H1 FY25 RESULTS PRESENTATION AND STRATEGY UPDATE

John Shuttleworth, CEO
Brendon Glass, CFO

24th of February 2025

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All numbers are as at 31 December 2024 unless otherwise stated. Numbers may not add up due to rounding.

The release of this announcement has been authorised by the Board of Directors.

RESULTS AND BUSINESS UPDATE

John Shuttleworth, CEO

CENTREPOINT ALLIANCE

KEY HIGHLIGHTS FOR H1 FY25

Consistent strong performance in a dynamic market, capitalising on our core expertise in licensee services while introducing new strategic initiatives to drive future growth

- Strong financial performance driven by **organic adviser growth**, the full year **impact of the acquisition of Financial Advice Matters Group Pty Ltd (“FAM”)** and **disciplined cost management**
- Licensee Services growth despite the tightening recruitment conditions with **556 advisers and net growth of +7** over the six months
- NPS at an **all-time high of +47** reflecting a high level of adviser satisfaction
- FAM fully integrated with all **employed advisers operating under the unified model**
- IconiQ **Investment** and **Superannuation Platform was successfully launched** in November 2024, with VIML as the operator of the IDPS and promoter of the Super Wrap
- iQ Portfolio’s **outperformed benchmarks in 2024**[1]. Inflows are building **across 5 platforms**

1. Net of fee returns versus investment objectives 12 months ending Dec 2024.

SNAPSHOT OF H1 FY25 RESULTS

$159.7m
Gross revenue
$19.2m
+14%
on H1 FY24

$20.1m
Net revenue
$3.4m
+20%
on H1 FY24

$5.3m
EBITDA (normalised)
Excludes LTI and one-off items
$1.2m
+29%
on H1 FY24

$4.6m
Profit after tax
$0.3m
on H1 FY24

Primarily driven by the Group transitioning to a tax paying entity

$9.2m
Cash
at 31 December 2024

Primarily driven by $2.6m cash provided by operations offset by $3.5m dividends paid, $0.8m NAB loan repayments, $0.7m payment for intangibles, PP&E and $0.5m for repayment on lease liabilities and $0.2m claims settled

Dividend
1.25¢
Ordinary
Fully franked to be paid 17 March 2025

CENTREPOINT RANKED #3 IN THE MARKET AND CONTINUES TO LEAD THE MARKET IN NET GROWTH DUE TO THE HIGH QUALITY OF OUR LICENSEE SERVICES WHICH RESULTS IN HIGH ADVISER SATISFACTION

CHANGES IN ADVISER NUMBERS BY LICENSEE 1 JAN 24 to 31 DEC 24

RANK	LICENSEE GROUP[1]	NUMBER OF ARS[2]	APPOINTMENTS	RESIGNATIONS	NET CHANGE
1	Entireti	1157	111	202	-91
	AMP Group	803			-63
	Fortnum Group	344			-28
2	Count	671	62	137	-75
	Count Group	344			-22
	Diverger Group	327			-53
3	Centrepoint Alliance	559	88	49	39
4	wealthtoday	520	71	111	-40
5	rhombus advisory	490	62	67	-5
6	sequoia wealth management	336	52	59	-7
7	Lifespan financial planning	290	38	26	12
8	NTAA	230	8	23	-15
9	Capstone financial planning	228	21	34	-13
10	infocus	180	20	56	-36

- M&A has reshaped the advice landscape over the past 2 years as licensees attempt to build scale
- Centrepoint has consistently been one of the best performing licensee groups
- Centrepoint's success in recruiting and retaining advisers is driven by the high quality of our service delivery, which results in high levels of adviser satisfaction

1. Licensee Group includes AFSL's that are 'dealer groups' but excludes licensee types that are not active participants in the licensee services market e.g. advisers within stock broking businesses and superannuation funds
2. Authorised Representatives Source: Wealthdata analysis of ASIC Register. Note appointments and resignations of ARs of entities purchased by the Licensee Group during the period are included in the statistics. Centrepoint number of 559 differs to internal reporting of 556 due to timing differences with ASIC register.

