

16 November 2022

The Manager
Company Announcements
Australian Securities Exchange

By electronic lodgement

AGM Presentation

The attached AGM presentation has been authorised for release to the market by



Philip Chard
Company Secretary
Tel 0424 814156



FY22 Annual General Meeting

DomaCom Limited (ASX:DCL)
Annual General Meeting Presentation
16 November 2022



- ❖ Welcome & Introductions
- ❖ Approval of Minutes of Annual General Meeting held on 22 December 2021
- ❖ Chairman's Report
- ❖ CEO's report
- ❖ CFO's review
- ❖ Receipt of Reports and Financial Statements
- ❖ Resolutions
- ❖ Any other business



Prof. John R Hewson AM
Non-Executive Chair

Dr Hewson has had several careers in academia, bureaucracy, business, politics, and the media. He is currently a Professor in the Crawford School of Public Policy at ANU, and an Adjunct Professor at Curtin, UTS, Canberra and Griffith Universities, as well as a former Professor and Head of the School of Economics at UNSW, and Professor of Management and Dean Macquarie Graduate School of Management at Macquarie University.



John Elkovich
Chief Executive Officer

John has been within the wealth management industry for 30 years during which time he has held senior roles in both Australia and Asia. He is an experienced leader with a successful and diverse background in strategy and transformation, distribution and sales, innovation, operations, governance and compliance.



Grahame Evans
Deputy Non-Executive Chair

Grahame has held a variety of board positions including Chairman of Australian, Canadian, Singaporean & Chinese investment & advisory businesses and also as a director of Malaysian and New Zealand companies.



Ross Laidlaw
Executive Director & Chief Commercial Officer

Ross has worked in financial services for over 30 years, with deep and expansive experience across markets in Australasia, Europe and America. His strengths lie in the development of start-up or greenfield companies, and successfully transforming them into fully-fledged and profitable businesses.



George Paxton
Non-Executive Director

George Paxton is a business analyst with an extensive portfolio of financial analytical skills who is currently an Executive Director at the Amalgamated Australian Investment Group. George's previous experience includes senior positions within Pearson Plc, an FTSE 100 company, working within financial research and analysis providing banks and hedge funds with actionable intelligence and analysis.



Matthew Roberts
Non- Executive Director

Matthew is the Executive Director and Non-Executive Director of a number of prominent private and public businesses. He has over 20 years' experience in regulatory environments with a successful track record of IPOs, advising, funding, managing, merging and acquiring small businesses and billion-dollar enterprises in a number of sectors.



Angela Williams
Non-Executive Director

Angela Williams is an internationally-trained multidisciplinary marketing expert and educator who has worked in the US, Europe and Australia. With a strong background in entrepreneurial endeavours, she's worked across traditional and digital marketing, communications, business strategy and operations.



Hilal Yassine
Non-Executive Director

Hilal Yassine is an experienced businessman and company director who is currently Group Managing Director of First Quay Capital and Non-Executive Director of Crescent Wealth, which is Australia's first Islamic super and investment fund.



Philip Chard
Chief Financial Officer and
Company Secretary

Philip has over 25 years of experience in the financial services industry with a proven track record of designing and implementing robust internal controls and reporting systems. He has a strong understanding of the requirements of working within highly regulated industries and the reporting obligations of listed companies.



Sean Crisp
Chief Operating Officer

Sean has over 20 years of experience in the finance industry across a variety of roles spanning compliance, data migration, project management, staff management, production support, business development and client relationships.



Prof. John R Hewson AM
Non-Executive Chair

Chairman's report



Notable Achievements

- ❖ Innovative product offerings
- ❖ Strong uplift in Funds Under Management

Pathway to ASX Relisting

- ❖ Successful capital raises
- ❖ Extension to convertible notes

New leadership team

- ❖ Strategy for growth
- ❖ Experienced team

Support of shareholders, partners and staff



John Elkovich
CEO

CEO & Strategy report



DomaCom's vision is to enhance shareholder value by leading the Australian industry and being the managed fund platform of choice.

Our mission is to:

- ❖ Connect clients to liquid, wide-ranging and differentiated value propositions
- ❖ Create and maintain strong institutional relationships
- ❖ Commit to sound environmental, social and corporate governance (ESG) principles
- ❖ Build global links

Our Values



Accountability

We are responsible to our shareholders, clients, distribution partners, colleagues and the community for our actions.



Trust

We act with integrity, ability and consistency in everything we do.



