

HALO Technologies Ltd

Annual General Meeting

27 May 2024 | ASX:HAL

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Directors



**Mathew
Roberts**

Managing Director



**Nicolas
Bryon**

Executive Director



**George
Paxton**

CEO



**Philippa
Lewis**

Non-Executive Director



**Ivan
Oshry**

Non-Executive Chairman



**Peter
Oxlade**

Non-Executive Director

Agenda and Meeting Instructions





1. Introduction
2. CEO presentation
3. Financial overview
4. AGM procedural matters
5. Questions



Management Presentation

George Paxton, CEO

Operational update

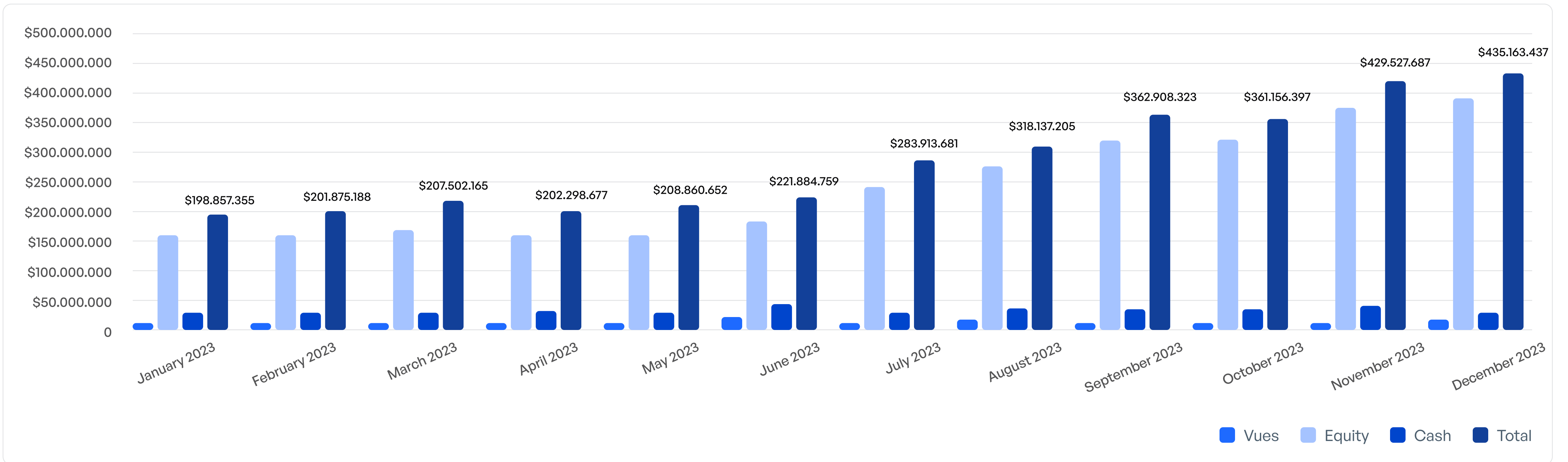
-  Continued investment in growth momentum has delivered FUM growth of 126.2% to \$435.2 million in the 12 months to 31 December 2023.
-  HALO Invest was launched in the United Kingdom in December 2023 with experienced finance professional Douglas Boyce as CEO and significant investment in tech, skills and marketing.
-  Ongoing product and platform enhancements designed to appeal to professional adviser networks and recruit third-party distribution channels.
-  Themed investment portfolios (Vues) delivering exceptional 12-month returns – Artificial Intelligence up 80.80%, Tech Stars up 64.38%, Video Games & E-sports up 43.68% and India up 42.12% at the end of April 2024.

FUM growth momentum

Funds Under Management (FUM), up 126.2% to \$435.2 million in the reporting period

Ongoing dealer network recruitment offers potential step change in distribution scale

Launch of HALO Invest in the United Kingdom expands global distribution footprint



Our Product

Global research and trading in a single, intuitive solution



Research and Data

Institutional-grade research, data, and tools comparable to industry titans like Bloomberg or Factset.



Portfolio Management

Easily manage multiple portfolios with advanced analytics and integrated reporting across all of your holdings.



