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2021 ANNUAL GENERAL MEETING

Easton Investments Limited (**Easton or the Company**) will today address shareholders at its Annual General Meeting, commencing at 10:30am AEDT.

Attached is a copy of the Address to be delivered by the Chairman, Mr Kevin White, and the Presentation to be delivered by the Managing Director, Mr Nathan Jacobsen.

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Authorised for release by Kevin White, Chairman.



2021 ANNUAL GENERAL MEETING

CHAIRMAN'S ADDRESS

Before taking questions, I would like to briefly address the meeting and then hand over to Nathan Jacobsen, our Managing Director, to present his report to shareholders on our Company's performance over the last 12 months and to provide an update on the Company's near term outlook and its strategic priorities.

I am extremely pleased to report that our Company and its businesses have performed strongly after another challenging COVID affected year, reflecting the outstanding efforts, dedication and resilience of our people, and also due in part to the recurring nature of a significant portion of the Company's income which is derived from professional support services and products delivered on-line to accountants and financial planners (advisers).

Recapping briefly on the major achievements of the last 12 months, we have:

- Simplified the Company by reducing our number of business interests;
- Strengthened our balance sheet and financial position (with a net cash position of \$3.6m at 31 October 2021);
- Recommended an off-market proportional takeover offer from HUB24 Limited (**HUB24**), which resulted in HUB24 becoming a substantial shareholder in Easton with a 31.5% interest;
- Entered into an important strategic relationship with HUB24, encompassing a technology and distribution agreement, which provides future access to innovative technology and data solutions, specifically focused on repositioning Easton with a competitive advantage in the delivery of efficient, cost-effective solutions and services to advisers, accountants and their clients;
- Acquired Paragem Limited (**Paragem**), a licensee entity previously owned and operated by HUB24;
- Appointed a new managing director, Mr Nathan Jacobsen, with effect from 1 February 2021;
- Strengthened our Board with the appointment of a new non-executive director, Mr Anthony McDonald; and
- Reset the Company's strategic plan with a more concentrated focus on achieving a step change in scale and capability to become a market leader in the delivery of services to accountants and advisers where our Company has a highly competitive position, defined strengths and widely recognised expertise.

At the same time, our Company has continued to perform extremely well, reflecting the high quality of our continuing businesses, the recurring nature of the income derived from those businesses and our business diversity across the accounting and wealth sectors where Easton is a leading provider of solutions and services.

Underlying Profit increased by 20% to \$6.81m, an excellent result considering the adverse impact of COVID19 on face-to-face training, the loss of earnings from divested operations and the on-going investment in operational capability and efficiency.

Whilst some of our businesses have been negatively impacted by COVID-19, the very nature of our businesses and the important role that they play, combined with our business diversity and dedicated staff, has held our Company in good stead. Our narrower focus on core businesses with an on-line service capability has allowed us to continue to meet the increased demands placed on our businesses, our people, our members and our advisers.

Cash flow generated from operations of \$7.53m was a strong result, being broadly in line with Underlying Profit and contributed to the extinguishment of borrowings during the financial year.

A final dividend of 2.5 cents per share fully franked has been declared, bringing the full year dividend payment to 9.0 cents per share fully franked, including a special dividend of 5.0 cents per share fully franked paid in January 2021.

Looking Ahead

Directors believe that the Company has an exciting future to build scale and expand the delivery of its core services to the accounting and wealth sectors with the support and backing of HUB24 as a significant shareholder and following the resetting of the Company's strategic plan under the guidance of our new managing director.

It is in this context that the Board is today seeking a change of Company name as the current name, 'Easton Investments Limited', no longer reflects the activities, strategic intent or focus of the Company. A refreshed brand with a contemporary look is well overdue and the proposed new name, 'Diverger Limited', is considered by the Board to better reflect the reset strategy and to differentiate the Company in a competitive market.

More generally, Directors plan to build on the progress made over the last 12 months in terms of capability with a focus on operational efficiency and client engagement, including through access to HUB24's technology solutions and data capability. The related investment, together with higher corporate costs from a strengthened leadership team, will impact short term earnings performance, but is essential if the Company is to realise its underlying organic growth potential.

