proprietary rights of third parties is an integral part of the Company's business.

The Company, as a 96% shareholder of Frugl Ltd, holds via its shareholding in Frugl the following Patents and Trade Marks:

- (i) Innovation Patent 2015101887, "Online Shopping System and Method"
- (ii) Trade Mark 1791475 (classes 9, 35), "Frugl"
- (iii) Trade Mark 1708221 (classes 9, 35), "My Local Savings"
- (iv) Trade Mark 1793996 (classes 9, 35), "Compare The Basket"

The Company currently has no granted patents for the Family Insights technology and the Company may not be able to obtain patent protection in the future. If the Company fails to protect its future developments and intellectual property rights, competitors may gain access to its technology which would in turn harm its business.

The granting of protection, such as a registered patent, does not guarantee that the rights of others are not infringed, that competitors will not develop technology to avoid the patent or that third parties will not claim an interest in the intellectual property with a view to seeking a commercial benefit from the Company or its partners.

Legal standards relating to the validity, enforceability and scope of protection of intellectual property rights are uncertain. Effective patent, trademark, copyright and trade secret protection may not be available to the Company in every country in which the Company's technologies may eventually be launched. Accordingly, despite its efforts, the Company may not be able to prevent third parties from infringing upon or misappropriating its intellectual property.

The Company may be required to incur significant expenses in monitoring and protecting its intellectual property rights or defending against claims it has infringed on a third party's patent or other intellectual property rights. It may initiate or otherwise be involved in litigation against third parties for infringement, or to establish the validity, of its rights. Any litigation, whether or not it is successful, could result in significant expense to the Company and cause a distraction to management.

## (d) Failure to deal with growth

The Company has the potential to grow rapidly. If that occurs and the Company fails to properly manage that growth, then that failure could harm its business. Any failure to meet user demand properly could adversely affect the business, including demand for the technology, products and services, revenue, customer satisfaction and public perception.

## (e) Security breaches

The Company is heavily reliant on the security of its network environment, vendor environments, websites and mobile applications. Breaches of security including hacking, denial of service attacks, malicious software use, internal IP theft, data theft or other external or internal security threats could put the integrity and privacy of customers' data and business systems used by the Company at risk which could impact technology operations and ultimately customer satisfaction with the Company's products, leading to lost subscribers and Company revenue. The impact of loss or leakage of customer or business data could include costs for potential service disruptions, litigation and brand damage which may potentially have a material adverse impact on the Company's reputation as well as its profitability. Furthermore, any such historical and public security breaches could impact the Company's ability to acquire future customers and revenue. In addition, substantial costs may be incurred in order to prevent the occurrence of future security breaches.

Whilst the Company has established risk management systems to prevent cyber-attacks and any potential data security breaches, including firewalls, encryption of customer data (storage and transmission) and a privacy policy, there are inherent limitations on such systems, including the possibility that certain risks have not been identified. There can be no guarantee that the measures taken by the Company will be sufficient to detect or prevent data security breaches.

## (f) Shareholder dilution

In the future, the Company may elect to issue Shares or other securities. While the Company will be subject to the constraints of the ASX Listing Rules regarding the issue of Shares or other securities, Shareholders may be diluted as a result of issues of Shares or other securities.

## (g) Strategies

There are no limits on strategies that the Company may pursue. The strategy discussed in this Prospectus may evolve over time due to, among other things, market developments and trends, technical challenges, the emergence of new or enhanced technology, changing regulation and/or industry practice, and otherwise in the Company's sole discretion. As a result, the strategy, approaches, markets and products described in this Prospectus may not reflect the strategies, approaches, markets and products relevant to, or pursued by, the Company at a later date.

Further, a change in strategy may involve material and as yet unanticipated risks, as well as a high degree of risk, including a higher degree of risk than the Company's strategy in place as of the date hereof.

## (h) Contracts in general

There are a number of risks associated with contracts entered into by the Company, including the risk that those contracts may contain unfavourable provisions, or be terminated, lost or impaired, or renewed on less favourable terms.

## (i) Product Liability

As with all new products, there is no assurance that unforeseen adverse events or manufacturing defects will not arise in the Company's products. Adverse events could expose the Company to product liability claims or litigation, resulting in the removal of regulatory approval for the relevant products and/or monetary damages being awarded against the Company. In such event, the Company's liability may exceed the Company's insurance coverage, if any.