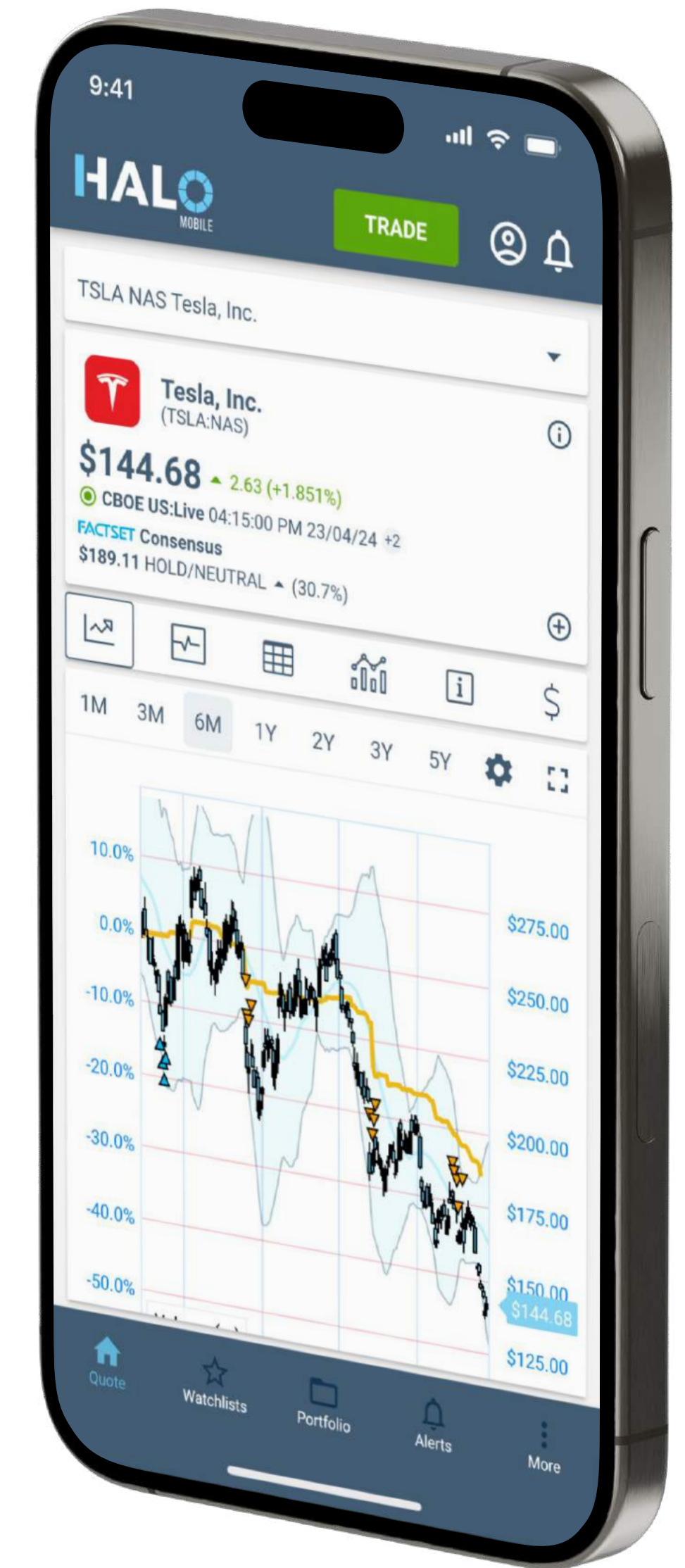
Global Execution

Direct execution for over 35,000 securities across 30 global exchanges including the ASX, NASDAQ, NYSE, NIKKEI, and more.



Thematic Portfolios

Explore our top performing ready-to-invest thematic portfolios including Artificial Intelligence, Luxury Goods, and more.