SERVICE STANDARDS CONTINUE TO IMPROVE – NPS AT ALL TIME HIGH

SERVICE STANDARDS[1] IMPROVE DESPITE HIGH VOLUMES

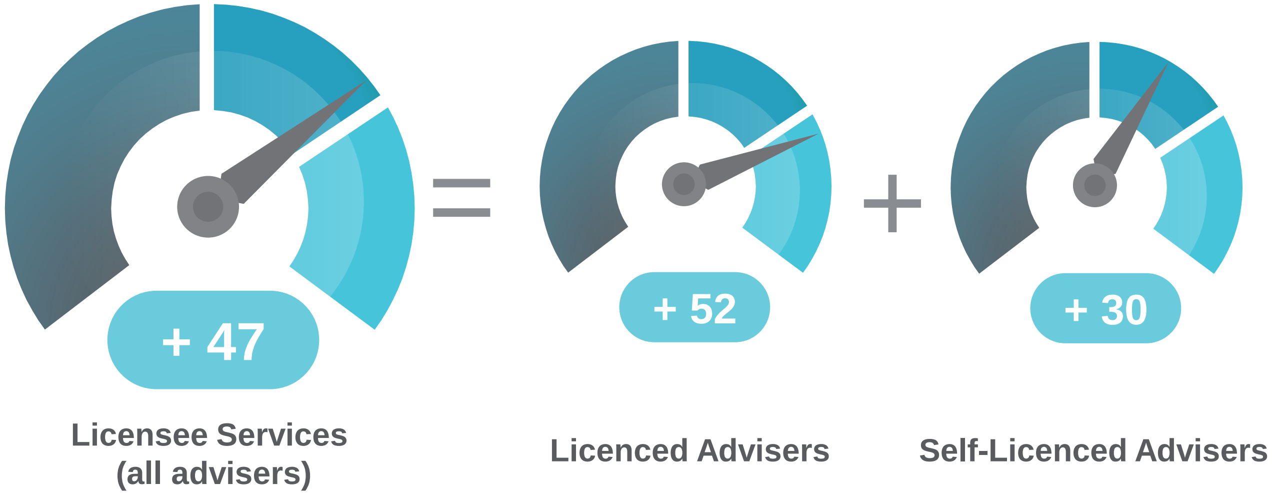
22,954 enquiries raised in H1 FY25

Average turnaround times
reduced to 1.27 days
in H1 FY25 compared to 2.07 days in H2 FY24

Enquiries closed within 2 days increased to
90.7% from 84.6% over H1 FY25

NET PROMOTOR SCORE[2]: ALL-TIME HIGH

The overall group NPS, including self-licenced results, stands at **47** which is an all-time high showing a significant improvement in adviser satisfaction



1. Service standards tracked using Salesforce from first contact to final resolution
2. For licenced advisers, the NPS score increased from 42 in May 2024 to 52 in November 2024. For self-licenced clients, the NPS score slightly decreased from 33 in May 2024 to 30 in November 2024.

SALARIED ADVICE INTEGRATED - STRONG OPPORTUNITY FOR GROWTH

BUSINESS SNAPSHOT

FINANCIAL ADVICE MATTERS *Achieving your goals* + CENTREPOINT ALLIANCE SALARIED ADVICE

H1 FY24

Revenue $4.2m

EBITDA $1.4m

ANNUALISED – JAN TO DEC 2024

Revenue $8.5m

EBITDA $3.0m

PROFILE

Household Clients ~2,000

Funds Under Advice $1.8b

Total Staff 33
– 19 advisers
– 14 direct support staff

INTEGRATION ACTIVITIES

The salaried advice business is completely integrated with a uniform operating model

- High staff retention
- Excellent client retention
- Unified advice process
- Advice fee harmonisation
- Standardised advice tech
- Adopting managed portfolios

GROWTH OPPORTUNITIES

1. **Capacity** within the group to service more customers with minimal impact on cost base
2. **Leveraging** industry fund relationships for client referrals
3. **Acquisitions** – the right business at the right price – strategic and tuck-in

FAM PERFORMANCE - FIRST TWELVE MONTHS

FAM Financial Performance	FY22 Act.	FY23 Act.	First 12 Months (Dec23-Nov24)
	PRE-ACQUISITION		
Net Revenue	$5.5	$5.8	$6.0m
Management Expenses	($4.4m)	($4.7m)	($4.4m)
EBITDA (excluding LTI, One-Off Costs & Deferred Consideration Release)	$1.1m	$1.1m	$1.6m
EBITDA Margin	20%	19%	27%

- FAM acquisition completed 1 Dec 2023
- EBITDA (first 12 months of operations) has increased by 45% to $1.6m in first twelve months of operations through operational efficiencies
- Revenue up 3.5%
- Management expenses down 6%
- Earnings accretive transaction

Sources: Centrepoint Alliance financial analysis; H1 FY25 financial results.