At the same time, Directors confirm their intention to pursue a step change in scale and capability in line with the Company's reset strategic plan, mindful that Easton today has some excellent businesses but is a relatively small listed company with limited liquidity. While Directors remain receptive to exploring major opportunities over the coming year that are considered capable of enhancing scale, we will only transact where there are clear and sustainable benefits for our Company and its shareholders.

It is also worth noting that the Company holds an attractively priced call option to move to 100% ownership of Tax Banter in January 2022, which will involve capital investment, but which is expected to lift earnings from core training businesses to the accounting profession.

In summary, whilst Directors are pleased with the progress that the Company has made over the last 12 months and the improvement in the Company's share price over this period, Directors continue to be of the view that our share price does not fully reflect the underlying value of our Company or its businesses. The pricing of recent transactions for comparable businesses, especially in the wealth sector, reinforces this view having regard to valuation benchmarks and metrics.

Acknowledgements

In October 2020, Mr Greg Hayes, stepped down as the Company's managing director after some 6 years in the role. Greg continued to play a valuable role as a non-executive director until his retirement from the Board in August 2021.

On behalf of the Board and shareholders, I would like to thank Greg for his valued contribution, leadership and tireless efforts over this period as the Company has grown and developed on the back of a consistent record of increased earnings and dividends and with excellent growth prospects.

As mentioned earlier, Mr Nathan Jacobsen joined the Company as its new managing director in February 2021. We feel very fortunate to have attracted Nathan to our Company to lead Easton through its next growth phase. Easton today has some high-quality businesses and we are confident that Nathan has the requisite experience, knowledge and skills to develop and further enhance the value of those businesses, identify new business opportunities as part of a broad-based strategic plan to achieve a step change in scale and to create future value for our shareholders.

Prior to joining Easton, Nathan was a senior executive with HUB24 with the dual roles of managing director of Paragem and Group Executive of HUB24's Advice and Technology Solutions. He is a capable and experienced executive with relevant knowledge and leadership capability to capitalise on both the opportunities presented by the strategic partnership with HUB24 and Easton's broader integrated growth strategy across the accounting and wealth sectors.

On behalf of the Board and shareholders, I would also like to welcome Mr Anthony (Tony) McDonald to the Easton Board. Tony joined our Board as a non-executive director in February 2021 and our Company is already benefitting

from his broad background, qualifications, knowledge and experience in both the financial services sector and the listed company environment. His appointment as a nominee of HUB24 is expected to reinforce the strategic partnership with HUB24 and will further strengthen the Easton Board.

I would like to especially acknowledge and thank our executive team and staff for their hard work, efforts and commitment during a difficult and taxing year for all industry participants. Their dedication and accomplishments have underpinned the continued growth and success of our Company and our businesses in a time of great uncertainty and on-going disruption to our lives, our community and the way we work and communicate.

I would also thank shareholders for your support and re-affirm that Directors remain committed to creating value for our shareholders.

Today's Resolutions

As shareholders will be aware, there is a larger number of Items of business to be voted on at today's AGM than usual. As mentioned earlier, one resolution relates to the proposed change of Company name to better reflect its reset strategy and direction. I would also draw specific attention to the introduction and application of a long term incentive plan that is designed to align our key people with our reset strategy to achieve a step change in scale and to remunerate them for out-performance through conventional 'at risk' remuneration. Six of the 13 resolutions to be dealt with today relate to the Company's long term incentive plan in one form or another. The remainder of the resolutions, I would suggest, are more routine.

I will now invite Nathan Jacobsen to present his Managing Director's report.



