

27 November 2023

The Manager
Company Announcements
Australian Securities Exchange

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AGM Presentation

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



Philip Chard
Company Secretary
Tel 0424 814156



FY23 Annual General Meeting

DomaCom Limited (ASX:DCL)
Annual General Meeting Presentation
27 November 2023



- ❖ Welcome and Introductions
- ❖ 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.



Steven James
Non- Executive Director

Steven James has over 30 years' experience in the financial services industry. He has held senior roles at the Commonwealth Bank of Australia, National Australia Bank and Westpac, and was also a foreign exchange dealer at Deutsche Bank and Bank of America. Steven has, over time, built up a detailed knowledge of the FX trading, financial planning and stock-broking financial market segments.



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

- ❖ Further brand rejuvenation initiatives
- ❖ Funds Under Management goes above \$200m

ASX relisting achieved

- ❖ Successful capital raise
- ❖ Strategy to repay Thundering Herd convertible notes

Early payoff from recovery strategy

- ❖ Directing capital resources toward identified growth opportunities
- ❖ Reconnecting with existing distribution and commercial partners

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.



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



Fiscal stabilisation and ASX relisting	Operational review	Marketing, communications, brand and website refresh
<ul style="list-style-type: none"> • Re-listing occurs in Dec-22 • Fee income rises to \$2.4m+ in FY23 • FUM growth to \$216m 	<ul style="list-style-type: none"> • Established KPI's in line with Business strategy • Strengthened policies and procedures • Consistently monitor against strategic plan 	<ul style="list-style-type: none"> • Brand and website refresh delivered • Monthly client communications
People and digital innovation investment	Redefinition of target markets	Re-engagement with distribution and commercial partners
<ul style="list-style-type: none"> • Implemented new CRM system (Hubspot) • Enhancement to client platform 	<ul style="list-style-type: none"> • A focus on niche property segments • Diversified assets eg fixed income 	<ul style="list-style-type: none"> • Financial advisor groups re-engaged • Corporate/commercial partners re-engaged



DomaCom is targeting a further acceleration in the upscaling of its business operations in the 2024 financial year

The coming 12 months will see DomaCom continue to:

- Offer clients of the DomaCom Fund value propositions in niche markets.
- Strengthen institutional relationships (advisor groups; corporate. partners)
- Build global links.
- Evolve its secondary market facility.
- Remain steadfastly committed to sound ESG principles.

This as DomaCom remains focused on four key objectives of:

- Capital sustainability and deployment that adds to shareholder value
- Collaboration and connectivity with distribution and commercial partners
- Innovative and differentiated digital value propositions
- People and culture