THE ICONIQ PLATFORM IS LIVE AND OUR FOCUS HAS SHIFTED FROM BUILD TO SALES - REGISTERING ADVISERS AND DRIVING INFLOWS

IconiQ Platform[1] Launched

- IDPS[2] soft launched October 2024
- Super Wrap launched December 2024

Features

- Rich functionality at a very competitive price
- Intuitive user experience
- Global technology partnership with FNZ
- Wide range of investment options
- Flexible account structures
- Comprehensive portfolio reporting
- Competitive pricing – no minimum fees

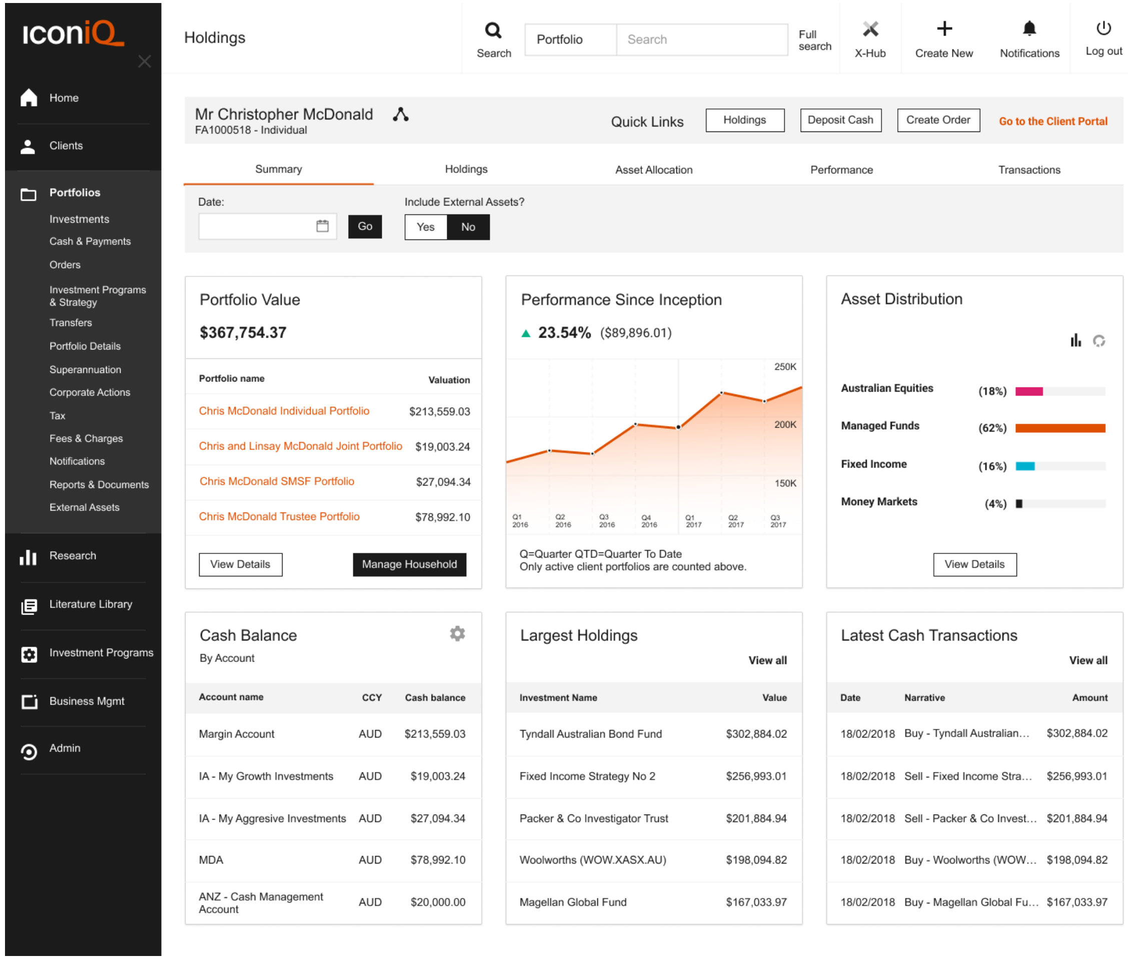
IconiQ SMA[3]

- Launched December 2024
- Provides investment managers and asset consultants an investment vehicle for managed accounts

Investment

Super

Separately Managed Accounts



1. Ventura Investment Management Limited ("VIML") is the operator of the IDPS and promoter of the Super Wrap
2. Investor Directed Portfolio Service ("IDPS")
3. VIML is the Responsible Entity of the Separately Managed Accounts ("SMA")

STRONG FIRST YEAR PERFORMANCE AND DISTRIBUTION ON MAJOR PLATFORMS WILL GENERATE INFLOWS

iQ Portfolios

Portfolio returns for 12 months ending 31 December 2024 performed above the investment objective across all risk profiles:

	1 year return	Investment Objective	Over/under performance[1,2]
iQ Portfolio Growth 30	7.8%	Aust. CPI+1%	4.3%
iQ Portfolio Growth 50	10.1%	Aust. CPI+2%	5.6%
iQ Portfolio Growth 70	13.1%	Aust. CPI+3%	7.6%
iQ Portfolio Growth 85	15.4%	Aust. CPI+4%	8.9%
iQ Portfolio Defensive 70	5.5%	Aust. CPI+1%	2.0%
iQ Portfolio Defensive 50	6.6%	Aust. CPI+2%	2.1%
iQ Portfolio Defensive 30	8.2%	Aust. CPI+3%	2.7%

NOW AVAILABLE ON PARTNER PLATFORMS

MACQUARIE

HUB24

EXPAND | Insignia Financial

BT Panorama

iconiQ

1. Over / under performance is the performance relative to the Australian CPI+ objective in the Product Disclosure Statement ("PDS")
2. Minor variations in numbers due to rounding and weighted adjustments.