Easton Investments Limited

2021 Annual General Meeting

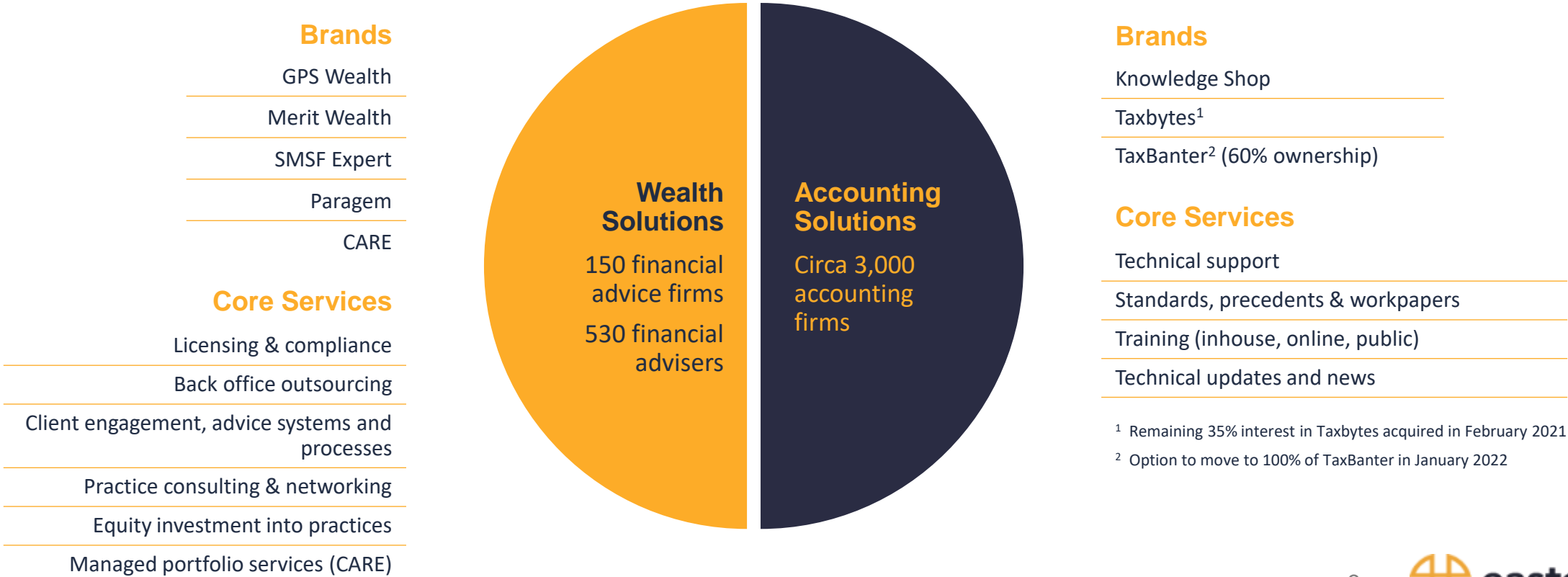
18 November 2021

Managing Director's Address

Nathan Jacobsen

Easton Investments today - leading service provider to accountants and financial advisers

The Company provides services to circa 3,000 accounting practices, over 150 financial planning firms and 530 licensed advisers



¹ Remaining 35% interest in Taxbytes acquired in February 2021
² Option to move to 100% of TaxBanter in January 2022

FY21 – Strong year of growth, positioning for step change

24% growth in Net Revenue¹, driven by momentum in both segments

Elimination of all debt and material improvement in free cash flow

Backing of a new significant shareholder & appetite to invest

Strategic intent to triple Net Revenue in next three years, primarily through acquisition

1 Net revenue = operating revenue from continuing operations less adviser revenue share and cost recoveries (ASIC levy and adviser systems)

