

1H FY23 Financial Results Investor Presentation

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Record first half results enables disciplined investment

Record first half results

- ✓ Record revenue of \$14.5m
- ✓ Positive operating cash flow
- ✓ Positive EBITDA of \$2.5m
- ✓ Maiden profit, NPAT of \$100K

Strong Relationships for platform scalability

- ✓ New contract with FNZ for Australian equities execution and settlements
- ✓ Enhancements with ANZ Bank
- ✓ Data partnership with Refinitiv
- ✓ SMSF super partnership with Xpress Super

Disciplined investment for sustainable growth

Focus on:

- ✓ Improving client experience
- ✓ Lowering cost of delivery
- ✓ Broadening product offerings



1H FY23 Financial Results: Key Highlights

- Record revenue with increased interest income in a rising interest rate environment more than offsetting weaker trading revenues.
- Positive cash flow of \$591K represents a significant turnaround from 1H FY22
- Positive EBITDA of \$2.5m
- The first time a positive NPAT has been delivered
- \$1.8m impairment of capitalised expenditure related to crypto and Hong Kong equities, in line with accounting standards.
- Crypto solution has been completed and Board will determine appropriate launch timing

	1H FY23	1H FY22	Change
Revenue	\$14.5m	\$9.9m	Up 46%
Active Traders*	128,383	117,674	Up 9%
Funds Under Administration**	\$8.9B	\$8.8B	Up 1%
Client Cash	\$583m	\$646m	Down 10%
EBITDA	\$2.5m	\$(2.3)m	Up \$4.8m
Net Profit /(Loss)	\$0.1m	\$(2.4)m	Up \$2.5m
Operating Cash flow	\$591K	\$(2.1)m	Up \$2.7m
Cash Balance	\$10.8m	\$14.9m	Down \$4.1m

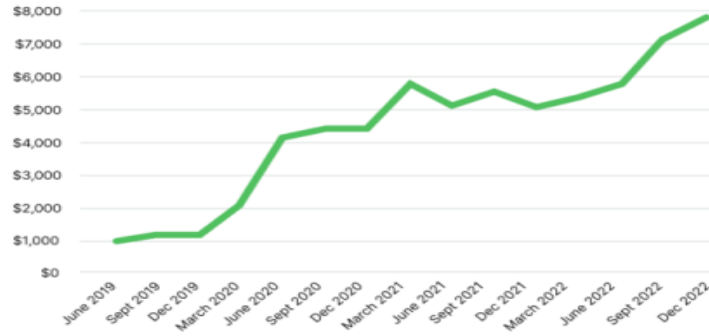
* Active Traders are portfolios that are ready to trade, with cash and/or equities in their portfolio

** Funds Under Administration includes Australian, US and HK cash and securities

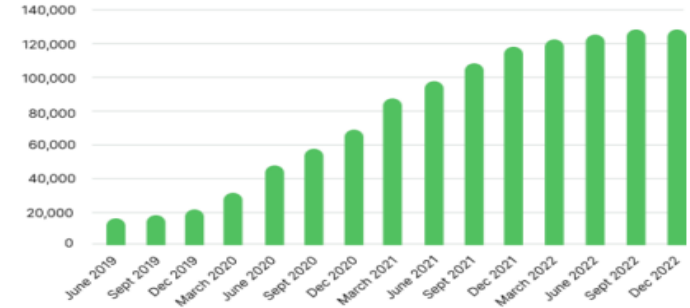


Record revenue in first half

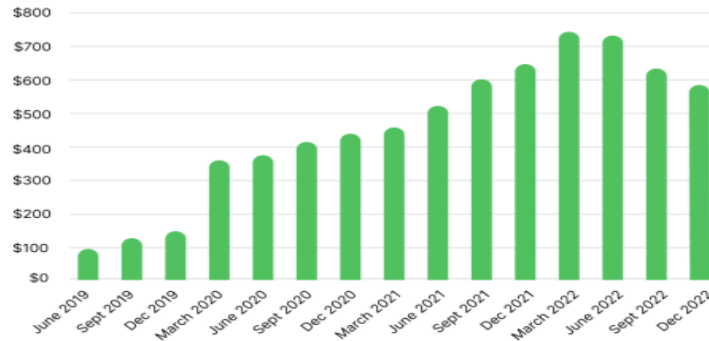
Operating Revenue by Quarter ('000)



