

ASX Announcement – 1 March 2023

WTL INTERIM REPORT INVESTOR WEBINAR

WT Financial Group Limited (“WTL”, “the Company” or “the Group”) is pleased to provide a copy of the presentation deck for today’s Investor Webinar to discuss its half-year to 31 December 2022 (H1 FY2023) for immediate release.

Half Year results presentation and company update

The investor webinar to provide a Company and industry update and discuss the results will be held at 1.00pm AEDT (10.00am AWST) on Wednesday 1st March 2023 (today). Details and a registration link are provided below.

WT Financial Group Investor Webinar

1.00pm AEDT (10.00am AWST)

Wednesday 1st March 2023

Presenter: Keith Cullen, founder, and CEO

Register using the following link:

https://janemorganmanagement-au.zoom.us/webinar/register/WN_JYoQ3PpIRauwmHbv7W7bkQ

After registering your interest, you will receive a confirmation email with information about joining the webinar. Participants will be able to submit questions via the panel throughout the presentation, however we encourage shareholders and investors to send through questions via email beforehand to

info@janemorganmanagement.com.au

ENDS

About WT Financial Group Limited

WT Financial Group Limited has established itself as amongst the very largest financial adviser networks in Australia. Its advisory services are delivered primarily through a group of privately-owned financial advice practices whose advisers operate as authorised representatives under its Wealth Today, Sentry Group, and Synchron subsidiaries.

The Group’s B2C division delivers a range of services, encompassing financial planning, accounting & tax services, and mortgage finance services, directly to wholesale and retail clients through its Spring Financial Group brand.

The Group offers market-leading financial education services for advisers and consumers through regular seminar programs and the publication of its Wealth Adviser library of more than 100 financial literacy handbooks and manuals on a broad range of financial and investment market topics.

Authorised for release by:

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THE FUTURE OF QUALITY ADVICE

WTL Company Overview and Half Year Results Discussion

For presentation 1 March 2023

IMPORTANT INFORMATION

Issuer and Date

This investor presentation (**Presentation**) has been prepared by WT Financial Group Limited (ACN 169 037 058) (**WTL**) and is dated 28 February 2023 for presentation 1 March 2023.

Summary Information

This Presentation contains summary information about WTL and its subsidiaries (the **Group**) and their respective activities which is current as at the date of this Presentation. Information contained herein is of a general nature and does not purport to be complete, nor does it contain all the information which a prospective investor may require in evaluating a possible investment in WTL or that would be required in a prospectus, or other disclosure document prepared in accordance with the Corporations Act. This Presentation should be read in conjunction with WTL's other periodic and continuous disclosure announcements lodged with the ASX, which are available at www.asx.com.au.

Not financial product advice

This Presentation does not constitute investment or financial product advice (nor tax, accounting or legal advice) nor a recommendation to acquire New Shares. Recipients of the Presentation should make their own enquiries and investigations regarding information herein, which is not intended to be relied upon as advice and has been prepared without taking account of any person's individual investment objectives, financial situation or needs. Before making an investment decision, investors should have regard to their own objectives, financial situation and needs and seek appropriate financial, legal, accounting and taxation advice.

Forward-looking statements and forecasts

This Presentation contains certain "forward-looking statements" that are based on management's beliefs, assumptions and expectations on information currently available to management. Forward looking statements can generally be identified by the use of forward-looking words such as, "expect", "anticipate", "likely", "plan", "propose", "believe", "forecast", "estimate", "target", "guidance" and similar expressions within the meaning of securities laws of applicable jurisdictions. Such forward-looking statements include statements regarding the timetable, conduct and outcome of the Offer and the use of proceeds thereof, statements about the plans, objectives and strategies of the Group and about the markets in which the Group operates and about future performance. Indications of, and guidance or outlook on, future earnings or financial position or performance, future earnings and distributions are also forward-looking statements.

You should not place undue reliance on forward looking statements, which are provided as a general guide only and are not indications, guarantees or predictions of future performance. The success of any of WTL's business strategies is subject to uncertainties and contingencies beyond its control, and no assurance can be given that they will be effective, or the anticipated benefits will be realised in the period for which the forward-looking statements may have been prepared or otherwise.

