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Garry Crole, MD & CEO



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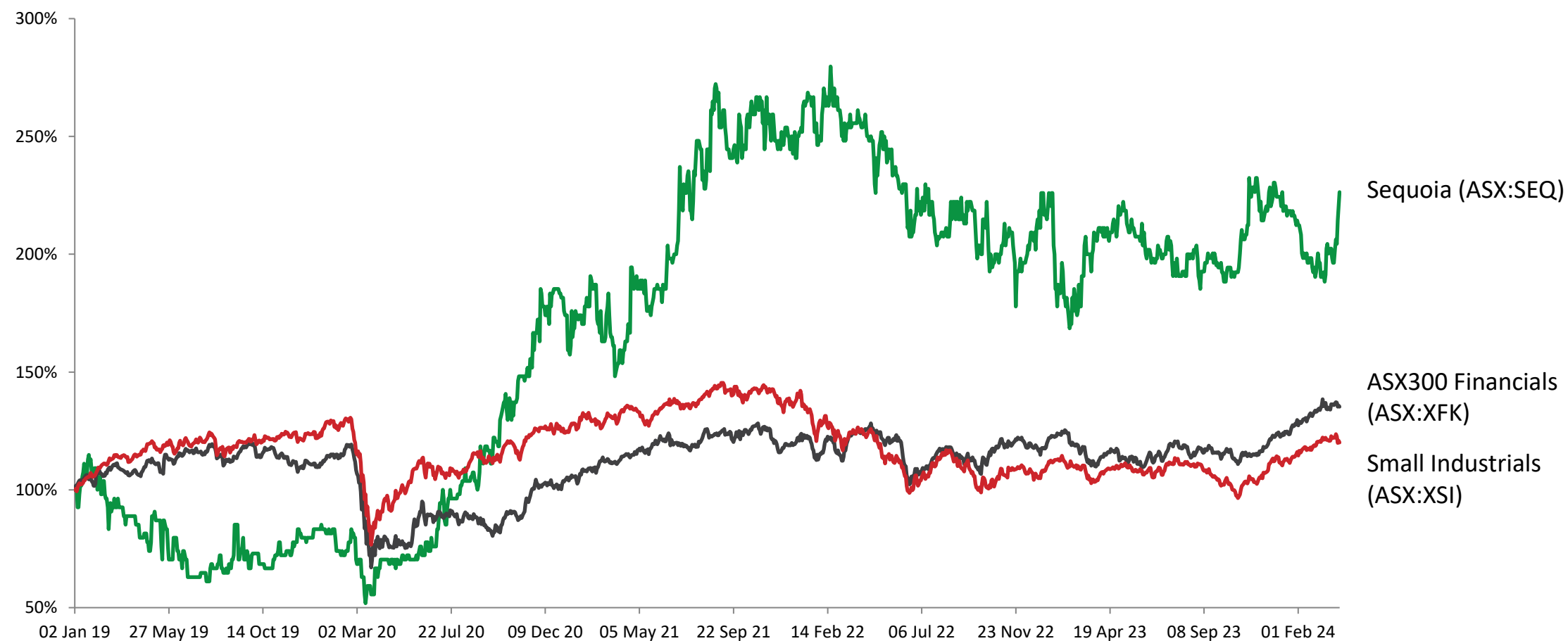
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A 'Business Turnaround Story' since 2019

Strong Relative Share Price Performance



Share Price Growth / Increasing Dividend Distribution

Event	Share Price	Note
Appointment of CEO and Kevin Pattison in 2019	\$0.19	The 'entry point'
Fully Franked Dividends paid to date	\$0.10	52% yield (75% FF) on 'entry point'
Share price 5 April 2024	\$0.55	189% capital growth from 'entry point'
5-year trailing return	22.9%	Source: Morningstar
5-year index trailing return	9.24%	Source: Morningstar