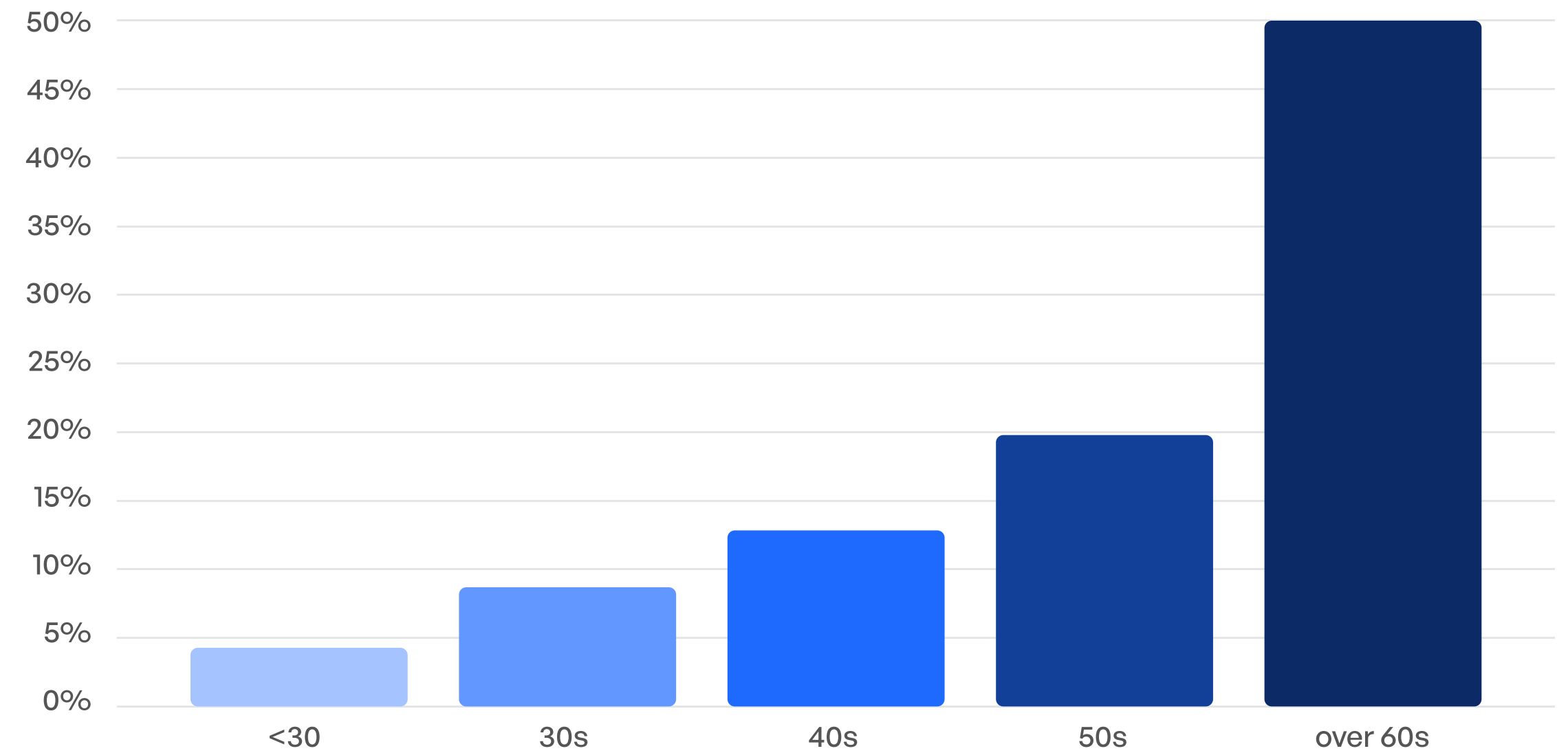


HALO Global

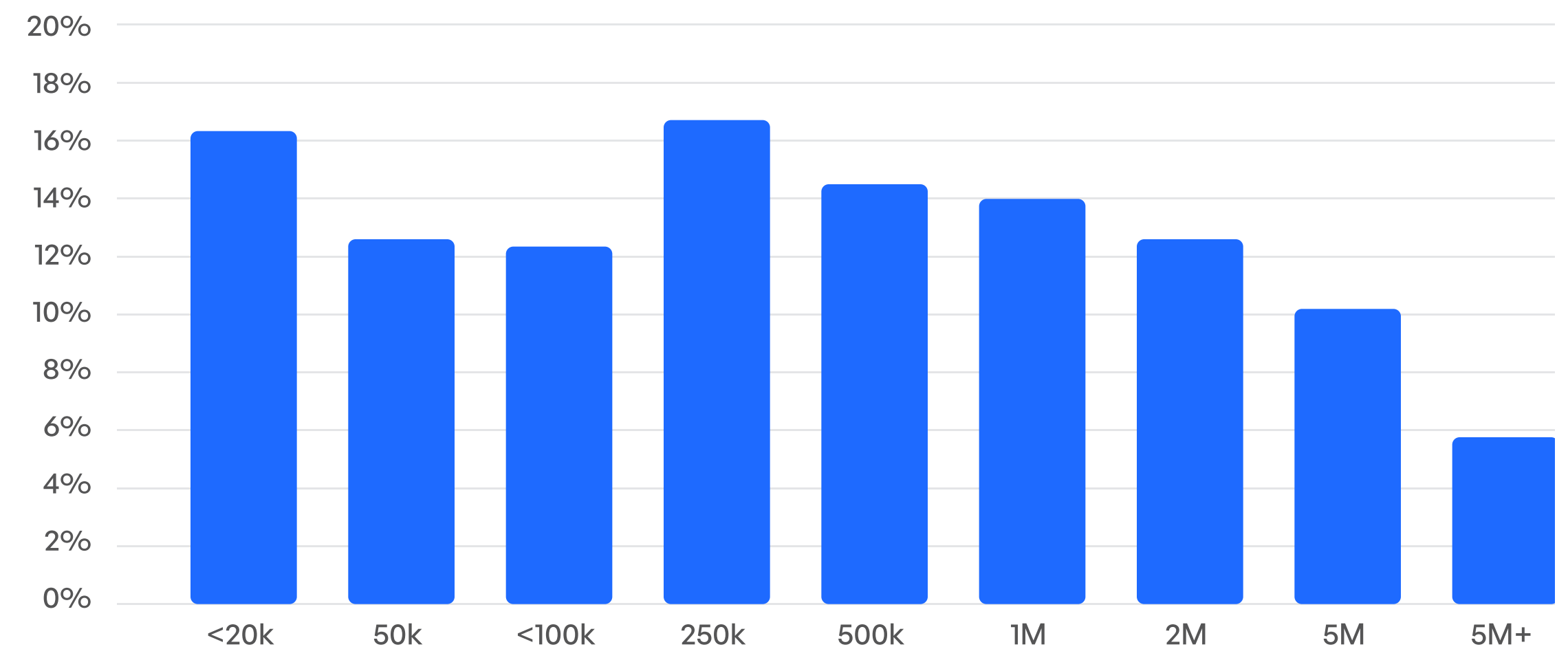
HALO Global is our research-first, feature-rich retail offering which proven attractive to self-directed investors looking for more advanced features and a greater level control.