FINANCIAL PERFORMANCE

Brendon Glass, CFO

CENTREPOINT ALLIANCE

A strong first-half financial performance driven by FAM acquisition and adviser fee growth

FINANCIAL RESULTS SUMMARY

For the period	H1 FY24 ($m)	H2 FY24 ($m)	H1 FY25 ($m)
Gross Revenue	**140.5**	**147.5**	**159.7**
Adviser fees	(123.8)	(128.1)	(139.6)
Net Revenue[2]	**16.7**	**19.4**	**20.1**
Management Expenses	(12.6)	(14.4)	(14.8)
EBITDA (excluding LTI, One-Off Costs & Deferred Consideration Release)	**4.1**	**5.0**	**5.3**
Cost to Income Ratio	75%	74%	74%
LTI Costs	(0.2)	(0.1)	(0.1)
One-Off Costs	(0.7)	(0.2)	(0.1)
FAM Contingent Consideration Release	-	-	1.3
EBITDA	**3.2**	**4.7**	**6.4**
Depreciation, Amortisation, Impairment, Finance Costs	(0.8)	(1.5)	(1.5)
Net Profit/(Loss) before Tax	**2.4**	**3.2**	**4.9**
Net Profit/(Loss) after Tax	**4.9**	**2.9**	**4.6**

Sources: Centrepoint Alliance financial analysis; H1 FY25 financial results.
*Note: **1** FAM acquisition completed 1 Dec 2023.*
*Note: **2** CAF attributable revenue.*

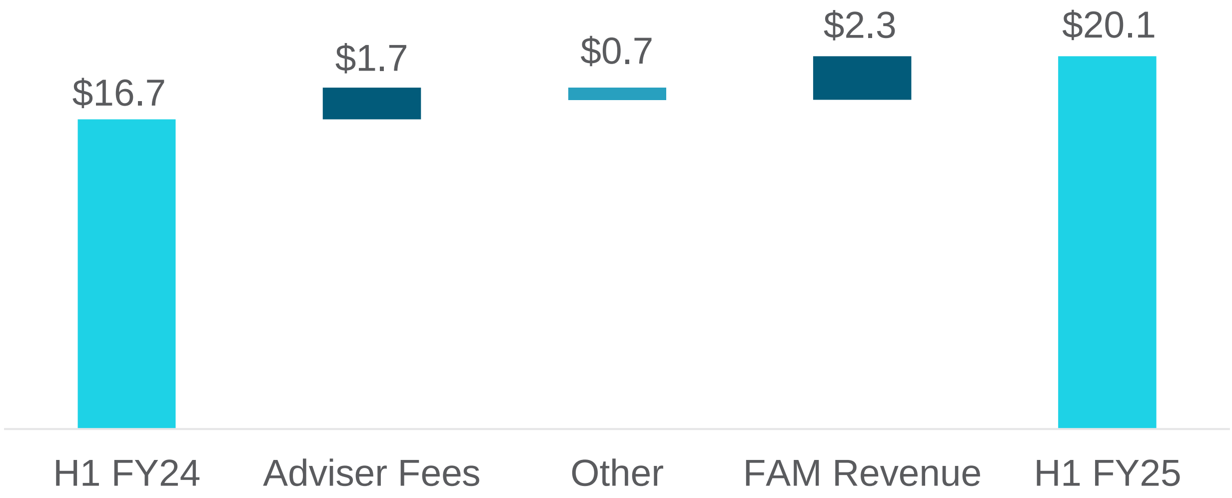
PCP COMPARATIVES

- Gross revenue up $19.2m (14%)
- Net revenue[2] up $3.4m (+20%) driven by revenue uplift from FAM acquisition and organic licenced fee growth offsetting reduction in other revenue
- Management expenses up 3% (17% including FAM acquisition primarily driven by expense increase from FAM acquisition and inflation)
- Cost to income ratio continued to improve from 75% to 74%
- $1.3m contingent consideration provision release relating to FAM acquisition[1]
- EBITDA (excluding LTI, One-Off Costs & Contingent Consideration Release) of $5.3m up $1.2m (+29%) driven by FAM acquisition and organic growth in licenced fees and adviser numbers
- NPBT of $4.9m up $2.5m, driven by $1.2m growth in EBITDA and $1.3m FAM contingent consideration release in H1 FY25