Collaboration

We work together with all of our stakeholders by sharing, challenging and acknowledging ideas, successes and contributions.



Innovation

We are agile, proactive and intensive in developing our value propositions.



Environmental Factor

Domestic and global economies will be subject to significant post-pandemic inflation, growth and interest rate challenges over the medium-term

Innovation and consumer preferences rapidly evolving and manifesting in demand for and supply of digital solutions

Although Australia is a sophisticated environment, its investment pool is only approximately 2% of the global market

Our Principle

Sustained investment in innovation and people whilst adopting responsible fiscal management

Client-centric digital delivery of all interactions with all stakeholders, without forsaking traditional client communication needs

Capitalisation on Australian heritage with a growing outward focus



1

Ensure capital sustainability and deployment to meet corporate objectives and shareholder return and liquidity expectations

2

Drive connectivity and collaboration with distribution and commercial partners

3

Deliver broader, innovative and differentiated digital value propositions to diversify revenue base, increase market share and improve client experience

4

As an employer of choice, attract, develop and retain top talent who are innovative and collaborative



DomaCom's rejuvenated brand identity retains a link to the past that acknowledges both the company's heritage and its reputation for meeting the wide gamut of investment objectives across a growing client base.

Brand rejuvenation milestones

- ❖ Updated brand identity
- ❖ Updated online platforms
- ❖ Website launch imminent





- ❖ Fiscal stabilisation and ASX relisting
- ❖ Operational **review**
- ❖ Marketing, communications, brand and website **refresh**
- ❖ People and digital innovation **investment**
- ❖ **Redefinition** of target markets
- ❖ **Re-engagement with** distribution and commercial partners



By focusing on these priorities, we will substantially progress toward our overall short to medium-term focus of restoring stakeholder confidence as a platform for significant growth in the long-term.

