

18 February 2020

ASX Announcement

CWL enters into agreement to sell its superannuation research and consultancy business

Chant West Holdings Limited (**ASX:CWL**) today announces that it has entered into an agreement to sell its superannuation research and consultancy (**Chant West**) business for \$12 million to Zenith Investment Partners (subject to an escrow of \$1.25m, customary working capital and other transaction adjustments on completion).

This transaction will take place by way of an asset sale. The sale is subject to, among other things, shareholder approval.

A Notice of Meeting and Explanatory Memorandum regarding the shareholder approval required will be distributed to CWL shareholders in late-February.

Under the terms of the agreement and subject to all required approvals and other conditions precedent, sale completion is expected to take place by the end of March 2020.

Following successful completion of the sale of the Chant West business, CWL will review all options available to the company to return value to shareholders. After completion of the transaction, CWL will retain Enzumo, its financial planning technology solutions business, and anticipates having a cash surplus of approximately 10 cents per ordinary share on issue. We intend to return the surplus cash to shareholders as soon as practicable after completion.

"We have fielded a number of enquiries and had significant interest in the Chant West business for some time now," said CWL CEO, Brendan Burwood.

"Chant West has been a strong performer for CWL since we acquired the business in December 2015, achieving 11% growth in customer revenue last financial year.

"We believe this proposal represents the best option for all stakeholders. The marriage of distribution capability and superannuation expertise should enable Chant West to invest in additional growth of its independent research and data capability, and the completion of this transaction will enable CWL to return funds to its shareholders" said Mr Burwood.

Zenith Investment Partners is a market leading provider of unbiased funds management research and investment consultancy services to licensed financial advisers, for the benefit of their retail clients. It was established in 2002 and is based in Melbourne. Further information can be found at www.zenithpartners.com.au

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Chant West Holdings Limited

Business Overview

Chant West Holdings Limited (the Group, ASX: CWL) is a leading provider of research, consulting and software services to the superannuation and financial planning industries. It comprises two core businesses – Enzumo and Chant West.

Enzumo conducts in-depth analysis of financial planning businesses and creates tailored technology solutions to help them operate more efficiently and compliantly. Its services typically involve configuring and customising XPLAN software to meet a firm's specific business needs. This includes creating customised templates for fact finds, statements of advice, annual reviews and business workflows. Enzumo also offers e-learning management systems, which are cloud-based, interactive, instructional guides to help advisers optimise their use of XPLAN and Enzumo's add-on products.

Chant West is a respected superannuation research and consultancy business that has operated for over 20 years. Its research is integrated into proprietary software tools that help industry professionals compare products and financial planners advise their clients on superannuation matters. Clients include major financial institutions, retail and non-profit superannuation funds, asset consulting firms and financial planning dealer groups. About 85% of revenue is subscription based and 15% comes from consultancy services.

Overall, the Group's clients include the majority of Australia's leading superannuation funds, institutional wealth managers and financial planning dealer groups. More than 8,000 financial planners have access to our services.

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