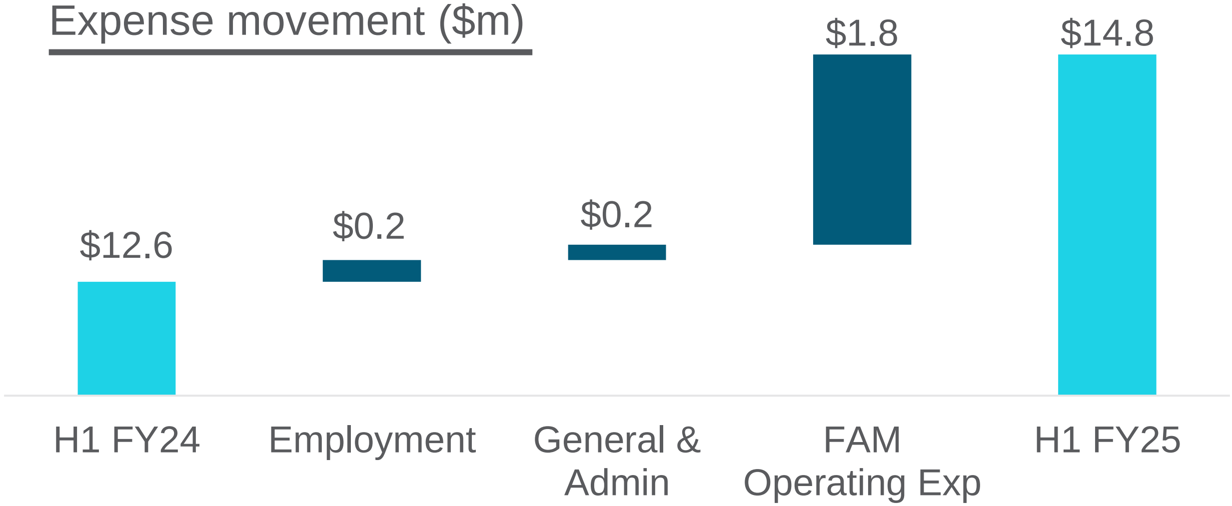
FAM acquisition, organic adviser recruitment and licenced price increase contributes to earnings growth

REVENUE AND EXPENSE ANALYSIS

Net Revenue movement ($m)



Expense movement ($m)



Key net revenue movements (vs. PCP):

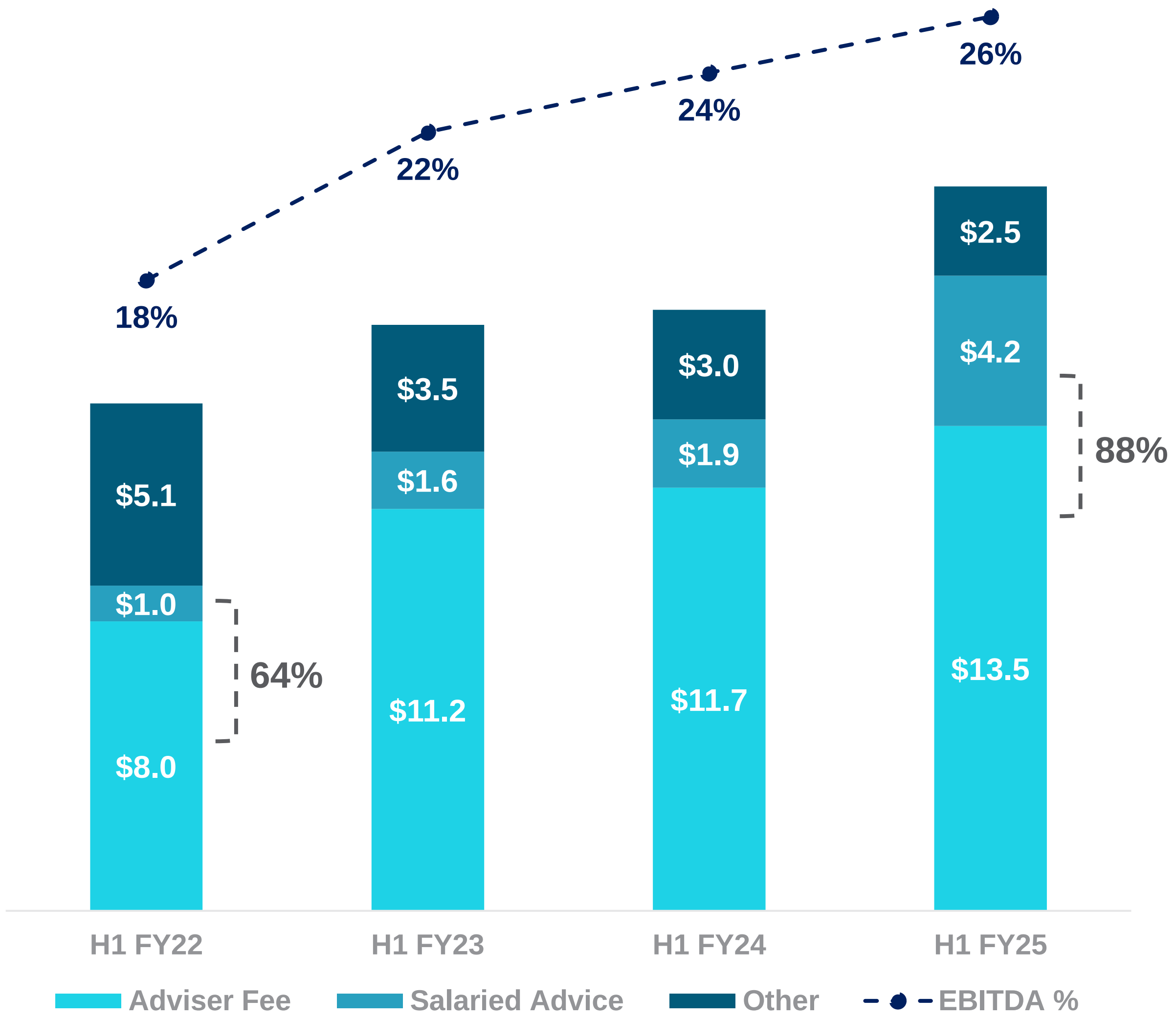
- Adviser fees up $1.7m primarily driven by:
  - $0.7m from licenced adviser growth from 518 in H1 FY24 to 556 in H1 FY25
  - $0.7m from licenced fee rate card increase effective 1 July 2024
  - $0.1m Fee growth in self-licenced network from fee rate card increase and $0.2m virtual services revenue growth
- $0.7m reduction in Other revenue driven by reductions in partner program revenue, lending and VMAPs funds margin
- $2.3m revenue increase from FAM acquisition (1 month in H1 FY24 vs 6 months in H1 FY25)