- Self Managed Super Funds (SMSF)
- Sophisticated Investors
- Hight Net-Wealth Investors (HNW)
- Retirees

HALO User Demographic by Age



HALO Global Average Portfolio Size

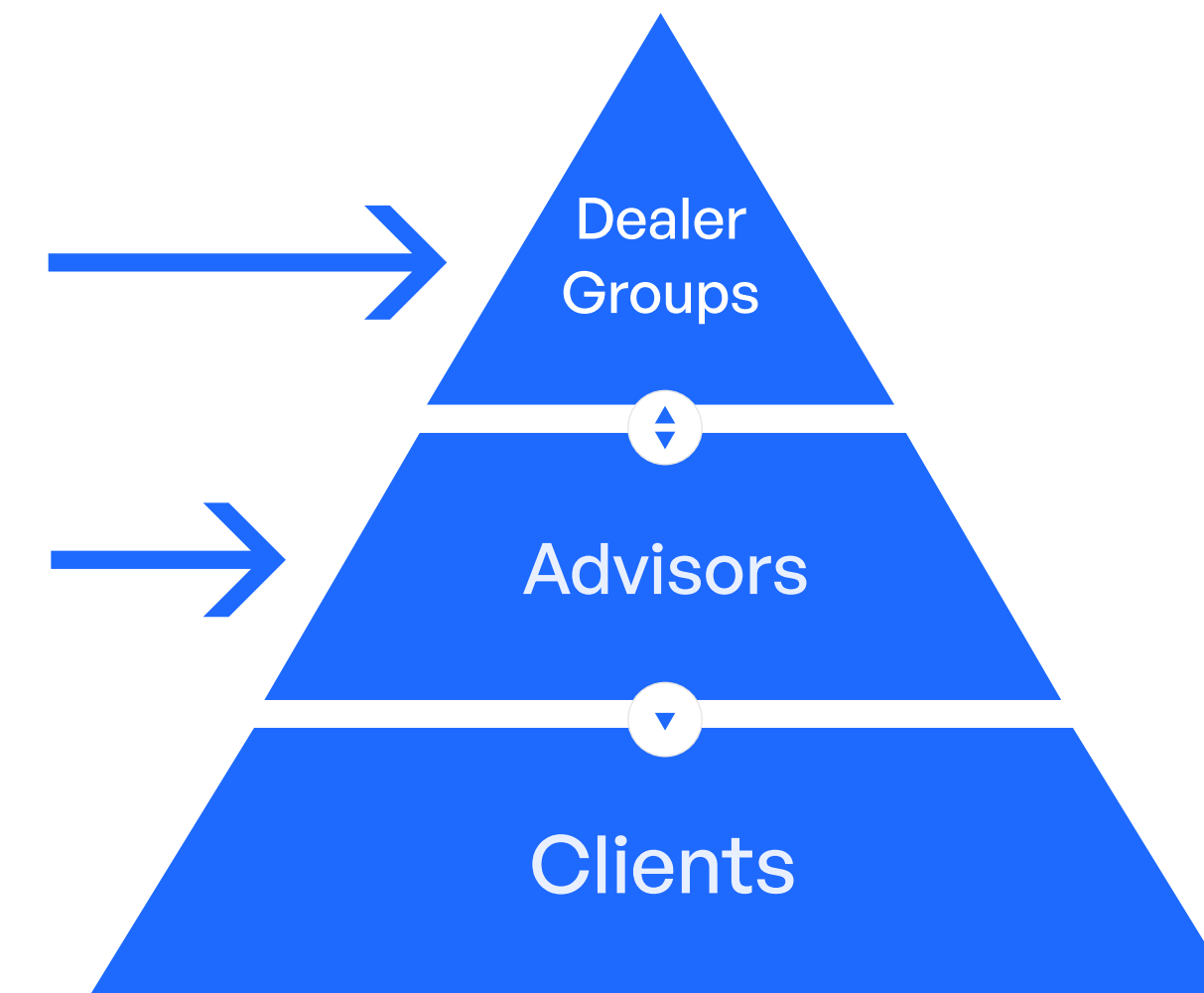


HALO Professional

HALO Professional adds an additional suite of features for the B2B market, allowing us to market to both the top level dealer groups and asset consults, as well as the advisers, accountants, and planners operating under this top level.