Investment Risk

An investment in WTL shares is subject to known and unknown risks, some of which are beyond the control of the Group. WTL does not guarantee any particular rate of return or the performance of the Group, nor does it guarantee any particular tax treatment.

Other risks may materially affect the future performance of WTL and the price of WTL's shares including risks and uncertainties not presently known to management or that management currently believe not to be material may also affect WTL's business.

No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including WTL or any of its advisers). Except as required by law or regulation (including the ASX Listing Rules), WTL disclaims any obligation or undertaking to update forward looking statements in this Presentation to reflect any changes in expectations in relation to any forward looking statement or change in events, circumstances or conditions on which any statement is based.

Past performance

Historical financial information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of the Group's views on its future financial performance or condition. Investors should note that past performance, including past share price performance, of WTL cannot be relied upon as an indicator of (and provides no guidance as to) future WTL performance including future share price performance.

Disclaimer

None of WTL nor any of their respective advisers nor any of their respective affiliates, related bodies corporate, directors, officers, partners, employees or agents (together, the **Beneficiaries**), have authorised, permitted or caused the issue, submission, dispatch or provision of this Presentation and, except to the extent referred to in this Presentation, none of them makes or purports to make any statement in this Presentation and there is no statement in this Presentation which is based on any statement by any of them.

INTRODUCTION TO WTL

Founded in 2010 and listed in 2015 with a direct to consumer (B2C) focus offering financial advice and related services



Strong dividend history – circa \$7M in dividend payments before industry disruption caused a hiatus and rethink of strategy



Successful transformational restructure to switch to B2B focus underpinned by the acquisitions of Wealth Today 2018, Sentry Group in 2021 and Synchron in 2022



Through Wealth Today, Sentry and Synchron, WTL provides a **comprehensive range of “dealer group” services to financial advisers**



Advisers are independent business operators acting as authorised representatives of WTL

- Services include:**
- 1 **Licensing**
 - 2 **Compliance**
 - 3 **Education**
 - 4 **Training and technical support**
 - 5 **Practice management**
 - 6 **Development services**



More than **400 advice practices** – up from 42 when Wealth Today was acquired in 2018



Significant revenue increases, concurrently rationalised B2C operations and achieved significant cost reductions

WTL is capitalising on industry disruption created by the unravelling of institutional advice models and industry rationalisation driven by increased compliance and education standards.

CREATING ONE OF AUSTRALIA'S LARGEST FINANCIAL ADVICE GROUP

WT Financial Group Limited (ASX: WTL) emerged as amongst the very largest financial adviser networks in Australia

Combined group key metrics are as follows thanks to significant integration benefits:



400+

Advice practices



\$18Bn+

Funds Under Advice



\$360M+

In-Force Annual
Insurance Premium



\$25M+

Annual New Insurance
Premium Sales



OUR BRANDS AND THEIR SERVICES

ASX-listed parent company

WT | FINANCIAL GROUP

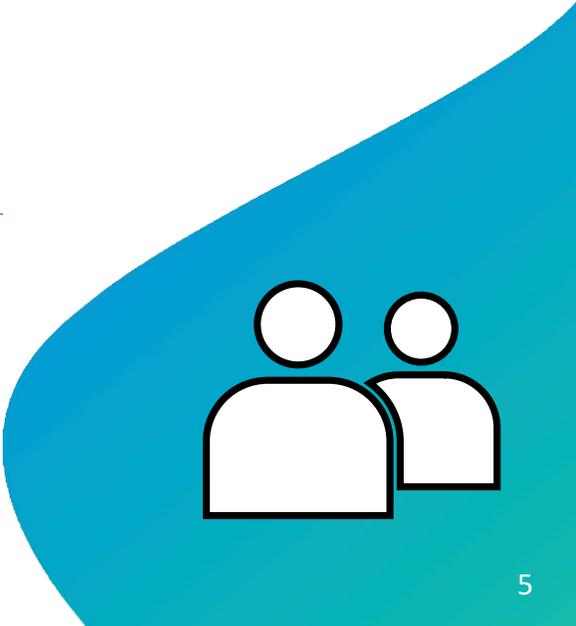
B2B licensing solutions for advice practices



