



HALO Technologies Holdings Ltd

# Annual General Meeting

MAY 2023

AGM

ASX:HAL

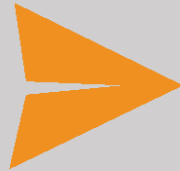
# ONLINE ATTENDEES – TEXT QUESTION PROCESS



When the Question function is available, the messaging tab will appear at the top of the app



To send in a question, click in the 'Ask a question' box, type your question and press the send arrow



Your question will be sent immediately for review



123-456-789

HOME

MESSAGING

VOTING

Messaging

Ask a question



**Moderator**

Type your question in the box above and then press the send arrow. Please include the number of the resolution at the beginning of your question. Questions may be moderated or amalgamated if there are multiple questions on the same topic



# BOARDROOM MEDIA – AUDIO QUESTION PROCESS

To ask a question verbally please dial the number shown on the main information page.  
Enter your meeting ID followed by #.

You will be asked for a participant pin however simply press # to join the call.

To ask a question press \*9 to signal the moderator.

Once your question is answered your line will be muted.  
Feel free to either hang up or stay on the line. For additional question press \*9 to signal the operator.

**\*Please ensure your webcast is muted before joining the call.\***

311-599-337

HOME MESSAGING

## Test - Extraordinary General Meeting 2021

**Watching the webcast**  
To view/listen to proceedings please select the 'Broadcast' bar, then press play to begin the presentation. The broadcast can be minimised, audio will continue to play.

**Asking a question**  
If you are a shareholder or proxy you can submit a question. Select the speech bubble icon, then type your question in the 'Ask a question' panel and click the submit button.

**Asking a question verbally**  
If you are a shareholder or proxy you can ask a verbal question. Please dial the relevant number below:

Dial by your location  
+61 7 3185 3730 Australia  
+61 8 6119 3900 Australia  
+61 8 7150 1149 Australia  
+61 2 8015 6011 Australia  
+61 3 7018 2005 Australia  
Find your local number: <https://boardroom-media.zoom.us/j/acqWmp/ciu>

Once dialled in you will be asked to enter a meeting ID. The meeting ID is below:  
(Changes each event)

Please ensure your webcast is muted before joining the call.

You will be asked for a participant pin however simply press # to join the meeting. You will be muted upon entry. To ask a question press \*9 to signal the moderator. Once your question has been answered your line will be muted. Feel free to either hang up or stay on the line. For additional questions press \*9 to signal the operator.

**Voting**  
When voting starts, a polling icon will appear. Select this icon and the resolutions will be displayed on screen, you can then select For, Against or Abstain to cast your vote.

Broadcast

Aeon Metals Limited Extraordinary General Meetings  
Friday, 17th September, 2021, 10:00 AM AEST

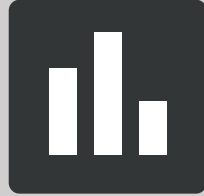
[VIEW THIS WEBCAST](#)

**\*Meeting ID can be found here\***

# ONLINE ATTENDEES – VOTING



When open, the vote will be accessible by selecting the voting tab at the top of the screen



To vote simply select the direction in which you would like to cast your vote. The selected option will change colour

For



Against



Abstain



There is no submit or send button, your selection is automatically recorded. You can change your mind or cancel your vote any time before the poll is closed

123-456-789



HOME



MESSAGING



VOTING

Poll Open

You have voted on 0 of 2 items

## Resolution 1

Select a choice.

For



Against



Abstain



CANCEL

## Question 2

Select a choice.

Yes



No



Unsure





# CEO update

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# Overview

## Who we are

Halo Technologies (ASX:HAL) is a fintech business providing market leading global equity research and investment capabilities to B2B2C and B2C customers.

Our unique global equities research and trading software offers features comparable to industry titans like Bloomberg and Factset at an accessible price point and has already attracted a sophisticated user base of high net worth investors.

A compelling product offering, with a sophisticated and feature-rich product suite at competitive prices.

HAL listed on the ASX on 26 April 2022 following a successful IPO that raised a net \$19m to fund our growth plans.