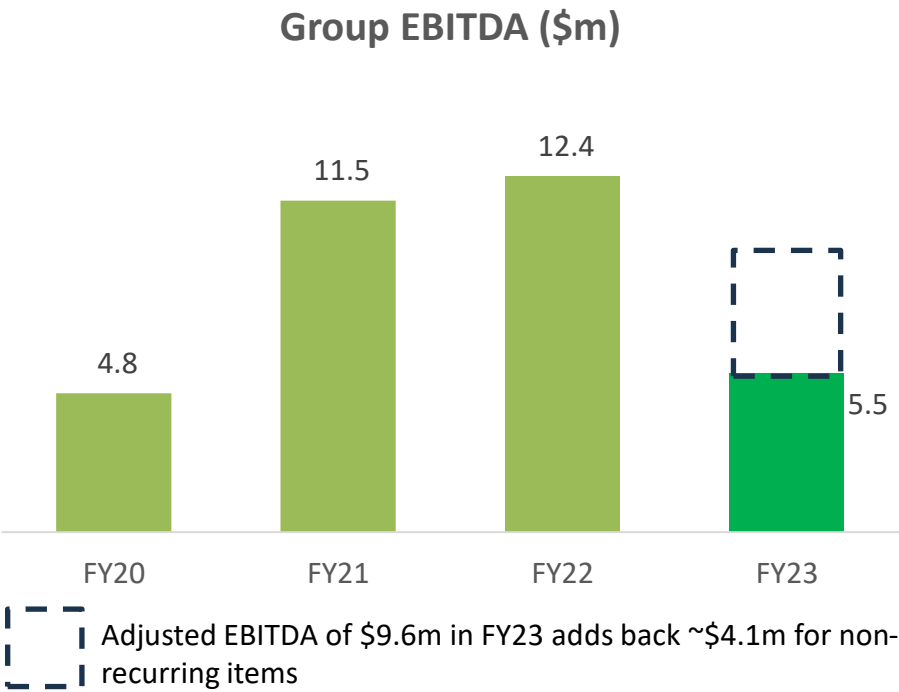
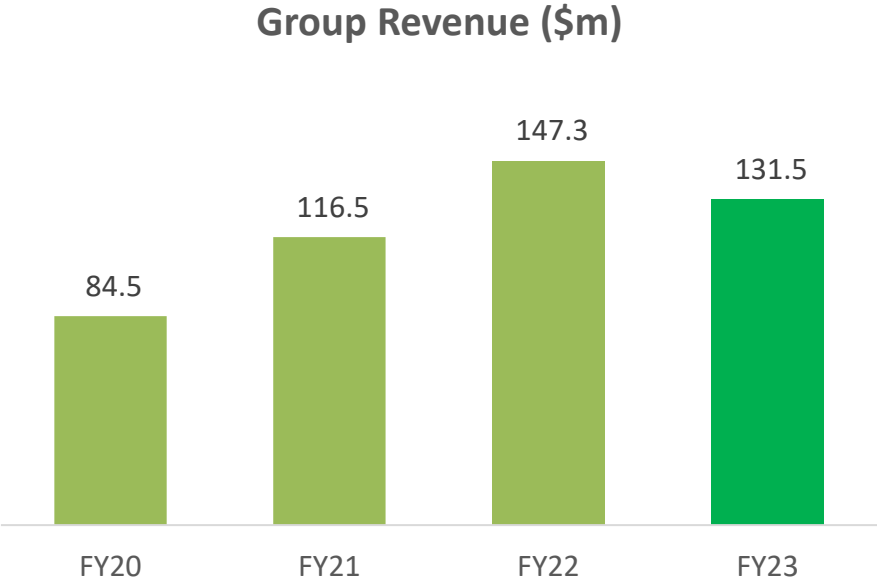
Tangible Progress and Achievements Since 2019

Measure	2019	2024
Market Capitalisation	\$30M	\$70M
Normalised EBITDA	Negative	~\$9M (mid-point of guidance range)
NTA cents per share	\$0.08	\$0.24
Debt	\$1.4M	\$0

Licensee Services has experienced the largest organic increase in adviser numbers in Australia across all licensee businesses in FY23. Over the period industry adviser numbers have reduced from more than 30,000 to approximately 16,000 yet Sequoia has continued to experience growth with adviser numbers up 8% since December 2022.

Funds under advice within Sequoia has increased from approximately \$3bn to approximately \$12.5bn since 2019.

Proven Track Record of Growth



Note: Adjusted EBITDA of \$9.6m in FY23 adds back ~\$4.1m for non-recurring items



Capital Management Framework

Key Capital Management Strategies

- Provide a consistent dividend stream to shareholders. Proposing a 5 cents fully franked final dividend for FY24, taking total dividends distributed since 1 July 2023 to 11 cents per share.
- Utilise the ANZ Debt Facility (\$13M) to fund future acquisitions of businesses in the Licensee Services and Professional Services.
- Maintain approximately \$10M free cash for working capital and smaller acquisitions within core businesses, moving to an ongoing payout ratio between 75%-90% of NPAT.
- Selectively continue to use the SEQ share buyback scheme as appropriate.



Planning for the Future

If retained the Current SEQ Board Commits to

- Proposing a 5 cent per share final dividend for FY24.
- Streamlining the current operating business model to further centralise shared services, marketing and IT and streamlining the current Divisional business structure.
- Increasing scrutiny of underperforming businesses and being open to divestment opportunities for non-core businesses wherever possible.
- Entering a new contract with CEO Garry Crole that provides for:
 - a successor to the CEO role to be identified, and to take over during the two years to June 2026;
 - revised KPIs, emphasising improvement in shareholder communication, a sharpened focus on underperforming business units, and revenue / margin growth across the Licensee Services and Professional Services Divisions.



Strong Q3 FY24 Performance

Q3 Result Shows SEQ 'On Track' to Deliver FY24 Guidance

- The Group delivered a strong Q3 trading performance of approximately \$3M unaudited EBITDA driven by continued growth from Licensee Services and solid contributions from other Divisions.
- Licensee Services continued to deliver organic adviser growth, with income per adviser increasing, as the broader industry continues to experience negative net migration.
- The Group reaffirms its expectation of delivering approx. \$130m Revenue in FY24.
- The Group expects FY24 normalized EBITDA to finish in the upper half of our February 2024 guidance range (\$8.1m - \$10m).



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