FY21 Financial Highlights

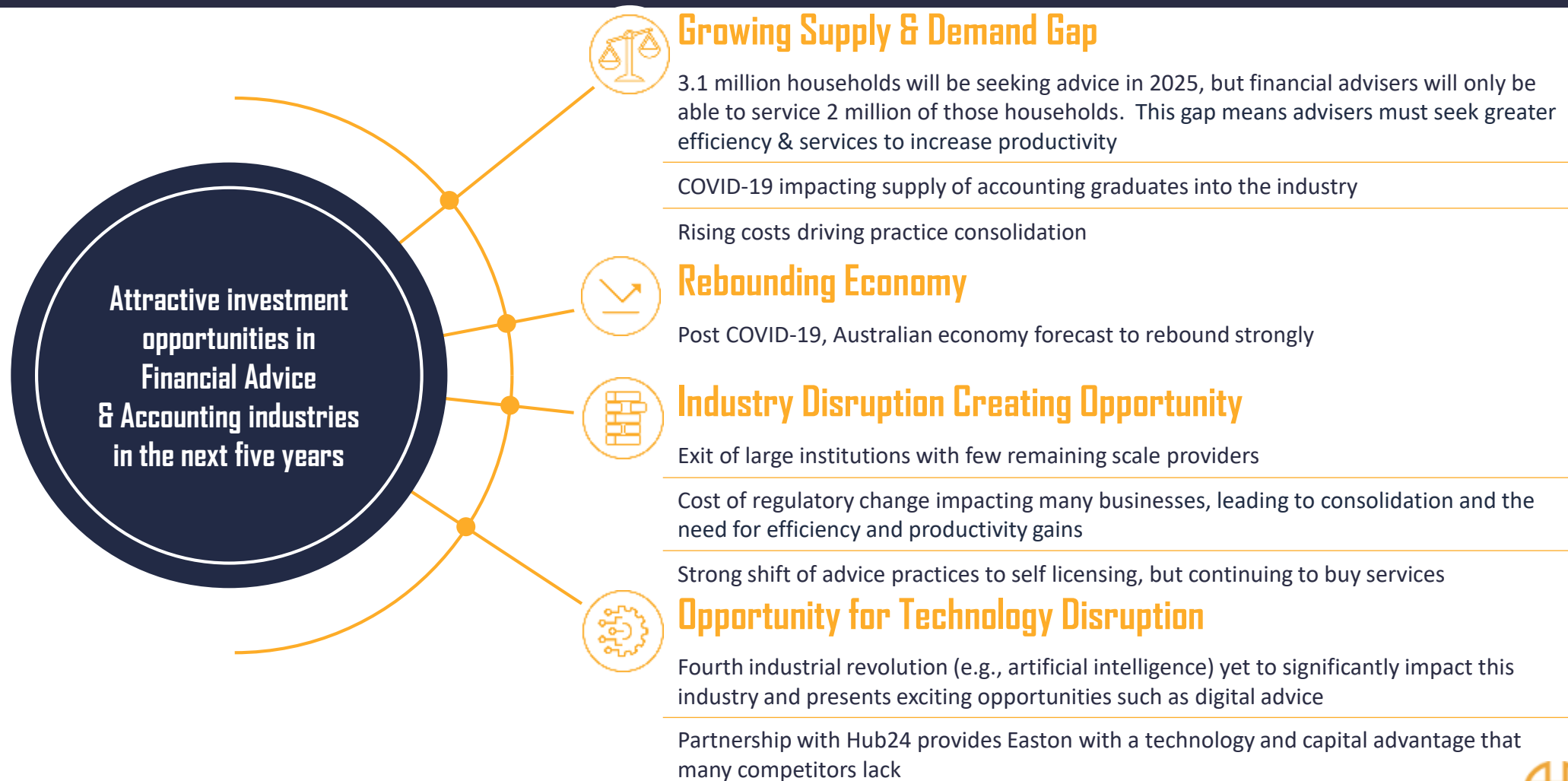
Materially strengthened operating business

Net Revenue	A\$27.71 m	▲	+24% PCP
Underlying Profit ¹	A\$6.81 m	▲	+20% PCP
Net cashflow from operations	A\$6.26 m	▲	+142% PCP
NPAT	A\$2.98 m	▲	+70% PCP
Basic EPS	7.02 cents	▲	+63% PCP

Strengthened balance sheet with surplus funds of \$2.26m, (2020: Net Debt \$8.15m)

1 Underlying Profit = Normalised EBITA, which is Normalised Earnings before Interest, Tax and Amortisation. Underlying Profit is an unaudited, non-IFRS measure and is used by the Company to assess performance as it excludes non-cash amortisation, acquisition/divestment and recapitalisation costs, restructure costs, impairment and fair value adjustments, gains/losses on divestments and lease accounting under AASB 16 Leases.