### KEY FINANCIAL INDICATORS

Shares on Issue	129,505,629
Share price (17 May 2023)	\$0.12
Market Capitalisation	\$15.5m
Cash (31 December 2022)	\$15.41m

## Target Client Profile

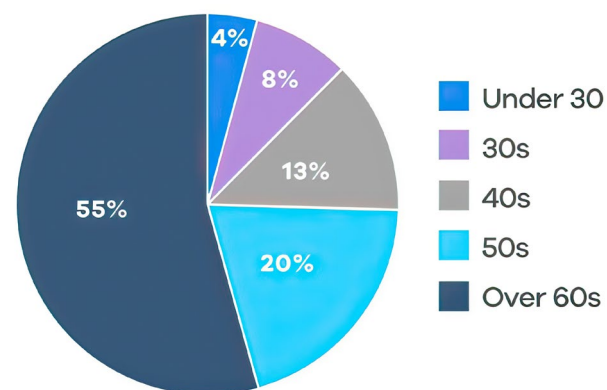
### Who are our users?

Predominantly sophisticated, HNWs. Older and wealthier than users targeted by most other execution platforms in Australia.

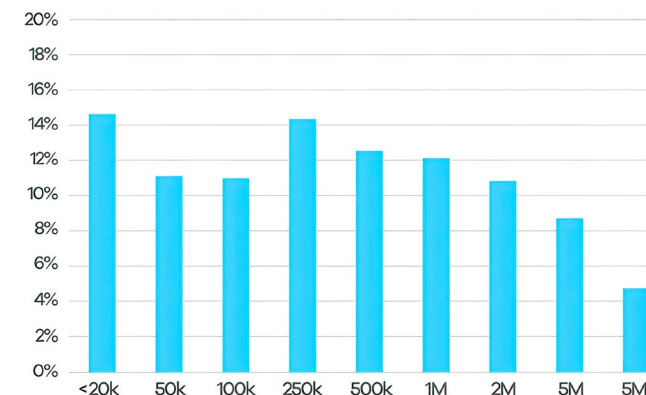
### How do we reach them?

We sell predominantly through our B2B resellers, with B2B derived revenues representing 93.5% of revenues in FY 22. We share subscription revenues with our resellers and work collaboratively to ensure a high standard of user experience, minimising attrition.

HALO USER DEMOGRAPHICS BY AGE



HALO GLOBAL AVERAGE PORTFOLIO SIZE





## Growth strategy

### 1. Organic Growth initiatives targeting:

- Financial advisors, financial planners and shadow brokers
- Research subscription providers
- End-user clients of the Halo Mobile App

### 2. Expansion of service offering and technology enhancements to drive increased revenues:

- Roll-out of the platforms into global B2B2C and B2C markets
- Extend Omnibus into other jurisdictions and asset classes
- Continual upgrades to functionality and user experience (UX)

### 3. Strategic Acquisition

Expansion of footprint through the acquisition of adjacent businesses in major global jurisdictions that offer operational synergies for the Company.



## Key Milestones

- Acquisition of licensed UK business to fast-track expansion into UK/EU markets
- Signed multiple Professional and Australian Corporate Authorised Representatives in Australia that are now onboarding clients and FUM onto the platform.
- Strategic collaboration, marketing and referral agreement with Forbes Australia
- New property product launched, expanding offering into large new market
- Continuous product enhancement and upgrades that increase functionality and expand addressable market to new client types
- We maintain a significant Net Cash position providing us with the resources to develop the product further and pursue appropriate M&A activity

# Operational Update

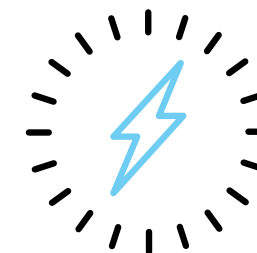
Following the listing of the business we have made significant investments in additional development work aimed at broadening our appeal, allowing us to attract on new client types.



**XPlan Integration**



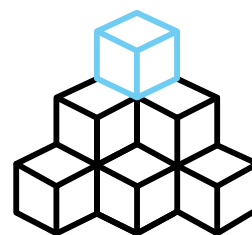
**Full Historical & Forecast Financials**



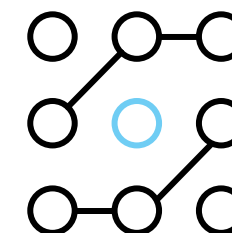
**Real Time Pricing**



**Direct Share Model Portfolios**



**Bulk Order Functionality**



**Algorithmic Trading (VWAP & TWAP)**

These initiatives have allowed us to serve new client types such as Asset Consultants. This capability did not exist at the time HALO listed in April 2022.