- Dealer Groups
- Asset Consultants
- Advisers and Planners
- Stockbrokers

Top Down Bottom Up Approach



B2B Distribution Opportunities

Reseller Agreement

Our co-branded reseller offering allows brokers, advisers, and accounts to sell subscriptions to their clients.

Revenue Share Model

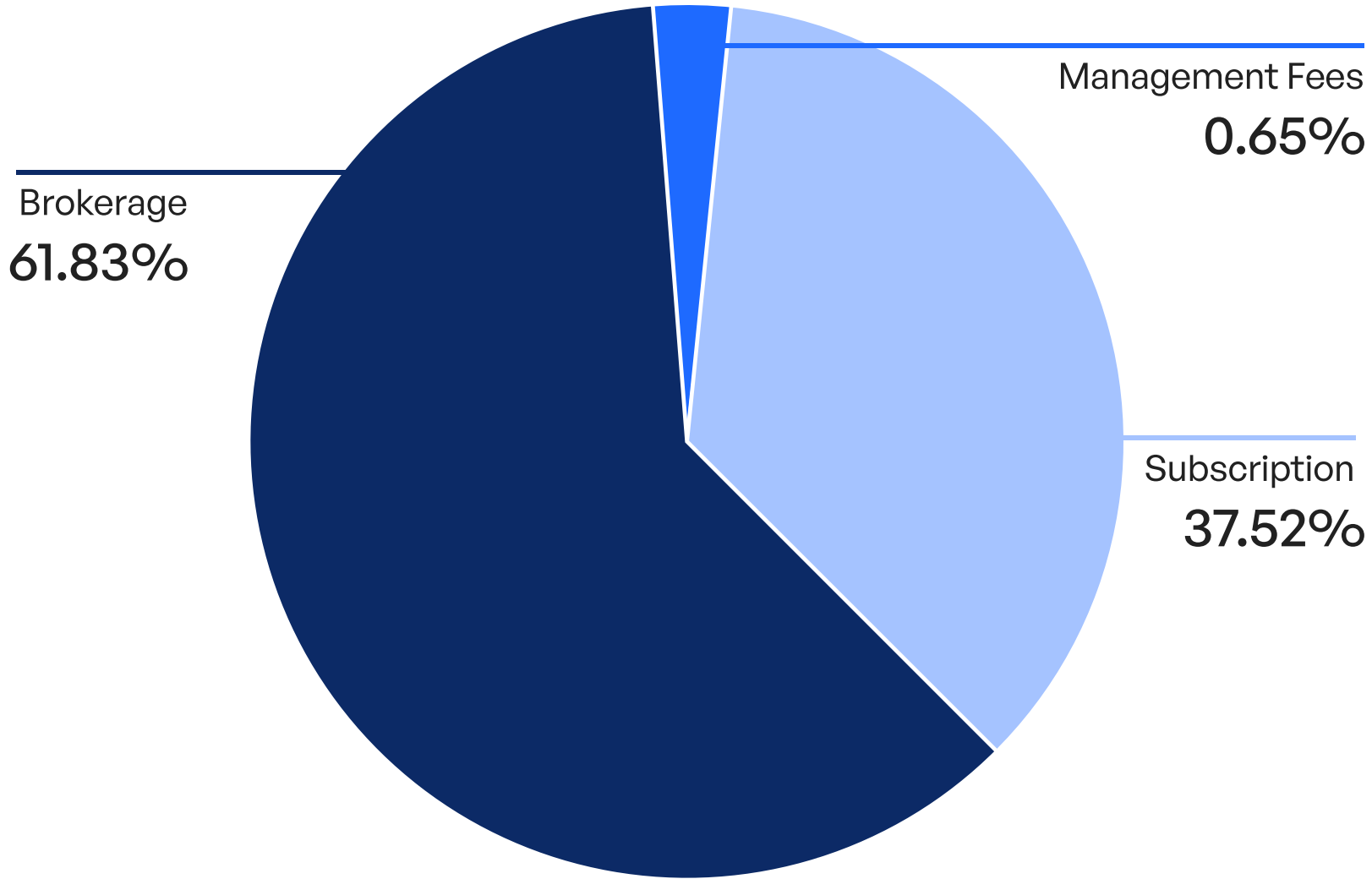
Our revenue share model provides strong incentive for B2B partners to drive adoption by their customer base.

White Label

We are uniquely positioned to be able to offer white label arrangements thanks to our third-party API integration.

Strong recurring revenue, with transaction fee upsides

Revenue Breakdown YTD (December 2023)



Revenue Breakdown

Strong growth in brokerage revenue of 80.7% to \$8.05 million driven by organic growth and a recovery in equity markets (ASX 200 rose 8%) during FY23, accompanied by a small drop in subscription revenue of 6.5% to \$4.83 million.