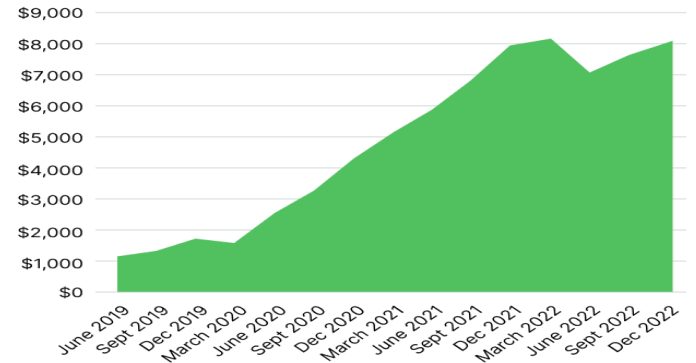
Active Trader Growth by Quarter



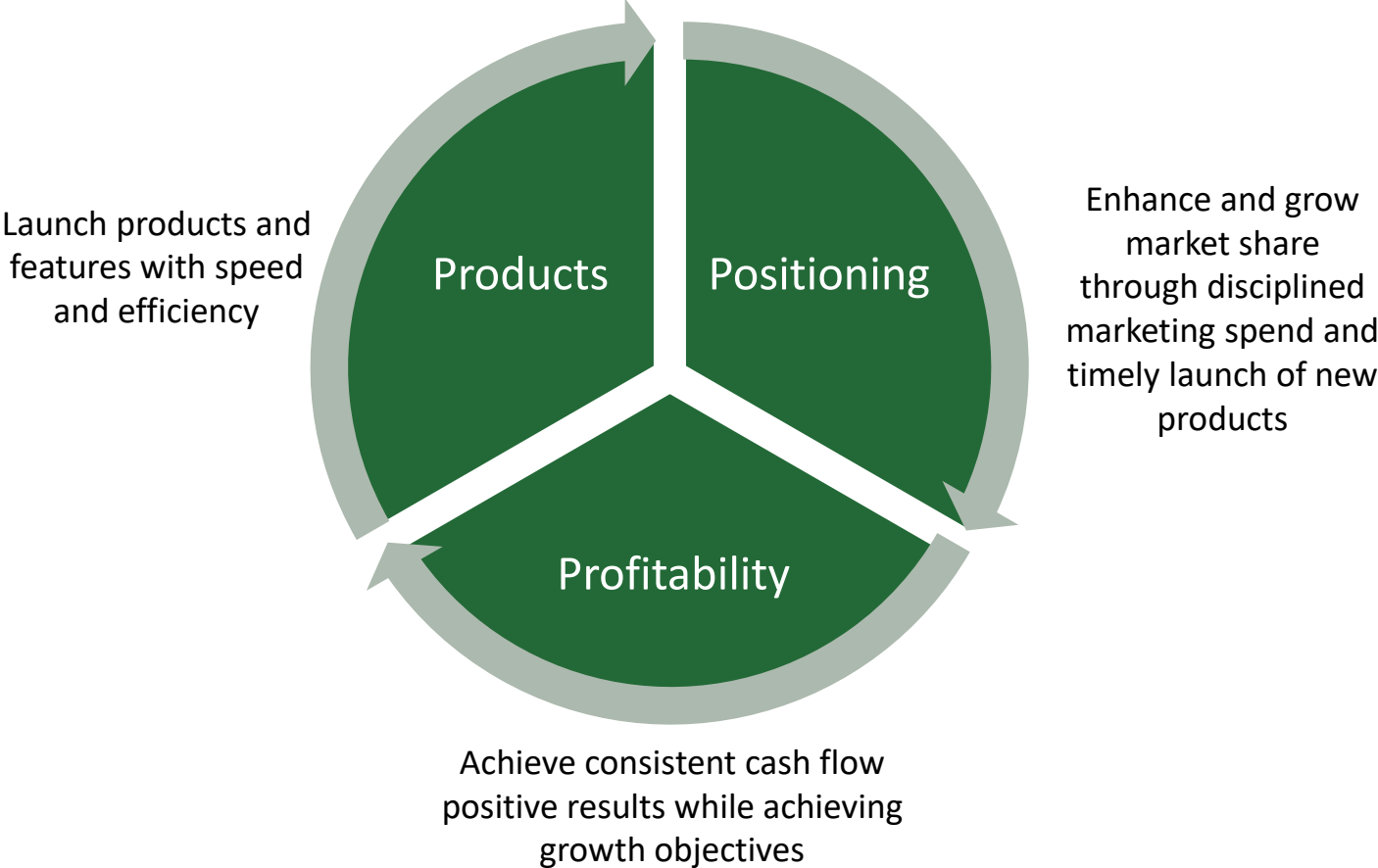
Total Client Cash (\$m)



Total Securities Held on HIN (\$m)