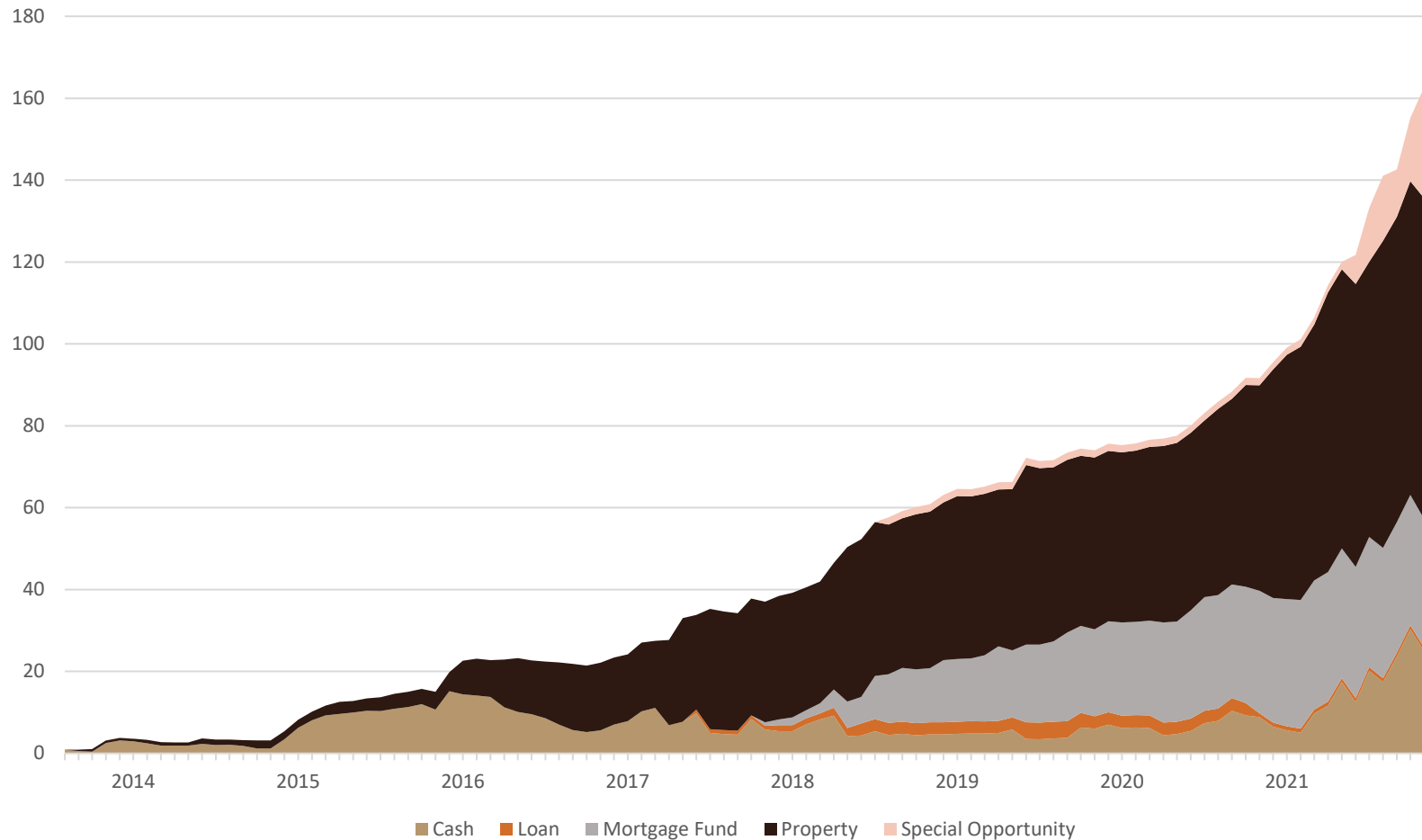


Financial report

Philip Chard
Company Secretary and
Chief Financial Officer

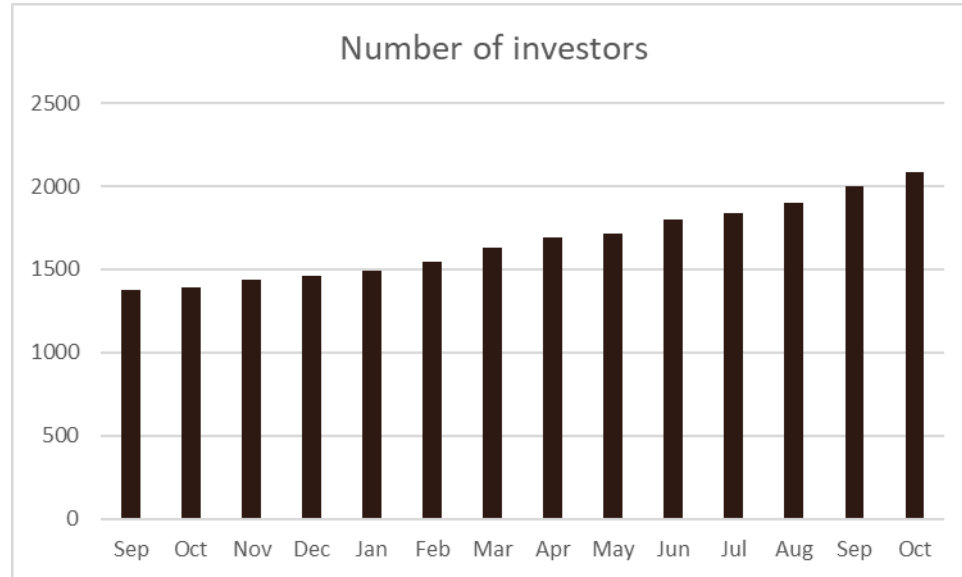


Funds Under Management (\$m)



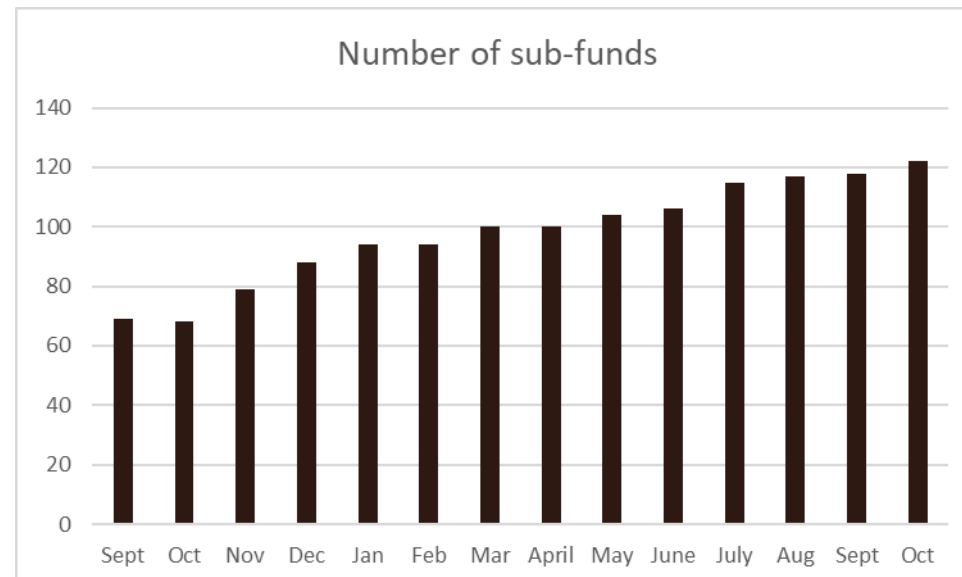
Key drivers of this growth are:

- Attractive returns
- Interest rate environment
- Diversification
- Client growth



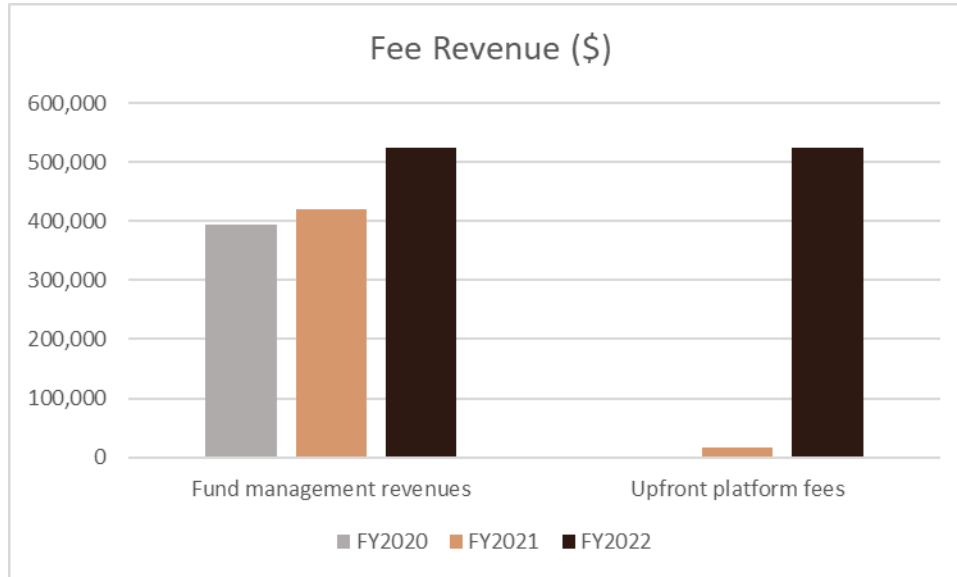
Investor accounts grow:

- Continued growth in number of investors to over 2,000 in October 2022



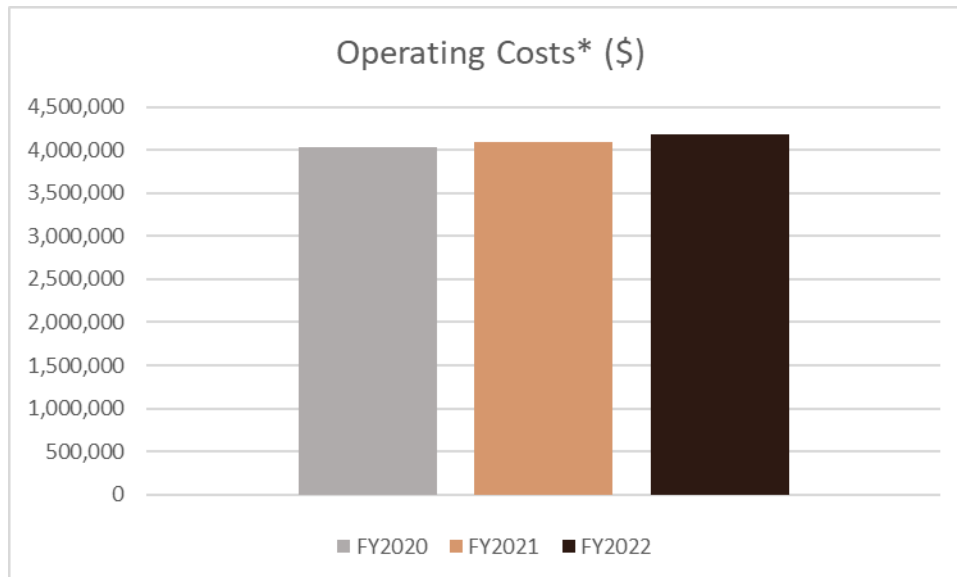
Increased number of sub-funds:

- Growth driven by new sub-funds being created
- Continued momentum over last 12 months to over 120 sub-funds at 31 October 2022



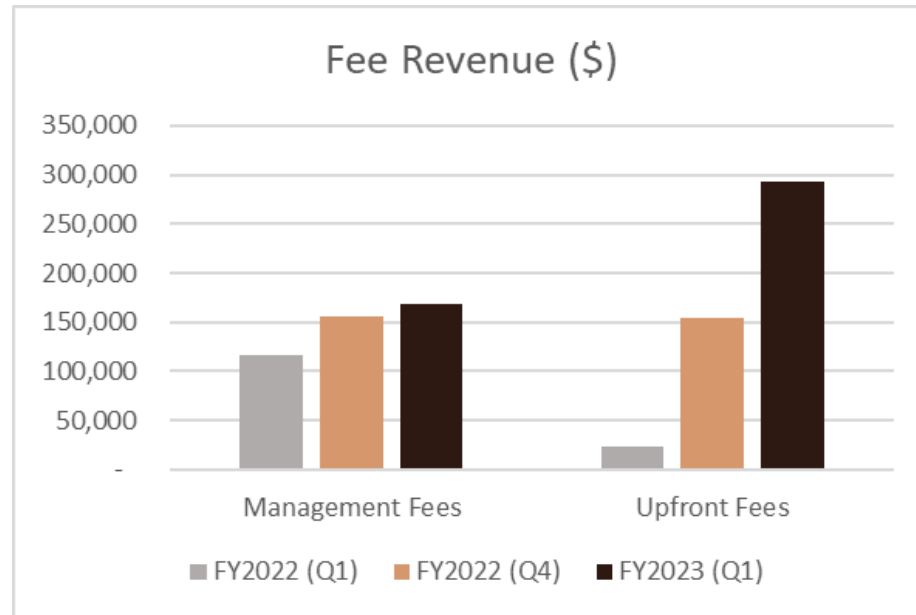
Consistent Revenue Growth:

- Introduction of upfront fees
- Impact of growth in FUM
- Upward trend continues



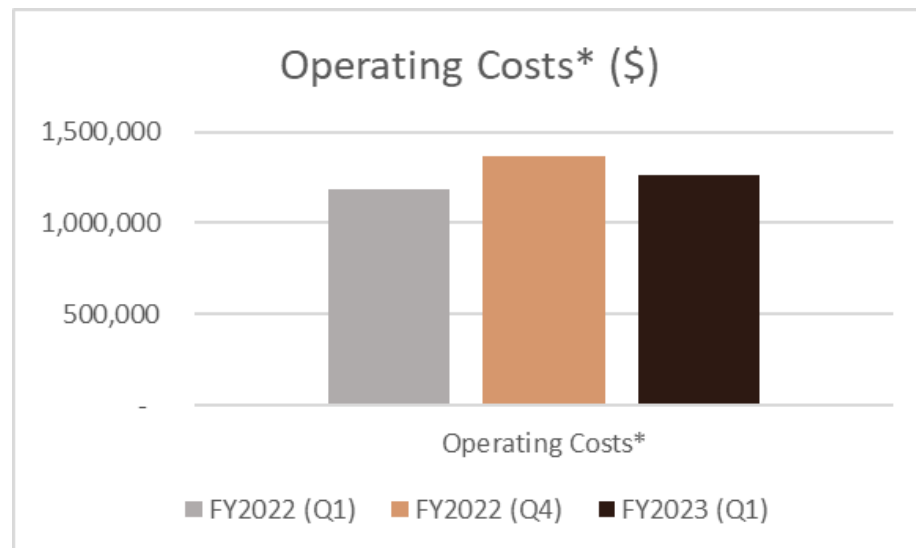
Operating costs controlled:

- Operating costs* excludes depreciation, amortisation and financing costs. Also excludes bad debt write-off
- Controlled costs while growing business



Consistent Revenue Growth:

- Continued revenue growth in Q1 FY2023
- Strong pipeline continues



Operating costs decrease:

- Operating costs* excludes depreciation, amortisation and financing costs
- Q1 FY2023 starting to see reduction in costs



DomaCom

**Building wealth,
enabling freedom**

DomaCom Limited (ASX:DCL)
Annual General Meeting Presentation
November 2022

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