#### 7.4 General risks

## (a) Coronavirus (COVID-19)

The outbreak of the coronavirus disease ("COVID-19") is impacting global economic markets. The nature and extent of the effect of the outbreak on the performance of the Company remains unknown. The Company's share price may be adversely affected in the short to medium term by the economic uncertainty caused by COVID-19. Further, any governmental or industry measures taken in response to COVID-19 may adversely impact the Company's operations and are likely to be beyond the control of the Company.

The Directors are monitoring the situation closely and have considered the impact of COVID-19 on the Company's business and financial performance. However, the situation is continually evolving, and the consequences are therefore inevitably uncertain. In compliance with its continuous disclosure obligations, the Company will continue to update the market in regard to the impact of the coronavirus on its revenue channels and adverse impact on the Company. If any of these impacts appear material prior to close of the Offer, the Company will notify investors under a supplementary prospectus.

## (b) Additional Requirements for Capital

The Company's ability to effectively implement its business and operations plans in the future, to take advantage of opportunities for acquisitions or other business opportunities and to meet any unanticipated liabilities or expenses which the Company may incur may depend in part on its ability to raise additional funds. The Company may seek to raise further funds through equity or debt financing or other means. Failure to obtain sufficient financing for the Company's activities and future projects may result in delay and indefinite postponement of technology development. There can be no assurance that additional finance will be available when needed or, if available, the terms of the financing might not be favourable to the Company and might involve substantial dilution to Shareholders.

Loan agreements and other financing rearrangements such as debt facilities, convertible note issue and finance leases (and any related guarantee and security) that may be entered into by the Company may contain covenants, undertakings and other provisions which, if breached, may entitle lenders to accelerate repayment of loans and there is no assurance that the Company would be able to repay such loans in the event of an acceleration. Enforcement of any security granted by the Company or default under a finance lease could also result in the loss of assets.

## (c) Potential acquisition risk

As part of its business strategy, the Company may make acquisitions of, or significant investments in, complementary companies or prospects although no such acquisitions or investments are currently planned. Any such transactions will be accompanied by risks commonly encountered in making such acquisitions.

#### (d) **Economic**

General economic conditions, introduction of tax reform, new legislation, movements in interest and inflation rates and currency exchange rates may have an adverse effect on the Company's exploration, development and production activities, as well as on its ability to fund those activities.

## (e) Market conditions

Share market conditions may affect the value of the Company's quoted securities regardless of the Company's operating performance. Share market conditions are affected by many factors such as:

- (i) general economic and political outlook;
- (ii) introduction of tax reform or other new legislation;
- (iii) interest rates and inflation rates;
- (iv) changes in investor sentiment toward particular market sectors;
- (v) the demand for, and supply of, capital; and
- (vi) terrorism or other hostilities.

The market price of quoted securities can fall as well as rise and may be subject to varied and unpredictable influences on the market for equities in general and technology stocks in particular. Neither the Company nor the Directors warrant the future performance of the Company or any return on an investment in the Company.

#### (f) Reliance on Key Management

The Company's ability to develop and manage the growth of its businesses is dependent largely on the skills of the Company's management team. Changes in the management team may require appointment of new members, who have not yet been identified.

Despite the Company's best efforts to attract and retain key personnel (including by entering into services agreements and offering performance-based equity incentives), there is no assurance that the Company will be able to retain the services of such persons. The Company's ability or inability to attract and retain key personnel could have a material effect upon the Company's business, results of operations and financial condition.

## (g) Taxation Risk

The acquisition and disposal of Shares will have tax consequences, which will differ depending on the individual financial affairs of each investor. All potential investors in the Company are urged to obtain independent financial advice about the consequences of acquiring Shares from a taxation viewpoint and generally.

To the maximum extent permitted by law, the Company, its officers and each of their respective advisors accept no liability and responsibility with respect to the taxation consequences of subscribing for Shares under this Prospectus.

#### (h) **Regulatory risk**

Changes in relevant taxes, legal and administration regimes, accounting practice and government policies may adversely affect the financial performance of the Company.

#### (i) Insurance risk

Insurance against all risks associated with information technology security is not always available or affordable. The Company will maintain insurance where it is considered appropriate for its needs however it may not be insured against all risks either because appropriate cover is not available or because the Directors consider the required premiums to be excessive having regard to the benefits that would accrue.