ASX Announcement - 21 Dec 2023

HALO Invest launches in the UK, Douglas Boyce appointed as CEO

Douglas Boyce

Chief Executive Officer

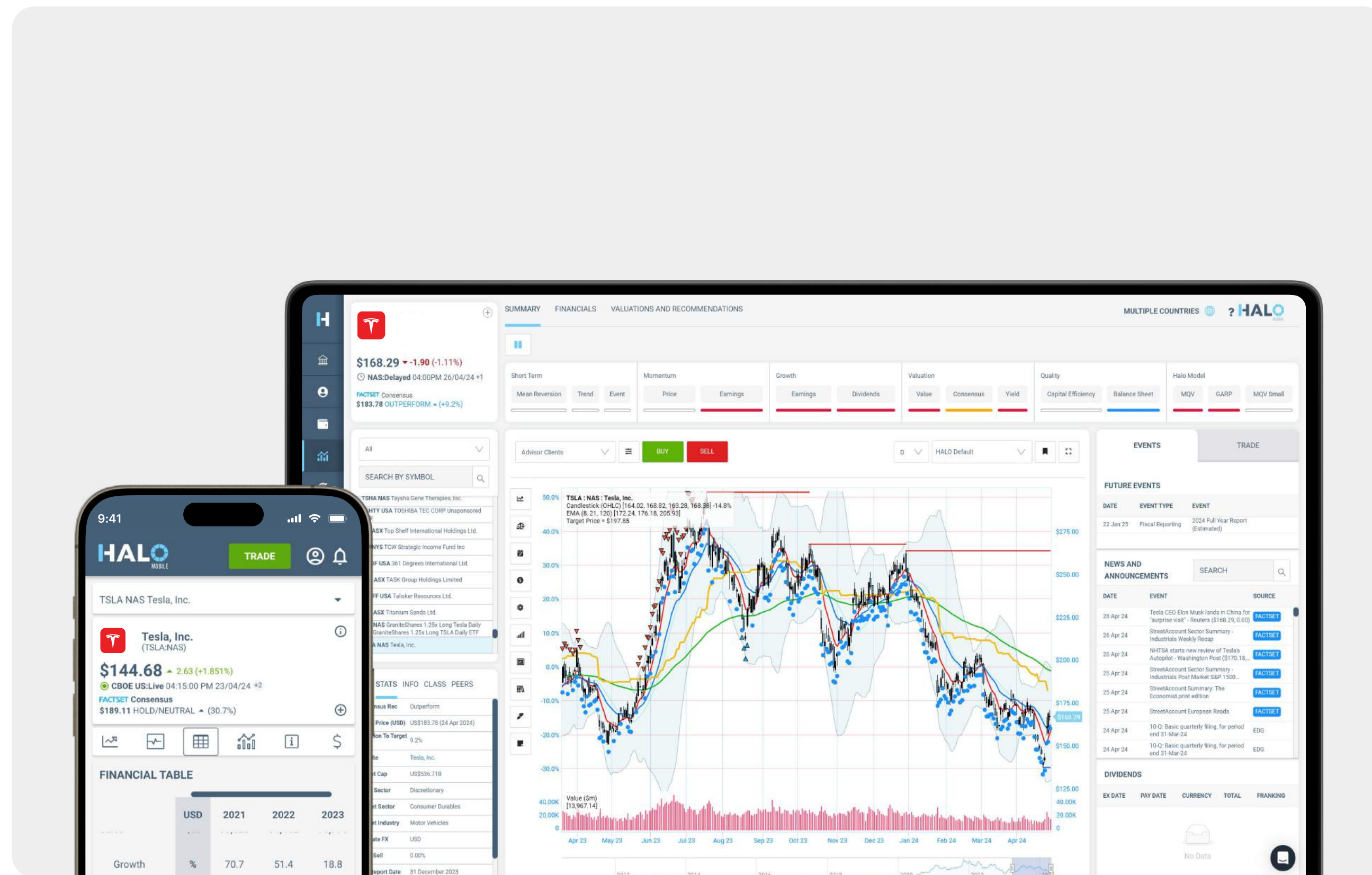
With over 30 years financial services experience in the UK, with particular expertise in investment platforms, Doug joins us from SS&C Hubwise, an advisor investment platform offering B2B asset servicing and front-end solutions. During his five-year tenure as Managing Director, AUA grew from £500 million to over £18 billion before Hubwise was acquired by NASDAQ listed SS&C Technologies Holdings Inc in 2022.

Prior to his tenure at SS&C Hubwise, Doug was European COO of FNZ (global, end-to-end wealth management platform) from 2015 to 2018, responsible for the asset servicing of over £250 billion AUA supporting firms such as Barclays, Aviva, Santander and others.



Marketing Initiatives

We've invested in a number of marketing initiatives to increase awareness, expand our total addressable market, and drive adoption for our products.