Key expense movements (vs. PCP):

- Excluding the impact of FAM acquisition, expense up by $0.4m (3%) to PCP mainly driven by inflationary increases:
  - Employment up $0.2m (2%)
  - General & admin up $0.2m (4%)
- $1.8m increase in expense resulting from FAM acquisition (1 month in H1 FY24 vs 6 months in H1 FY25)

Sources: Centrepoint Alliance financial analysis; H1 FY25 financial results.

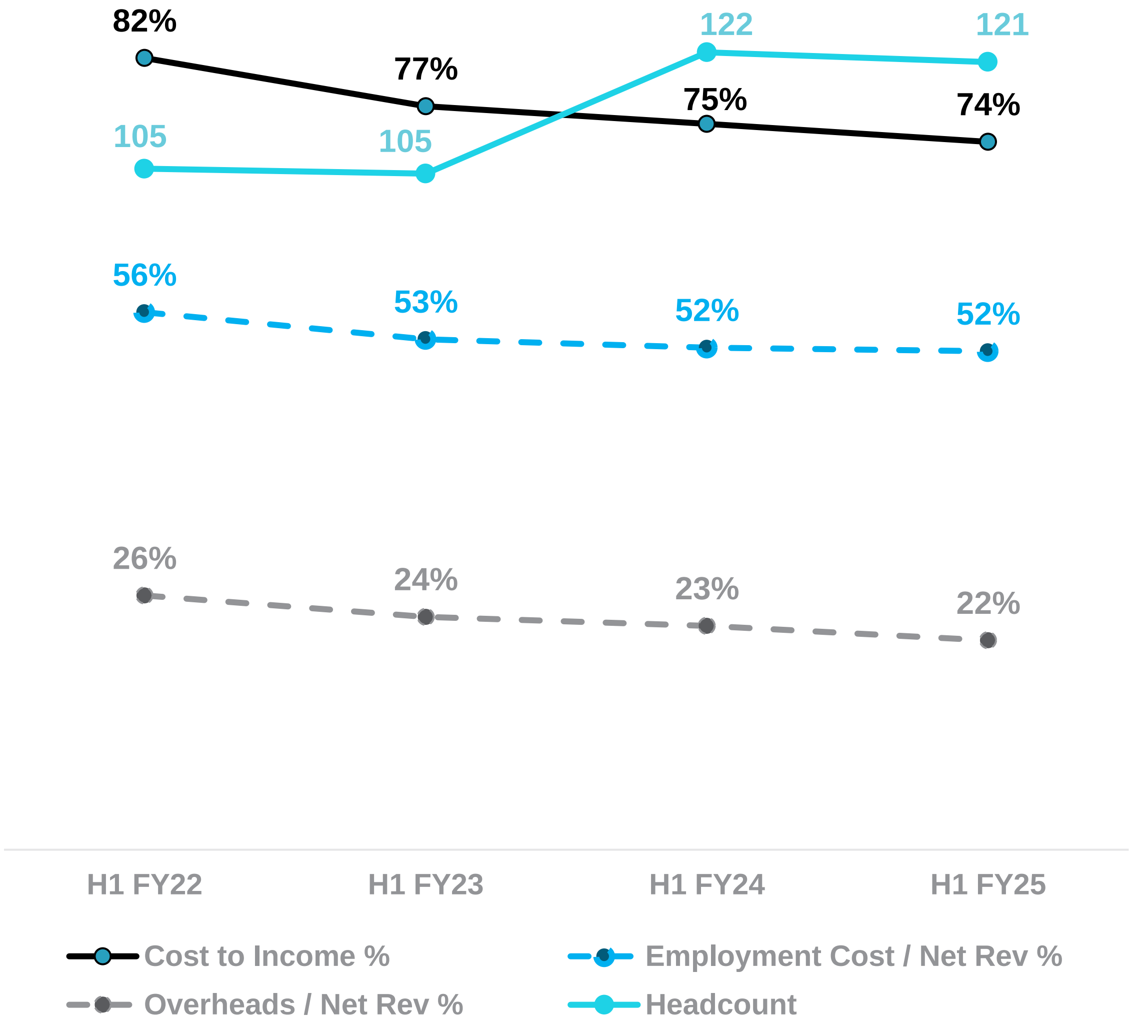
CONTINUED NET REVENUE GROWTH



- Adviser Fee net revenue share has grown from 57% H1 FY22 to 67% H1 FY25 driven by impactful organic recruitment and fee growth
- Salaried Advice net revenue share has grown from 7% H1 FY22 to 21% H1 FY25 driven by contributions from ClearView Advice and FAM acquisitions
- Other revenue contributions have reduced from 36% H1 FY22 to 12% H1 FY25 driven by investment margin & cessation of platform rebates, somewhat offset by development of partner programme sponsorships and noting that investment management has been relaunched in the last quarter of 2024
- EBITDA margin has grown from 18% H1 FY22 to 26% H1 FY25 driven by high margin contributions from salaried advice and disciplined expense management

Sources: Centrepoint Alliance financial analysis; H1 FY25 financial results.

CONSISTENT EXPENSE MANAGEMENT



- Cost to Income ratio down from 82% H1 FY22 to 74% H1 FY25 driven by operational efficiencies from acquisitions together with overhead savings
- Expenses down from 26% to 22% of Net Revenue despite net increase in headcount post acquisitions

Sources: Centrepoint Alliance financial analysis; H1 FY25 financial results.

Sound balance sheet with adequate leverage and additional $7.6m undrawn bank facility to drive inorganic growth

BALANCE SHEET

For the period ended	30Jun24 ($m)	31Dec24 ($m)
Cash & Cash Equivalents	12.2	9.2
Trade and Other Receivables	8.7	8.8
