

ASX Announcement

9 November 2023

Centrepoint Alliance acquires Financial Advice Matters

Centrepoint Alliance Limited (ASX: CAF) ("Centrepoint Alliance" or "CAF"), a leading provider of business services to financial advice firms throughout Australia, is pleased to announce it has entered into a binding agreement to acquire 100% ownership of Brisbane based financial advice firm Financial Advice Matters Group Pty Ltd ("FAM").

FAM offers clients a full range of financial planning and advice services to approximately 1,450 client households with Funds Under Advice ("FUA") in excess of \$1 billion. FAM operates 8 offices throughout Queensland and generated revenue of \$6.1m in FY23.

FAM became a corporate authorised representative of CAF subsidiary Alliance Wealth, in 2015. Since then, FAM has grown considerably and has been a strong contributor to the Centrepoint Alliance community. The acquisition of FAM will add significant revenue to CAF, boost CAF's team of salaried financial advisers to 19, and create a financial advice group with the scale to further expand in other locations.

Key transaction details:

- FAM revenue approximately \$6.1m in FY23
- Full year EBIT contribution to CAF in the range of \$1.1m to \$1.5m in first twelve months of operations
- Total potential consideration of \$10m cash funded from CAF's existing cash reserves and newly established \$10m debt facility with National Australia Bank
- 80% of consideration paid upfront and remaining 20% subject to deferred incentives and performance hurdles over a 12-month period based on a minimum EBIT contribution of \$1.5m
- Completion expected by 1 December 2023 (subject to fulfilment of closing conditions)

Commenting on the acquisition of FAM, Centrepoint Alliance's Chief Executive Officer John Shuttleworth said:

"I am delighted by the opportunity this acquisition offers Centrepoint Alliance. It fits with our strategy to accelerate growth by executing targeted acquisitions of high-quality businesses aligned to our strategic framework. The FAM Team have a proven track record helping many Australians by providing quality financial advice. FAM is a corporatised advice firm with a strong cultural fit with our existing network of financial advisers and has the business systems, processes and operating scale to provide a platform for further expansion of this important segment of the market."

CENTREPOINT ALLIANCE LIMITED

Level 8, 309 George Street, Sydney NSW 2000

T: 1300 557 598

ABN: 72 052 507 507

W: www.centrepointalliance.com.au

Darren Smith, Managing Director of Financial Advice Matters Group, commented:

"This is an exciting development and reflects the realisation of our vision since joining the Centrepoint group back in 2015 as a corporate authorised representative. Over the last 8 years we have worked closely with the Centrepoint group and there is strong cultural alignment and mutual respect. The group recognises the cultural strength of what has been built up under the Financial Advice Matters brand and is looking to use it as a platform for further growth."

The release of this announcement has been authorised by the Board of Directors. Further information on the acquisition of FAM will be provided at CAF's Annual General meeting to be held on Friday, 10th November 2023.

For further information please contact:

John Shuttleworth, Chief Executive Officer

Centrepoint Alliance Limited

Ph: +61 2 8987 3016

E: John.Shuttleworth@cpal.com.au

Greg Slade, Investor Relations

Slade Investor Relations

Ph: +61 488 917 882

E: greg@sladeir.com

About Centrepoint Alliance

Centrepoint Alliance (ASX: CAF) is a leading provider of advice and business services to financial advice firms throughout Australia. It offers a complete suite of governance, business management, client growth and advice services that enable advisers to spend more time providing advice to their clients.

Centrepoint Alliance is proactively leading the evolution of financial advice business models in Australia. It has introduced a clear fee-based pricing model that will support the provision of more transparent and better financial advice for Australia, increasingly through the use of digital and data technology enabled solutions.

CENTREPOINT ALLIANCE LIMITED

Level 8, 309 George Street, Sydney NSW 2000

T: 1300 557 598

ABN: 72 052 507 507

W: www.centrepointalliance.com.au