Programmatic SEO

We've been investing in programmatic SEO, which leverages existing on-platform equities data to allow the HALO website to rank organically for tens of millions of Google and Bing searches per year.

Portfolio Marketing

We've been actively marketing our thematic portfolios with holistic campaigns promoted to our target audiences across social, display, and email.

Share Sales Direct

Share Sales Direct is a new product powered by HALO that has been designed for consumers who are looking to complete a one-off sale of their shares without creating a trading account.

Thematic Portfolios

At the heart of HALO's global research effort are the ready-to-invest thematic portfolios, known as Vues.

Theme	One Year return - as of 30/4/2024	Contains
Artificial Intelligence	80.80%	NVIDIA, Microsoft, Amazon
Tech Stars	64.38%	NVIDIA, AMD, Apple
Video Games and E-sports	46.96%	NVIDIA, Microsoft, EA Sports
India	42.12%	Infosys, HDFC Bank, ICICI Bank
Founder Led : High Growth	40.27%	Palantir, Draft Kings, Roku
Water - Liquid Gold	30.95%	Entegris, BASF, AECOM
Social Media	28.25%	Meta, Alphabet, Pinterest
Disruptive Technologies	27.86%	Amazon, Alphabet, Alibaba Group
Bank on it	26.40%	J.P.Morgan, Bank of America, Citi
5G Wireless Technology	23.55%	AMD, Qualcomm, Marvell

International Investing, Simplified

Vues provide fast and easy access to the world's biggest trends and most innovative companies.

Hand-Selected Portfolios

Each portfolio consists stocks with exposure to a particular theme, driven by an innovative trend or market insight.

Optimised Performance

Portfolios are monitored by our expert investment committee with comprehensive reviews completed every three months.

Investment summary and outlook

Focus on maintaining FUM growth momentum to build on strong start in to 2024.

Brokerage revenue in Quarter 1 of 2024 of \$3.8 million was 156% higher than prior corresponding period. This run rate implies an annualised brokerage revenue of \$15.2 million.

Active program designed to grow third-part distribution channels. Currently in discussions with several nationwide dealer groups.

Support HALO Invest in marketing and brand building initiatives in the United Kingdom.

Roll out new software features to improve user experience and lower barriers to entry for new users.

Promote themed portfolio Vues based on their proven exceptional investment performance to grow management fees as a proportion of revenue.

Continue to investigate additional offshore acquisition opportunities to expand footprint and grow distribution channels.

Financial report

Reuben Goodsell, CFO



FY23 Financial Statements Review

- Key Highlights

	FY23	FY22	Variance
Revenue from ordinary activities	\$13.4M	\$10.1M	33%
FUM	\$435.2M	\$192.4M	126%
Total Expenses	\$22.1M	\$13.1M	69%
EBITDA	\$(3.2)M	\$(0.3)M	967%
Net profit/ (loss) after tax	\$(7.2)M	\$(2)M	260%

Strong growth in revenue driven by increased brokerage and growing FUM.

NPAT was impacted by the \$2.9M decrease in fair value of Domacom & one-off UK acquisition costs.

Significant investment in the establishment of HALO Invest in the United Kingdom.

Continued investment in skilled headcount.

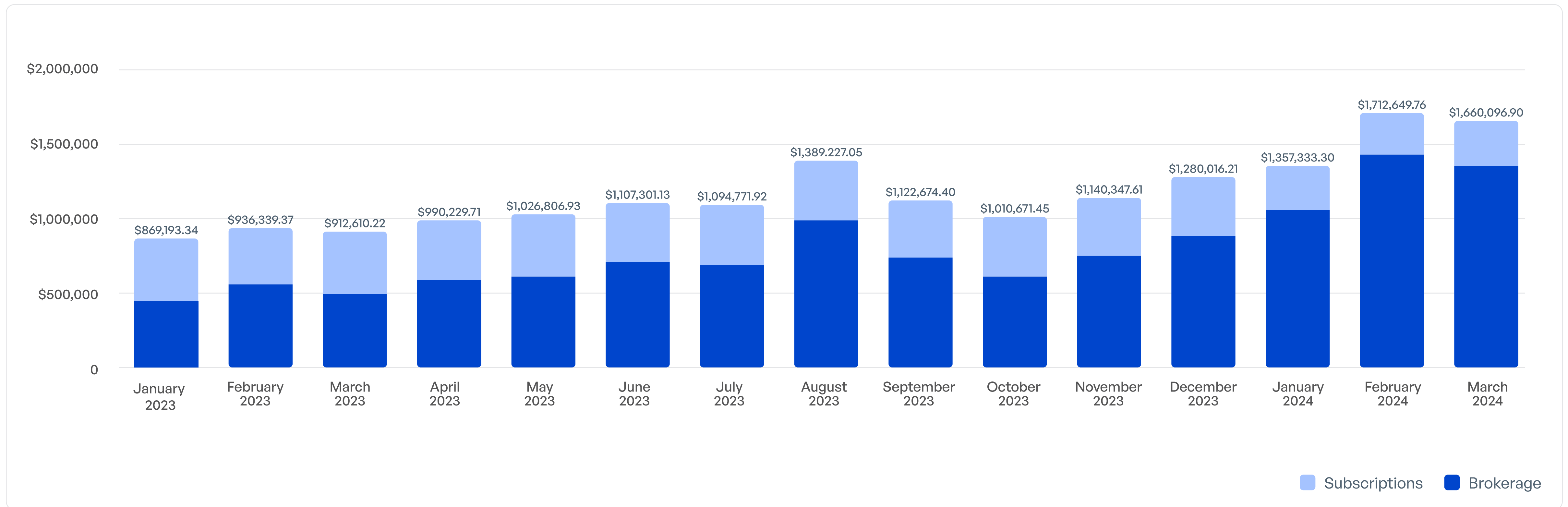
Key priorities in 2024 are continued growth in FUM and cost management.