Property, Plant & Equipment	0.4	0.3
Right-of-use Assets	2.2	1.7
Intangibles and Goodwill	26.2	26.2
Deferred Tax Assets	7.8	8.1
Other Assets	1.5	2.4
Total Assets	**59.0**	**56.7**
Trade and Other Payables	11.0	10.2
Lease Liabilities	2.2	1.7
Claims Provision	0.5	0.2
Employee Entitlements & Other Provision	5.3	3.2
Income Tax Payable	-	0.8
Loan Payable (NAB)	3.2	2.4
Loan Payable (other)	-	0.4
Deferred Tax Liabilities	3.5	3.3
Total Liabilities	**25.7**	**22.2**
Net Assets	**33.3**	**34.5**
Net Tangible Assets	2.8	3.5
Net Tangible Assets (cents per share)	1.4	1.7

Sources: Centrepoint Alliance financial analysis; H1 FY25 financial results.

- Cash & cash equivalents decrease of $3.0m primarily due to $3.5m dividends paid pertaining to FY24 financial results, $0.8m NAB loan repayments, $0.7m payment for intangible assets and property, plant & equipment, $0.5m repayment of lease liabilities and $0.2m claims settled, offset by $2.6m cash provided from operations
- Claims provision decrease of $0.3m due to cash settlements, primarily from one material claim of $0.2m. 9 open claims (FY24:10)
- Loan payable (NAB) decreased by $0.8m due to 2 quarterly repayments
- Net tangible assets increased by $0.7m primarily due to increase in net assets of $1.2m offset by increase in intangibles and net deferred tax asset/liabilities of $0.5m

CASH MOVEMENT H1 FY25

- Cash in Dec 2024 closed at $9.2m (Jan 2025 cash balance closed at $11.1m)
- H1 FY25 gross cash from operations $4.7m
- $0.09m one-off costs predominantly redundancies
- $1.9m working capital movement primarily related to trade payables and employee leave
- Claims paid out $0.2m
- Interest income and Other recoveries $0.4m
- 2 quarterly NAB repayments of $0.4m each
- Dividend paid $3.5m

Sources: Centrepoint Alliance financial analysis; H1 FY25 financial results.