#### (j) General economic and political risk

Changes in the general economic and political climate in Australia and on a global basis may impact on economic growth, interest rates, the rate of inflation, taxation and tariff laws, domestic security which may affect the value and viability of any activities that may be conducted by the Company.

## (j) Litigation Risks

The Company is exposed to possible litigation risks including intellectual property disputes, product liability claims and employee claims. Further, the Company may be involved in disputes with other parties in the future which may result in litigation. Any such claim or dispute if proven, may impact adversely on the Company's operations, financial performance and financial position.

Other than as set out in Section 8.1 of this Prospectus, the Company is not currently engaged in any litigation.

#### 8. ADDITIONAL INFORMATION

## 8.1 Litigation

The dispute with an ex-employee as advised in the Company's 'Acquisition Settlement' announcement dated 22 January 2019 (**Dispute**) remains ongoing. The Dispute was programmed to trial in late April 2020, however the trial for the Dispute has been postponed due to COVID-19 to an as yet unknown date.

The estimated maximum liability payable by the Company is approximately \$210,000.

Other than as set out above, the Company is not involved in any legal proceedings.

#### 8.2 Continuous disclosure obligations

The Company is a "disclosing entity" (as defined in section 111AC of the Corporations Act) for the purposes of section 713 of the Corporations Act and, as such, is subject to regular reporting and disclosure obligations. Specifically, like all listed companies, the Company is required to continuously disclose any information it has to the market which a reasonable person would expect to have a material effect on the price or the value of the Company's securities.

This Prospectus is a "transaction specific prospectus". In general terms a "transaction specific prospectus" is only required to contain information in relation to the effect of the issue of securities on a company and the rights attaching to the securities. It is not necessary to include general information in relation to all of the assets and liabilities, financial position, profits and losses or prospects of the issuing company.

This Prospectus is intended to be read in conjunction with the publicly available information in relation to the Company which has been notified to ASX and does not include all of the information that would be included in a prospectus for an initial public offering of securities in an entity that is not already listed on a stock exchange. Investors should therefore have regard to the other publicly available information in relation to the Company before making a decision whether or not to invest.

Having taken such precautions and having made such enquires as are reasonable, the Company believes that it has complied with the general and specific requirements of ASX as applicable from time to time throughout the 3 months before the issue of this Prospectus which required the Company to notify ASX of information about specified events or matters as they arise for the purpose of ASX making that information available to the stock market conducted by ASX.

Information that is already in the public domain has not been reported in this Prospectus other than that which is considered necessary to make this Prospectus complete.

The Company, as a disclosing entity under the Corporations Act states that:

- (a) it is subject to regular reporting and disclosure obligations;
- (b) copies of documents lodged with the ASIC in relation to the Company (not being documents referred to in section 1274(2)(a) of the

Corporations Act) may be obtained from, or inspected at, the offices of the ASIC; and

- (c) it will provide a copy of each of the following documents, free of charge, to any person on request between the date of issue of this Prospectus and the Closing Date:
  - (i) the annual financial report most recently lodged by the Company with the ASIC;
  - (ii) any half-year financial report lodged by the Company with the ASIC after the lodgement of the annual financial report referred to in (i) and before the lodgement of this Prospectus with the ASIC; and
  - (iii) any continuous disclosure documents given by the Company to ASX in accordance with the ASX Listing Rules as referred to in section 674(1) of the Corporations Act after the lodgement of the annual financial report referred to in (i) and before the lodgement of this Prospectus with the ASIC.

Copies of all documents lodged with the ASIC in relation to the Company can be inspected at the registered office of the Company during normal office hours.

Details of documents lodged by the Company with ASX since the date of lodgement of the Company's latest annual financial report and before the lodgement of this Prospectus with the ASIC are set out in the table below.

