



# Financial Highlights

## Half Year Report

Period Ended 31 December 2016

# 1H 2017

Period Ending 31 December 2016

Key Financials	Dec 16	Dec 15	Change	
<b>Operating Revenue</b>	\$17,586,324	\$10,939,058	61%	↑
<b>EBITDA</b>	\$947,337	\$207,020	358%	↑
<b>Underlying NPAT*</b>	\$591,789	\$77,681	662%	↑
<b>Statutory NPAT</b>	\$474,073	\$3,326	very large	↑

	Dec 16	Jun 16	Change	
<b>Basic EPS</b>	0.9715	0.1226	very large	↑
<b>Net Assets</b>	\$9.76 mill	\$9.30 mill	5%	↑
<b>NTA per ordinary share (cents)</b>	2.04	(0.06)	very large	↑
<b>Cash</b>	\$1,876,605	\$812,813	131%	↑
<b>Net Cash Flow</b>	\$1,063,774	\$28,551	very large	↑
<b>Return on Equity</b>	0.0486	0.0003	very large	↑

^ Underlying NPAT is a measure designed to present the opinion of the Directors, the results from operating activities of SEQ that reflects underlying performance. It excludes unrealised gains or (losses) from investments, impairments and other one off adjustments. These items are required to be included in Statutory Profit in accordance with Australian Accounting Standards. Underlying NPAT and EBITDA has not been audited or reviewed by Hall Chadwick.

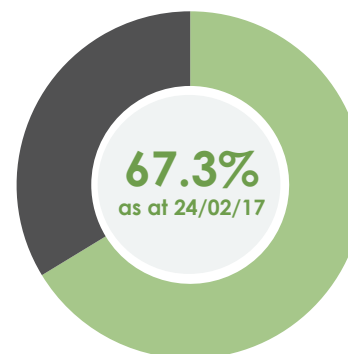
# Corporate Overview

## Capital structure

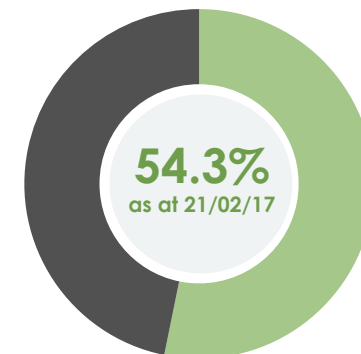
### SEQ Capital Structure (as at 24/2/17)

Shares on issue	48.8 mill
Performance rights on issue	1.30 mill
Market cap at \$0.35	\$17.1 mill
Cash at bank* (as at 31 Dec 2016)	\$1.88 mill
52 week high	\$0.38
52 week low	\$0.10

\* excluding cash bonds & bank guarantees totaling an additional \$1.20 mill and investments recognised in the balance sheet totaling a further \$1.87 mill



Top 20  
Shareholders



Staff & Associate  
Shareholders





# Corporate Overview

## Board of Directors



**Michael Carter**  
**Non-Executive Chairman**

Michael has an extensive financial services background in investment, superannuation and financial advice. He was appointed to the Board in March 2015.

He was formerly the Managing Director at Bridges Financial Services, Executive Wealth Management and associated entities at IOOF Holdings. Bridges was a Market Participant and major financial planning organisation. Prior to this he held executive roles at NRMA Insurance (now IAG) and Macquarie Bank (now Macquarie Group).

Michael is currently the Managing Director of Qualia Financial Group which provides strategic consulting services to industry participants.



**Scott Beeton**  
**Managing Director / CEO**

Scott is co-founder of Sequoia and has spent almost 20 years working within the finance industry. He joined the Board as Managing Director following the successful merger of Sequoia and MDS Financial Group Ltd in January 2015.

He currently also serves on the Board of various subsidiary entities of the Sequoia Financial Group Ltd.



**Marcel Collignon**  
**Executive Director**

Marcel is the founder of Sequoia Specialist Investments Pty Ltd and has spent almost 20 years working in financial markets and product development. He joined the Board as an Executive Director following the successful merger of Sequoia and MDS Financial Group Ltd in January 2015.

He currently also serves on the Board of various subsidiary entities of the Sequoia Financial Group Ltd.



**Garry Crole**  
**Non-Executive Director**

Garry has been involved in the establishment and development of financial services firms for over 30 years. He has been appointed to the Board in November 2016.

He founded Deakin Financial Planning (DKN) Ltd an ASX listed company that was later acquired by IOOF. He also served as a Non-Executive Director of Diversa Limited which has recently merged with OneVue Limited (ASX: OVH).

Garry is currently the founder of Interprac Financial Planning, a leading independently owned AFS Licensee and is a Non-Executive Director of Glennon Capital Limited (ASX: GC1), a listed investment company.

# Top 20 Shareholders

As at 24 February 2017



## SEQUOIA FINANCIAL GROUP LIMITED

### Top Holders Snapshot - Ungrouped

Rank	Name	Units	% of Units
1.	BEETON ENTERPRISES PTY LTD <THE SCOTT & SALLY BEETON A/C>	10,065,934	20.63
2.	VISTA INVESTMENTS (NSW) PTY LTD	4,079,824	8.36
3.	PAMELA BEETON INVESTMENT PTY LTD	3,586,063	7.35
4.	MR PETER STIRLING + MRS ROS STIRLING	2,237,500	4.59
5.	AUST EXECUTOR TRUSTEES LTD <KENTGROVE CAPITAL FUND>	1,500,000	3.07
6.	KALI GANDAKI INVESTMENTS PTY LTD <KALI GANDAKI INVESTMENTS A/C>	1,491,908	3.06
7.	INTERPRAC FINANCIAL PLANNING PTY LTD	1,047,066	2.15
8.	SOPHAT PTY LTD <MATOPHIE SUPER FUND A/C>	1,000,100	2.05
9.	BEETON ENTERPRISES PTY LTD <THE SCOTT & SALLY BEETON A/C>	830,250	1.70
10.	BURATU PTY LTD <CONNOLLY SUPER FUND A/C>	747,000	1.53
11.	MANLY LANE PTY LTD <SCOTT & SALLY BEETON SUP A/C>	740,155	1.52
12.	VALUEAD PTY LTD	734,450	1.51
13.	MR RICHARD SYMON	686,667	1.41
14.	MR HAMISH MCCATHIE	660,250	1.35
15.	TARAKITA PTY LTD <JONES PROPERTY A/C>	650,000	1.33
16.	MR GARRY CROLE	600,000	1.23
17.	TOTAL LEGEND SUPER P/L <TOTAL LEGEND SUPER A/C>	600,000	1.23
18.	KABILA INVESTMENTS PTY LIMITED	535,000	1.10
19.	MR ANDREW PHILLIPS	530,715	1.09
20.	MR MICHAEL CARTER	525,000	1.08
<b>Totals: Top 20 holders of ISSUED CAPITAL</b>		<b>32,847,882</b>	<b>67.31</b>
<b>Total Remaining Holders Balance</b>		<b>15,950,893</b>	<b>32.69</b>

# Contact

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Managing Director & CEO

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Non-Executive Chairman

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