## Global Expansion

- In February 2023, HALO entered into an agreement to acquire 100% of Resilient Fund Managers Limited, a regulated financial services company based in the UK, for £500,000.
- The deal establishes a footprint for HALO in the UK and Europe and provides the required framework for future UK-based acquisitions and strategic partnerships.
- HALO is currently engaged with the UK Financial Conduct Authority to secure approval for change of control application.
- The deal represents a material milestone in the delivery of the first stage of HALO's strategic growth plan as outlined at IPO – to deliver strong growth of assets under management, client accounts and revenue growth via international expansion through acquisition.

## Technology and user experience

### UX overhaul

We are currently midway through a complete user experience (UX) overhaul, designed to create an intuitive self-service pathway, by:

- ✓ Simplifying and improving the user experience
- ✓ Reducing friction and need for staff intervention

### New software features

- ✓ New Software features in the pipeline aimed at attracting new client types.
- ✓ The future pipeline of client-focused development work includes:
  - Client Confirmation (ROA Generation)
  - Alignment of mobile interface with web trading functionality





## NAV vs Current Share Price

### Share price underperformance masks strategic progress

- The Board are substantial holders of HAL stock and are wholly aligned with other shareholders in their desire for an improved share price performance.
- Since listing we have been extremely focused upon what is within our control, which is to build the business and product so as to enable us to deliver growth moving forward.
- As at 31 December 2022 HAL had Net Tangible Assets of \$21.2m inclusive of cash on the balance sheet of \$15.4m.

**The current share price of ~12c materially undervalues HAL equity, in our view**  
Based upon ~129m shares outstanding this is equivalent to a NTA per share of 16.33c.



## Business Priorities

- **UK expansion** - actively engaged with the Financial Conduct Authority (FCA) to secure change of control approval following the acquisition of Resilient Fund Managers
- **UX overhaul** – improved software features that will improve user experience and lower barriers to entry for new users. Utilising SEO to focus on conversion of new B2C clients
- **B2B client growth** - current open discussions point to steady domestic deal flow of advisers and other professional users onto the platform
- **Global growth strategy** - continued review of offshore strategic partnerships
- **Client conversion** - It is a challenging operating environment, with low consumer confidence resulting in prospects taking longer to close into clients than in prior periods.



# Questions

George Paxton | CEO

[g.paxton@halo-technologies.com](mailto:g.paxton@halo-technologies.com)





# Procedural Matters

# **Review Of The Financial Statements, Directors' Report And Auditor's Report For Halo (And Its Controlled Entities) For The Period Ending 31 December 2022**



# FY22 Financial Statements Review – Key Highlights

## Key (revenue & profit) drivers

- Revenue & FUM – were impacted by the downturn in equity market during FY22 which drove significantly reduced transaction volumes & client funds
- OPEX – large increase due to the forecast investment in additional headcount to cement the future growth of the business, substantial one-off IPO & ongoing public listed company expenses
- EBITDA – lower primarily due to the \$1.6m investment in additional growth headcount across the business
- NPAT – impacted by the one-off IPO expenses of \$1.1m and increased employee benefits expense of \$1.6m

### KEY FINANCIAL INDICATORS

	FY22	FY21	Change
Revenue	\$11.4m	\$11.8m	(3%)
FUM	\$191.2m	\$245.3m	(22%)
OPEX	\$13.1m	\$10.9m	20%
EBITDA	\$(0.3)m	\$1.9m	(116%)
Net Profit/ (Loss)	\$(2.0)m	\$1.0m	(300%)

# Resolution 1

## REMUNERATION REPORT

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“To adopt the Remuneration Report for the year ended 31 December 2022.”*

## PROXY RESULTS

FOR	1,155,578	28.63%
OPEN	1,692,519	41.94%
AGAINST	1,187,926	29.43%
ABSTAIN	80,096	

# Resolution 2



## RE-ELECTION OF MR IVAN OSHRY

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“That, Mr Oshry, being a Director who is retiring in accordance with Clause 10.2(b) of the Company’s Constitution and, being eligible, offers himself for re-election, be elected as a Director of the Company.”*

## PROXY RESULTS

FOR	65,929,033	96.27%
OPEN	1,717,119	2.51%
AGAINST	837,271	1.22%
ABSTAIN	154,765	

# Resolution 3



## RE-ELECTION OF MR BRENT GOLDMAN

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

*“That, Mr Goldman, being a Director who is retiring in accordance with Clause 10.2(b) of the Company’s Constitution and, being eligible, offers himself for re-election, be elected as a Director of the Company.”*

## PROXY RESULTS

FOR	66,030,918	96.48%
OPEN	1,717,119	2.51%
AGAINST	693,772	1.01%
ABSTAIN	196,441	



**Thank you**