Date	Description of Announcement
06/04/2020	Appendix 3G
06/04/2020	Proposed issue of Securities - FAM
06/04/2020	Non-Renounceable Entitlement Issue
02/04/2020	Family Insights Company Update and Austerity Measures
16/03/2020	Company Secures \$200,000 R&D Rebate Loan Facility
16/03/2020	Results of 2020 General Meeting
09/03/2020	Clarification of Memorandum of Understanding
09/03/2020	FAM to Partner with Data Intelligence Leader Invigor Group
06/03/2020	Investor Presentation – March 2020
28/02/2020	Appendix 4D and Half Year Report
11/02/2020	Notice of General Meeting
11/02/2020	Frugl Grocery Comparison Mobile App Launches
10/02/2020	Trading Halt
31/01/2020	Family Insights Group Company Update and Appendix 4C Dec 2019
14/01/2010	Notice of Initial Substantial Holder
30/12/2019	Share Trading Policy
19/12/2019	Frugl Development and Launch Update

Date	Description of Announcement
16/12/2019	Change in substantial holding
12/12/2019	Prospectus
12/12/2019	Appendix 2A
11/12/2019	Proposed Issue of Shares - FAM
29/11/2019	Constitution
29/11/2019	Results of 2019 Annual General Meeting
15/11/2019	Frugl Investor Presentation - Nov 2019
15/11/2019	Investor Roadshow and Company Placement
31/10/2019	Quarterly Cashflow Report (Appendix 4C) Sept 2019
28/10/2019	Notice of Annual General Meeting - 2019
24/10/2019	Company Operational and Corporate Update
24/10/2019	Reissued Annual Financial Report & Reissued Auditor's Report
08/10/2019	Response to ASX Query
01/10/2019	Suspension from Official Quotation
01/10/2019	Pause in Trading
01/10/2019	2019 Corporate Governance Statement
01/10/2019	Appendix 4G
01/10/2019	30 June 2019 Annual Report to Shareholders

ASX maintains files containing publicly available information for all listed companies. The Company's file is available for inspection at ASX during normal office hours.

The announcements are also available through the Company's website www.familyinsights.com.au.

## 8.3 Market price of shares

The Company is a disclosing entity for the purposes of the Corporations Act and its Shares are enhanced disclosure securities quoted on ASX.

The highest, lowest and last market sale prices of the Shares on ASX during the three months immediately preceding the date of lodgement of this Prospectus with the ASIC and the respective dates of those sales were:

Sale Type	Price	Date
Highest	\$0.060	5 March 2020
Lowest	\$0.021	25 March 2020
Last	\$0.03	3 April 2020

#### 8.4 Interests of Directors

Other than as set out below or elsewhere in this Prospectus, no Director nor any firm in which such a Director is a partner, has or had within 2 years before the lodgement of this Prospectus with the ASIC, any interest in:

- (a) the formation or promotion of the Company;
- (b) property acquired or proposed to be acquired by the Company in connection with its formation or promotion or the Offer pursuant to this Prospectus; or
- (c) the Offer,

and no amounts have been paid or agreed to be paid (in cash or Shares or otherwise) to any Director or to any firm in which any such Director is a partner or director, either to induce them to become, or to qualify them as, a Director or otherwise for services rendered by them or by the firm in connection with the formation or promotion of the Company or the Offer.

#### Security holdings

The relevant interest of each of the Directors in the securities of the Company as at the date of this Prospectus, together with their respective Entitlement, is set out in the table below.

Director	Shares	Options	Entitlement	\$
Jonathon Wild	1,000,000	1,520,000	500,000	10,000
Sean Smith	110,000	2,035,000	55,000	1,100
Mathew Walker	6,000,000	-	3,000,000	60,000

The Board recommends all Shareholders take up their Entitlement and advises that all Directors intend to take up their respective Entitlements.

#### Remuneration

The remuneration of an executive Director is decided by the Board, without the affected executive Director participating in that decision-making process. The total maximum remuneration of non-executive Directors is initially set by the Constitution and subsequent variation is by ordinary resolution of Shareholders in general meeting in accordance with the Constitution, the Corporations Act and the ASX Listing Rules, as applicable. The determination of non-executive Directors' remuneration within that maximum will be made by the Board having regard to the inputs and value to the Company of the respective contributions by each non-executive Director. The current amount has been set at an amount not to exceed \$250,000 per annum.

A Director may be paid fees or other amounts (ie non-cash performance incentives such as Options, subject to any necessary Shareholder approval) as the other Directors determine where a Director performs special duties or otherwise performs services outside the scope of the ordinary duties of a Director. In addition, Directors are also entitled to be paid reasonable travelling, hotel and other expenses incurred by them respectively in or about the performance of their duties as Directors.

The following table shows the total (and proposed) annual remuneration paid to both executive and non-executive directors.