B2B adviser and licensee services



B2C financial advice services for consumers



OUR REVENUE DRIVERS

WTL's revenue generation is derived from diverse avenues:



Base Fees

All advice practices pay WTL minimum base fees



Adviser revenue

Advice fees & insurance commissions of which WTL retains a %



Licensee and Adviser Services

Newly launched services for self licensed practices under the Wealth Adviser banner



User pays services

A range of user pays services for practices



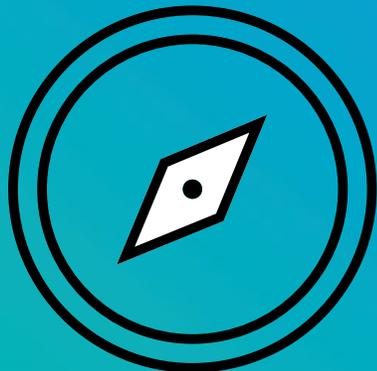
B2C Revenue

Advice, accounting and mortgage brokerage



H1 FY2023 RESULTS

A solid first half



Based on this result market indicators for WTL peers (of 12-16 times NPAT) suggest a market cap of circa \$54-73M or \$0.16-\$0.22 per share

Gross revenue	Gross profit	
\$83.3M	\$8.12M	
EBITDA	NPAT*	EPS*
\$2.58M	\$2.26M	0.68CPS

Notes:

- Total Revenue & Other Income was \$83.32M (PCP \$34.12M). Direct Cost of Sales were \$75.21M (PCP \$30.41M) resulting in a gross profit increase of 78% to \$8.12M (PCP \$4.55M).
- Operating Profit (EBITDA) for the half-year was up 55% to \$2.58M (PCP \$1.67M) after Total Operating Expenses (excluding depreciation, amortisation, interest, and tax) of \$5.54M (PCP \$2.89M).
- Operating EBIT was up 63% to \$2.22M (PCP \$1.36M) after Lease Liability Finance Costs, and Depreciation & Amortisation (inclusive of Depreciation of Right-of-Use Assets) totalling \$366k (PCP \$305k).
- NPBT is was up 61% to \$1.97M (PCP \$1.22M) after Net Interest Expense of \$243k (PCP \$135k).
- NPAT was \$2.29M thanks to a tax benefit of \$287k due to movement in DTA.
- Notwithstanding its carried-forward tax losses, the Company has a franking credit balance in excess of \$1.4M.
- The Company's cash balance on 31 December was \$4.05M (PCP \$1.42M) and the Company additionally has undrawn facilities of \$1.2M available to it.
- Total shares on issue are 330M. Backend Synchron share-based payments may increase this to circa 340M.

DEMAND FOR ADVICE CONTINUES TO GROW

\$3.5 Trillion

The largest inter-generational wealth transfer in our history is upon us



Largest cohort ever to enter aged care



Superannuation assets to double by 2029

The nature and complexity of advice required for this wealth transfer is forcing advisers to upskill to address increased demand for:

- *Estate and legacy planning*
- *Retirement income advice*
- *Aged care advice*
- *Strategic investment advice for the recipients*

The financial advice industry has a bright future as demand continues to grow – WTL's scale is enabling it to provide the critical supports advisers need and demand.