Revenue growth and split

Strong growth in operating revenue, up 33.9% to \$12.9 million during FY23 with growth continuing into 2024

Brokerage revenue was the main driver of growth, up 80.7% to \$8.05 million

Proportional split between subscription and brokerage revenues will vary over time



Brokerage revenue

Brokerage revenue up 80.7% to \$8.05 million during FY23 as a direct result of growing FUM

Transaction based and influenced by FUM and general market activity

Strong start to FY24 with record-breaking Mar24 YTD brokerage revenue of \$3.8 million which is 153% higher than the prior corresponding period (Mar23 YTD: \$1.5M)

Brokerage by month



Questions



AGM procedural matters

Review of the Financial Statements, Directors' Report and Auditor's Report

This item is to receive and consider the Financial Report, the Directors' Report and the Auditor's Report of the HALO Technologies (and its controlled entities) for the year ended 31 December 2023.

Proxy Voting Summary

ITEM	FOR	AGAINST	DISCRETIONARY (OPEN)	ABSTAIN
Resolution 1 - Remuneration report	2,920,673 59.23%	1,768,241 35.86%	241,894 4.91%	12,180,485
Resolution 2 - Re-election of Ms Philippa Lewis	19,618,960 94.38%	910,516 4.38%	258,769 1.24%	281,381
Resolution 3 - Re-election of Mr Peter Oxlade	19,112,711 94.56%	856,682 4.24%	242,102 1.20%	858,131
Resolution 4 - Additional 10% placement capacity	19,045,757 91.04%	1,618,038 7.73%	256,394 1.23%	149,437
Resolution 5 - Renewal of proportional takeover provisions	20,236,073 96.75%	392,722 1.88%	286,394 1.37%	154,437
Resolution 6 - Spill resolution (conditional item)	1,637,936 35.22%	2,619,315 56.32%	393,292 8.46%	12,460,750

Resolution 1

Remuneration report

To consider and, if thought fit, to pass the following resolution as an ordinary resolution of the Company:

“To adopt the Remuneration Report for the year ended 31 December 2023.”

Resolution 2

Re-election of Ms Philippa Lewis

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

Resolution 3

Re-election of Mr Peter Oxlade

“That, Peter Oxlade, being a director who is retiring in accordance with Clause 10.2(d) of the Company’s Constitution and, being eligible, offers herself for re-election, be elected as a Director of the Company.”

Resolution 4

Additional 10% placement capacity

To consider and, if thought fit, to pass the following resolution as a special resolution of the Company:

“For the purpose of Listing Rule 7.1A and for all other purposes, to approve the issue of additional Equity Securities up to 10% of the issued capital of the Company (at the time of issue), calculated in accordance with the formula prescribed in Listing Rule 7.1A.2 over a 12-month period and on the terms and conditions set out in the Explanatory Memorandum.”

Resolution 5

Renewal of proportional takeover provisions

To consider and, if thought fit, to pass the following resolution as a special resolution of the Company:

“That, for the purposes of section 648G of the Corporations Act and for all other purposes, approval is given for the Company to renew the proportional takeover provisions in its Constitution, effective immediately.”

Resolution 6

Spill resolution (conditional item)

To consider and, if thought fit, to pass the following resolution as an ordinary resolution of the Company:

- An extraordinary general meeting of the Company (the ‘spill meeting’) be held within 90 days after the passing of this resolution;
- All of the directors who were directors of the Company when the resolution to make the Directors’ report for the year ended 31 December 2023 was passed, and who remain in office Halo Technologies Holdings Limited Level 4, 10 Barrack Street, Sydney, NSW www.halo-technologies.com 3 at the time of the spill meeting, cease to hold office immediately before the end of the spill meeting; and
- Resolutions to appoint persons to offices that will be vacated immediately before the end of the spill meeting be put to the vote at the spill meeting.

Thank You

HALO Technologies

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