Director	FY 2019 - 2020	Proposed FY 2020 - 2021
Jonathon Wild	\$96,0001	\$96,0001
Sean Smith	\$260,0002	\$260,0002
Mathew Walker	\$120,0001	\$120,0001

#### Notes:

- 1. Excluding GST. In an effort to preserve the Company's cash position, on and from 1 April 2020, 100% of Messrs Wild and Walker's directors' fees are accruing and are not being paid by the Company.
- 2. Excluding superannuation. In an effort to preserve the Company's cash position, on and from 1 May 2020, 25% of Mr Smith's director fees are accruing and are not being paid by the Company.

#### 8.5 Interests of experts and advisers

Other than as set out below or elsewhere in this Prospectus, no:

- (a) person named in this Prospectus as performing a function in a professional, advisory or other capacity in connection with the preparation or distribution of this Prospectus;
- (b) promoter of the Company; or
- (c) underwriter (but not a sub-underwriter) to the issue or a financial services licensee named in this Prospectus as a financial services licensee involved in the issue,

holds, or has held within the 2 years preceding lodgement of this Prospectus with the ASIC, any interest in the formation or promotion of the Company, any property acquired or proposed to be acquired by the Company in connection with its formation or promotion or the Offer, and no amounts have been paid or agreed to be paid and no benefits have been given or agreed to be given to any of these persons for services provided in connection with the formation or promotion of the Company, or the Offer.

Steinepreis Paganin has acted as the solicitors to the Company in relation to the Offer. The Company estimates it will pay Steinepreis Paganin \$15,000 (excluding GST and disbursements) for these services. During the 24 months preceding lodgement of this Prospectus with the ASIC, Steinepreis Paganin has been paid fees totalling \$200,989 (excluding GST and disbursements) for legal services provided to the Company.

## 8.6 Consents

Chapter 6D of the Corporations Act imposes a liability regime on the Company (as the offeror of the Securities), the Directors, the persons named in the Prospectus with their consent as Proposed Directors, any underwriters, persons named in the Prospectus with their consent having made a statement in the Prospectus and persons involved in a contravention in relation to the Prospectus, with regard to misleading and deceptive statements made in the Prospectus, Although the Company bears primary responsibility for the Prospectus, the other

parties involved in the preparation of the Prospectus can also be responsible for certain statements made in it.

Each of the parties referred to in this Section:

- (a) does not make, or purport to make, any statement in this Prospectus other than those referred to in this Section; and
- (b) in light of the above, only to the maximum extent permitted by law, expressly disclaim and take no responsibility for any part of this Prospectus other than a reference to its name and a statement included in this Prospectus with the consent of that party as specified in this Section:

Steinepreis Paganin has given its written consent to being named as the solicitors to the Company in this Prospectus. Steinepreis Paganin has not withdrawn its consent prior to the lodgement of this Prospectus with the ASIC.

Pitcher Partners BA&A Pty Ltd has given its written consent to being named as the auditors to the Company in this Prospectus and the inclusion of the audit reviewed balance sheet for the half year ended 31 December 2019 in Section 5.3. Pitcher Partners BA&A Pty Ltd has not withdrawn its consent prior to the lodgement of this Prospectus with the ASIC.

#### 8.7 Expenses of the offer

In the event that all Entitlements are accepted, the total expenses of the Offer are estimated to be approximately \$25,329 (excluding GST) and are expected to be applied towards the items set out in the table below:

Expense	(\$)
ASIC Fees	3,206
ASX Fees	4,623
Legal Fees	15,000
Miscellaneous, printing and other expenses	2,500
Total	25,329

## 8.8 Electronic prospectus

ASIC has exempted compliance with certain provisions of the Corporations Act to allow distribution of an electronic prospectus and electronic application form on the basis of a paper prospectus lodged with the ASIC, and the publication of notices referring to an electronic prospectus or electronic application form, subject to compliance with certain conditions.

If you have received this Prospectus as an electronic Prospectus, please ensure that you have received the entire Prospectus accompanied by the Application Form. If you have not, please phone the Company on +61 8 9489 1600 and the Company will send you, for free, either a hard copy or a further electronic copy of the Prospectus, or both.

The Company reserves the right not to accept an Application Form from a person if it has reason to believe that when that person was given access to the electronic Application Form, it was not provided together with the electronic

Prospectus and any relevant supplementary or Prospectus or any of those documents were incomplete or altered.