Australian Household Assets, 2020



Residential property
\$5,498Bn



Funds under Advice
\$962Bn



Non-advised investments
\$3,648Bn



Non-advised superannuation
\$2,049Bn



Other
\$1,492Bn

Millennial inheritance
2020-2040:
\$3,500Bn

Source: Oliver Wyman, Citi, FirstLinks

FUTURE REVENUE & GROWTH OPPORTUNITIES

WTL has several short- and longer-term opportunities to grow revenue and profits:



Base Fees

Organic growth through aggressive marketing and re-pricing some misaligned firms



Adviser revenue %

Opportunity to restructure some firms to share more risk and upside and correct some legacy deals



Wealth Adviser branded services

Recent launch of a range of user pays services for self-licensed market



B2C Revenue

Re-start growth strategies for B2C advice, accounting and mortgage brokerage



Wholesale

Build wholesale offering and distribute and or initiate corporate deals and third-party products sales



WTL BOARD



Keith Cullen
Managing Director and CEO

WTL founder and largest (non-institutional) WTL shareholder. 37yrs experience as a corporate executive and entrepreneur across the broadcast media, technology and financial services sectors. Successfully conceived and implemented the strategy to pivot WTL to B2B through acquisition of Wealth Today, Sentry - and now Synchron.



Michael Harrison
Non-Executive Director

Significant WTL shareholder and director. 20yrs industry experience. Chairman of leading financial services growth consultant Peloton Partners. Chairman of Mainstream, one of the world's largest barramundi breeders and suppliers. Played a key role in the formation and growth of ASX-listed Shadforths ahead of its acquisition by IOOF in 2014.



Guy Hedley
Non-Executive Chairman

15yrs as head of Macquarie Bank global private banking unit and BNP Private Banking, now Chair at Stoic Asset Management and Atlas Advisors Australia. Has helped steer WTL through industry upheaval and supported management team with its transformation to a B2B focussed enterprise.



Chris Kelesis
Non-Executive Director

Foundation director and significant shareholder of WTL with 15yrs experience as an equities trader and technical analyst. Private and wholesale client adviser roles with Spring Equities, Ark Equities and the Rivkin Group. Has helped steer WTL through its transformation to a B2B focussed enterprise.

SENIOR EXECUTIVE TEAM



David Newman

Joint COO, MD of Sentry subsidiary

David is a significant WTL shareholder with 35yrs in financial services, specialising in strategic planning and execution. As joint-COO his focus is business development and west-coast operations.



Frank Paul

Joint COO, Group Head of Risk

Frank is a significant WTL shareholder and has 25yrs in financial advice, as a practice principal and senior executive including 8yrs with WTL in head of advice and COO roles. His focus is group risk management.



Jack Standing

Group Head of Advice

Jack has served 10yrs with WTL in key B2B and B2C advice roles and heads adviser training & education and oversees advice creation within WTL's innovative peer review and risk management framework.



Ricton Jones

Group Head of Finance

Ricton has broad experience in financial accounting, treasury, audit coordination and tax in technology and financial services, and heads finance functions across the Group. CIMA and CPA qualified.

MANAGEMENT TEAM



Ben Donohue
Regional Manager, Qld, NSW and ACT

Ben Donohue commenced in financial services in 2005. He has experience across retail life insurance, retirement income, and aged care, with the majority of his professional life spent at Asteron Life and Challenger.



Bernie Fernandes
Regional Manager, WA

Bernie Fernandes has more than 20 years of experience as an underwriter, in business development, and in risk and funds management. He has won multiple awards for new-business inflows and retention.



Tony Pelosi
Regional Manager, NSW and GA network

Tony Pelosi is a foundation shareholder and was a senior adviser and responsible manager with WTL's B2C division for a decade before assuming his role as regional manager for NSW and the group's cohort of general advice practices.



Sarah Congdon
Regional Manager, Vic and Tas

Sarah Congdon has more than 20 years of experience in financial services in roles including insurance adviser for MLC and has built a career on initiating, managing and maintaining strong client relationships, and a drive for new challenges.



Emma Crothers
Regional Manager, SA, WA and NT

Emma Crothers has an extensive background in financial services having held a variety of project management and sales roles. A graduate of Synchron's Next Gen professional development program and Money Management BDM of the Year finalist.



Danny Maher
Regional Manager, Vic and NSW

Danny Maher is an industry executive with a broad range of experience across 40 years in GM, RM, and head of distribution roles with Tower (TAL) and Netwealth including 10 years with WTL subsidiary Sentry.

CONTACT

WT | FINANCIAL GROUP



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