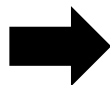
A Simple Growth Strategy... That Works



Converting Strengths to Opportunities

STRENGTHS

- ✓ Largest active client base in our sector and growing
- ✓ Strong brand trust and customer satisfaction versus peers (reference Product Review)
- ✓ Sustainable business model relative to competitors
- ✓ Well capitalised to fund growth initiatives
- ✓ Relationships with Tier-1 counterparties, ANZ, FNZ, Philip Capital.
- ✓ Continued, sustainable, growth story. Attracts talent & builds passion at Selfwealth

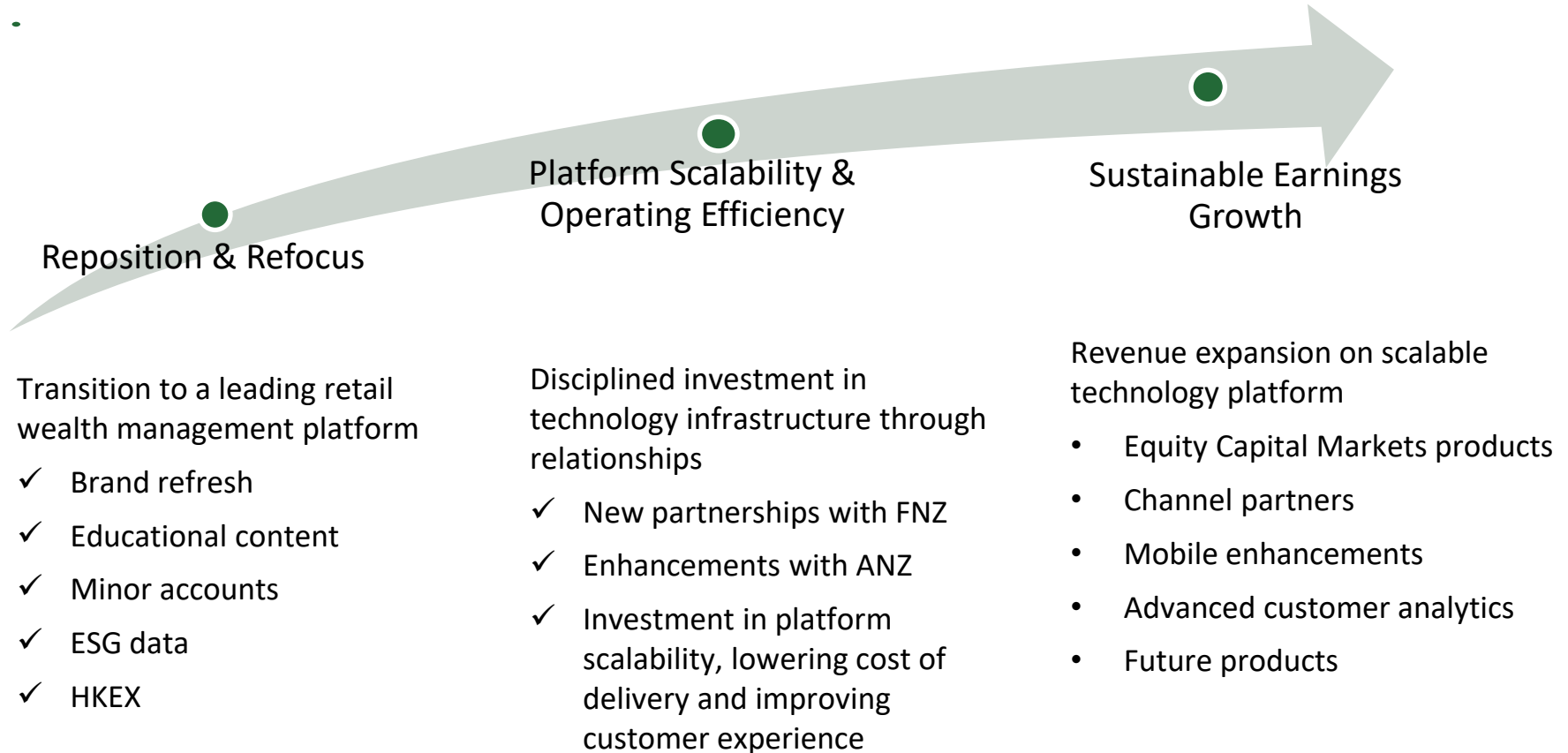


OPPORTUNITIES

- ✓ Experienced in acquiring additional active clients through out cycles, segment approach
- ✓ Strong referral rates, which supports lower CAC than competitors.
- ✓ Focus on further diversifying revenues + reducing costs.
- ✓ Focus on upgraded system infrastructure to ensure modernisation & speed of development
- ✓ Established credibility. Allows us to co-develop new offerings with confidence.
- ✓ Strong position for “war for tech talent”. Board refresh with 3 NED appointments targeted for Q4



Multi-stage transformation program



Thank You

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