Easton considers the current market an attractive investment opportunity



Our vision is to lead the market in services to advisers and accountants



Triple Net Revenue in the next 3 years , primarily through acquisitions that grow market share and expand core services



Grow client base in the high margin Accounting Solutions business by 40% in the next 3 years



Grow Net Contribution margin in Wealth Solutions to 40% in 2025 (on net revenue) by investing in advice systems and processes and leveraging our technology partnership with HUB24



Become the leading non institutional provider of services to both self-licensed and licensed advice practices

FY22 Full Year Outlook - Group

Investment in growth strategy

- Launch of a service offer to self licensed advisers
- Development of HUB24 partnership, with HUBconnect Licensee solution extended across Easton
- Continued extension of Knowledge Shop training to financial advisers
- Work commenced on equity investment into top advice practices to accelerate growth

FY22 Group outlook

- Organic growth from Continuing Operations, but lower growth rate than FY21
- Higher corporate costs through re-investment in leadership and company infrastructure, offset by lower normalised one-off restructure costs incurred in FY21
- Continued exploration of strategic M&A opportunities to accelerate growth in net revenue, following divestments in prior years

FY22 Full Year Outlook - Segments

Wealth Solutions

- Higher growth occurring in both Net Revenue and earnings contribution
- Full year contribution from Paragem acquisition, with scale benefits improving margin
- 23 new full advisers (gross) in 1H, offset by circa 100 limited advisers expected to depart due to FASEA reforms
- CARE FUM continuing to grow, now \$2.1B

Accounting Solutions

- Modest growth in Net Revenue following 40% net growth in FY21, while earnings expected to be flat from Continuing Operations
- Continued growth in Knowledge Shop membership
- Training revenue flat on prior year but regaining momentum after delayed return to face to face events and ending of COVID stimulated online training
- Move to 100% ownership of TaxBanter in January 2022

Company re-brand

The existing Easton Investments name and branding does not align with the sub brands, the future strategy or the defined DNA of the business

A new name for Easton Investments is about setting a new direction, consistent with the growth strategy



Divergers create positive change.

We step outside our comfort zone to create more possibilities for our clients.

Our vision

Growing a collective of
Australia's best brands to
form a singular movement
and create positive change
in accounting and wealth.





Our beliefs

CREATE POSITIVE CHANGE

We are optimistic and visionary in our approach to people and business. We know this industry can be better and we are on a journey to create positive change. Through our expertise and passion we know how to make a difference and we know why it's important. We believe we can change the world through good advice and we will continue to keep the end consumer at the heart of everything that we do.

WE TAKE OUR WORK SERIOUSLY, NOT OURSELVES

We don't have to be uptight about how we do business or communicate. What we do is critical to people's businesses, careers and their clients futures, but we know we can do it with humility and a smile. Being an expert in our field doesn't mean we think we know everything all of the time; but when we don't know it we will find it out. Having knowledge doesn't mean we need to come across as arrogant; no one person is going to have all the good ideas. We need to keep it real and we hold each other accountable to also having fun.

NOTHING GOOD COMES FROM YOUR COMFORT ZONE

True greatness cannot be achieved by doing the same things we have always done. There is an energy and personal satisfaction that comes from pushing yourself and the people around you to do better, and be better. We believe this is critical to not only our success, but our clients success as well.

THE EXPERIENCE MATTERS

We care deeply about our people and our people's people. Relationships are everything. We humanise our approach and ensure the people have great experiences with our business at every touchpoint. We also believe technology can make that experience more human and has the potential to improve outcomes; we are invested in this.

KNOWLEDGE MAKES THE DIFFERENCE

Our whole business is based around empowering people with powerful, timely and really, really useful information... that improves outcomes. Knowledge can make the difference between success and failure. We must be driven in our pursuit of knowledge and connecting our people to what matters most.

Disclaimer

The information contained in this presentation is not intended to be exhaustive and must be considered in conjunction with all other publicly available information disclosed by Easton to the Australia Securities Exchange from time to time.

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This presentation has not been subject to auditor review.

Easton Investments

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