OUTLOOK

CENTREPOINT
ALLIANCE

SUMMARY AND OUTLOOK

The Group's strength in its core business of licensee services combined with new strategic initiatives position it well for growth

- Dislocation in the market continues to create recruitment opportunity
- Strategic initiatives focused on higher recurring margins
- Earnings update for FY25 in the range of EBITDA $10.25m to $10.5m
- Corporate tax payment obligations commence in H2 FY25 in relation to FY24 earnings

CENTREPOINT ALLIANCE

APPENDIX

FINANCIAL SNAPSHOT

Expense Management	H1 FY23	H1 FY24	H1 FY25
Headcount FTE	104.5	122.0	120.6
Employment Cost / Net Revenue	52.7%	52.2%	51.8%
Employment Cost / Gross Revenue	6.4%	6.2%	6.5%

Risk Management	H1 FY23	H1 FY24	H1 FY25
ECL to Gross Revenue Ratio	0.01%	0.02%	0.03%
Number of Claims Paid Out	7	7	3
Claims Paid Out	$0.1m	$0.3m	$0.3m

- Continued headcount management at 120.6 post FAM acquisition
- Employment cost / Net revenue ratio reduced to 51.8% despite inflationary pressure
- Employment cost / Gross revenue ratio in the range of 6% - 6.5%
- Nominal credit risk

Balance Sheet	H1 FY23	H1 FY24	H1 FY25
Closing Cash	$15.4m	$12.4m	$9.2m
Net Current Assets	$7.7m	$3.3m	$3.4m
Net Tangible Assets	$9.0m	$1.9m	$3.5m
Goodwill & Intangible Assets	$17.5m	$24.3m	$26.2m
Deferred Tax Assets	$5.7m	$8.3m	$8.1m
Loan Payable (NAB)	-	($4.0m)	($2.4m)

Shareholder Returns	H1 FY23	H1 FY24	H1 FY25
Ordinary Dividend Yield	6.3%	10.0%	9.4%
Basic Earnings Per Share	1.55cps	2.46cps	2.30cps
Annualised ROE[1]	18%	16%	24%

- Cash reduction from H1 FY23 primarily driven by $7.6m paid for FAM acquisition in H1 FY24, $11.4m dividends paid, $2.1m in lease repayments & finance cost offset by $12.4m net cash from operations and net $2.4m NAB loan ($4m borrowings less $1.6m repayments)
- Consistent ordinary dividend yield ranging 8 - 10%
- Basic EPS growth and ROE up 8 percentage points on PCP

Sources: Centrepoint Alliance financial analysis; H1 FY25 financial results.
*Note: **1** NPBT / Shareholder Funds.*

CORPORATE SNAPSHOT

CAPITAL STRUCTURE

ASX stock code	CAF
Cash balance as at 31 Jan 2025	$11.1m
NAB loan balance as at 31 Jan 2025	$2.4m
Share price as at 20 Feb 2025	$0.32
Shares on issue as at 31 Dec 2024	198.9m
Performance rights as at 31 Dec 2024 (nil ex price, various expiries)	8.6m
Fully diluted shares as at 31 Dec 2024	207.5m

EXPERIENCED AND INVESTED LEADERSHIP TEAM

Board & Management	Role	Shares held as at 15/01/25
Mr Georg Chmiel	Chairman	0.97m (0.5%)
Mr Martin Pretty	Non-Executive Director	0.18m (0.1%)
Mrs Linda Fox	Non-Executive Director	-
Mr Anthony Vogel (TIGA)	Non-Executive Director	0.03m (0.02%)
Mr Peter Rollason (COG)	Non-Executive Director	-
Mr John Shuttleworth	Chief Executive Officer	0.2m (0.1%)
Mr Brendon Glass	Chief Financial Officer	-
Total Board & KMP		**1.4m (0.7%)**

TOP SHAREHOLDERS

Investors As at 15/01/2025	Shares held (% of SOI)
Thorney Investment Group	53.4m (27.0%)
COG Financial Services	39.6m (20.0%)
Sage Capital Group Pty. Ltd	12.4m (6.2%)
Alan Crozier	5.0m (2.5%)
HGL Ltd.	4.2m (2.1%)
Richard Nelson	3.6m (1.8%)
Total Top 20	**138.5m (69.6%)**

Sources: Nasdaq Boardvantage; ASX; H1 FY25 financial results

QUESTIONS