#### 8.9 Clearing House Electronic Sub-Register System (CHESS) and Issuer Sponsorship

The Company will not be issuing share certificates. The Company is a participant in CHESS, for those investors who have, or wish to have, a sponsoring stockbroker. Investors who do not wish to participate through CHESS will be issuer sponsored by the Company. Because the sub-registers are electronic, ownership of securities can be transferred without having to rely upon paper documentation.

Electronic registers mean that the Company will not be issuing certificates to investors. Instead, investors will be provided with a statement (similar to a bank account statement) that sets out the number of Shares issued to them under this Prospectus. The notice will also advise holders of their Holder Identification Number or Security Holder Reference Number and explain, for future reference, the sale and purchase procedures under CHESS and issuer sponsorship.

Further monthly statements will be provided to holders if there have been any changes in their security holding in the Company during the preceding month.

## 8.10 Privacy Act

If you complete an application for Shares, you will be providing personal information to the Company (directly or by the Company's share registry). The Company collects, holds and will use that information to assess your application, service your needs as a holder of equity securities in the Company, facilitate distribution payments and corporate communications to you as a Shareholder and carry out administration.

The information may also be used from time to time and disclosed to persons inspecting the register, bidders for your securities in the context of takeovers, regulatory bodies, including the Australian Taxation Office, authorised securities brokers, print service providers, mail houses and the Company's share registry.

You can access, correct and update the personal information that we hold about you. Please contact the Company or its share registry if you wish to do so at the relevant contact numbers set out in this Prospectus.

Collection, maintenance and disclosure of certain personal information is governed by legislation including the Privacy Act 1988 (Cth) (as amended), the Corporations Act and certain rules such as the ASX Settlement Operating Rules. You should note that if you do not provide the information required on the application for Shares, the Company may not be able to accept or process your application.

## 9. DIRECTORS' AUTHORISATION

This Prospectus is issued by the Company and its issue has been authorised by a resolution of the Directors.

In accordance with section 720 of the Corporations Act, each Director has consented to the lodgement of this Prospectus with the ASIC.

Sean Smith

CEO and Managing Director For and on behalf of

Family Insights Group Limited

#### 10. GLOSSARY

\$ means the lawful currency of the Commonwealth of Australia.

**Applicant** means a Shareholder who applies for Shares pursuant to the Offer or a Shareholder or other party who applies for Shortfall Shares pursuant to the Shortfall Offer.

**Application Form** means an Entitlement and Acceptance Form or Shortfall Application Form as the context requires.

**ASIC** means the Australian Securities and Investments Commission.

**ASX** means ASX Limited (ACN 008 624 691) or the financial market operated by it as the context requires.

**ASX Listing Rules** means the listing rules of the ASX.

**ASX Settlement Operating Rules** means the settlement rules of the securities clearing house which operates CHESS.

**Board** means the board of Directors unless the context indicates otherwise.

**Business Day** means Monday to Friday inclusive, except New Year's Day, Good Friday, Easter Monday, Christmas Day, Boxing Day and any other day that ASX declares is not a business day.

**Closing Date** means the date specified in the timetable set out at the commencement of this Prospectus (unless extended).

Company means Family Insights Group Limited (ACN 096 870 978).

**Constitution** means the constitution of the Company as at the date of this Prospectus.

**Corporations Act** means the Corporations Act 2001 (Cth).

**Directors** means the directors of the Company as at the date of this Prospectus.

**Entitlement** means the entitlement of a Shareholder who is eligible to participate in the Offer.

**Entitlement and Acceptance Form** means the entitlement and acceptance form either attached to or accompanying this Prospectus.

**Offer** means the non-renounceable entitlement issue the subject of this Prospectus.

Official Quotation means official quotation on ASX.

**Option** means an option to acquire a Share.

**Prospectus** means this prospectus.

**Record Date** means the date specified in the timetable set out at the commencement of this Prospectus.

**Share** means a fully paid ordinary share in the capital of the Company.

**Shareholder** means a holder of a Share.

Shortfall means the Shares not applied for under the Offer (if any).

**Shortfall Offer** means the offer of the Shortfall on the terms and conditions set out in Section 4.6 of this Prospectus.

**Shortfall Shares** means those Shares issued pursuant to the Shortfall.

WST means Western Standard Time as observed in Perth, Western Australia.