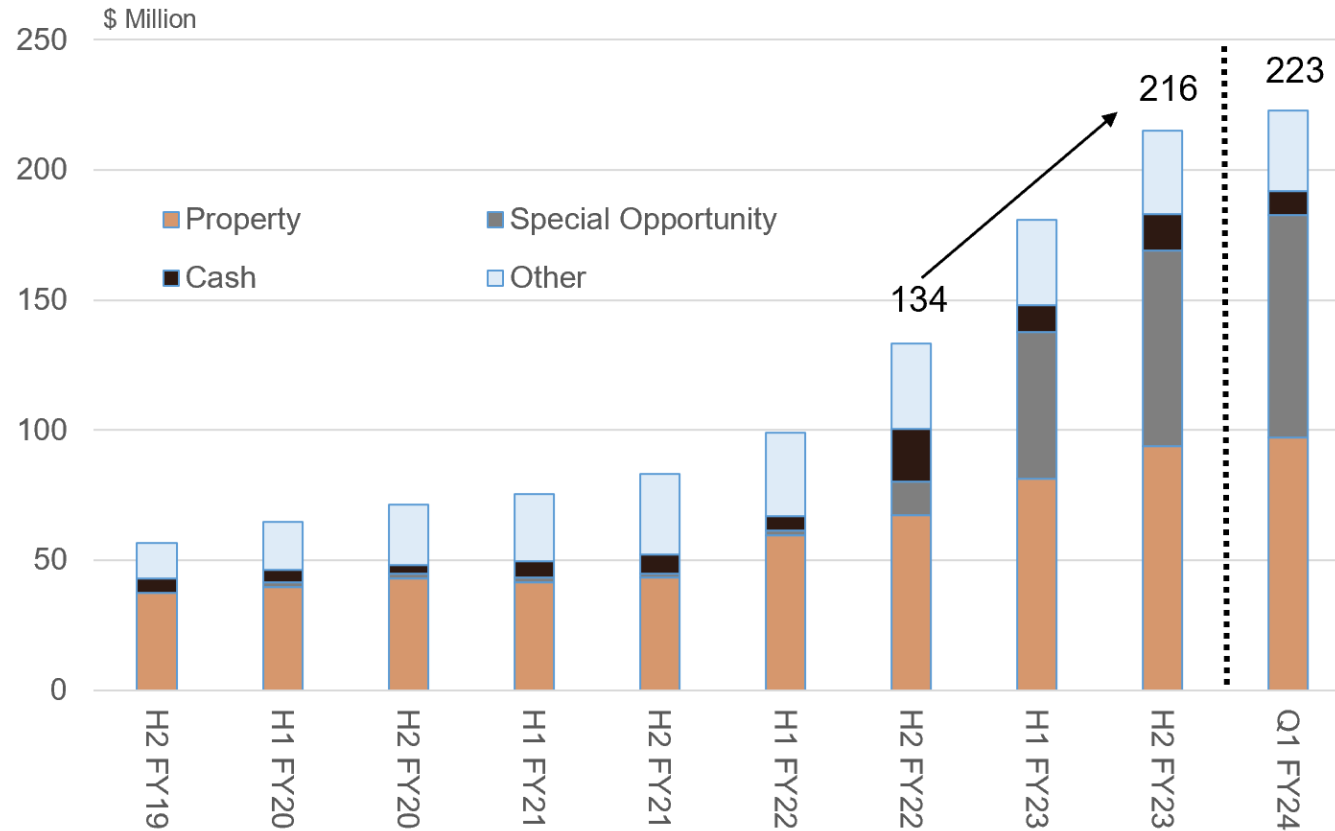


Financial report

Philip Chard
Company Secretary and
Chief Financial Officer

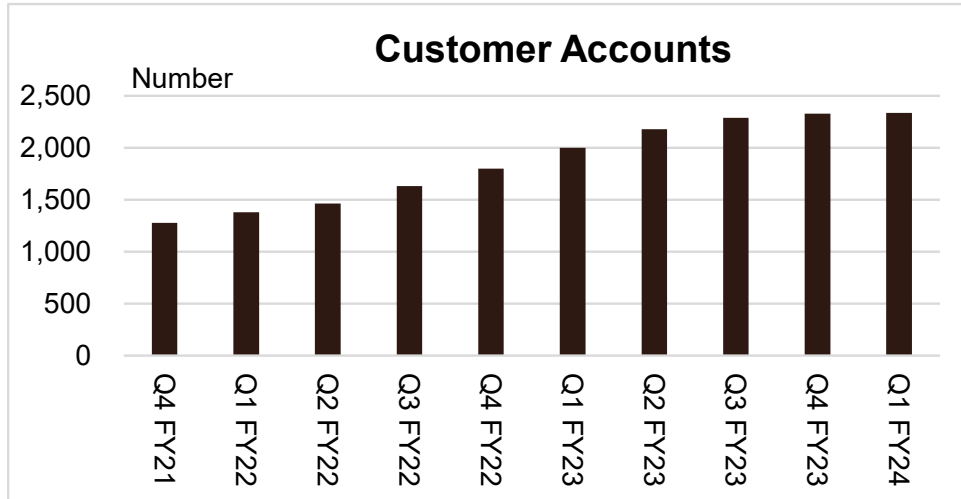


DomaCom Fund FUM - Major Segments



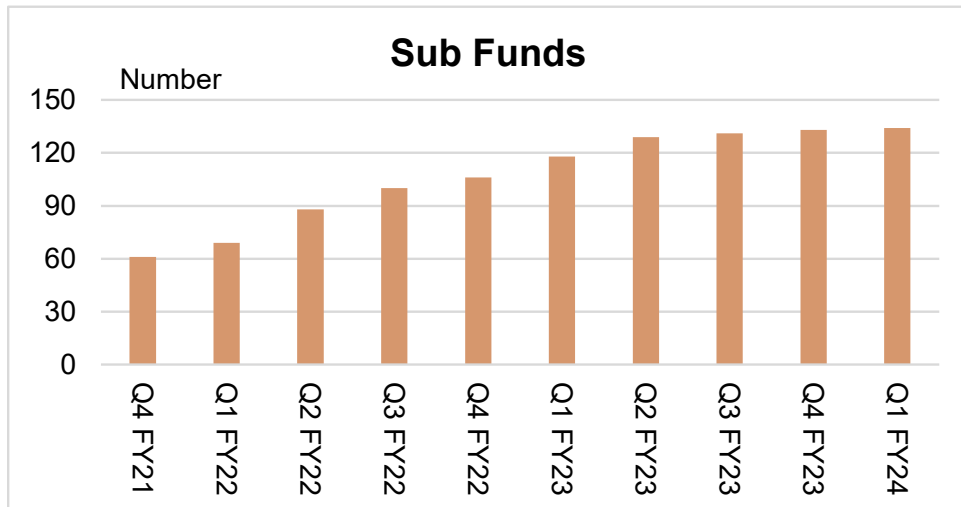
Key drivers of this growth are:

- Attractive returns
- Strength of key property market segments
- Desire to diversify asset portfolios
- Client growth



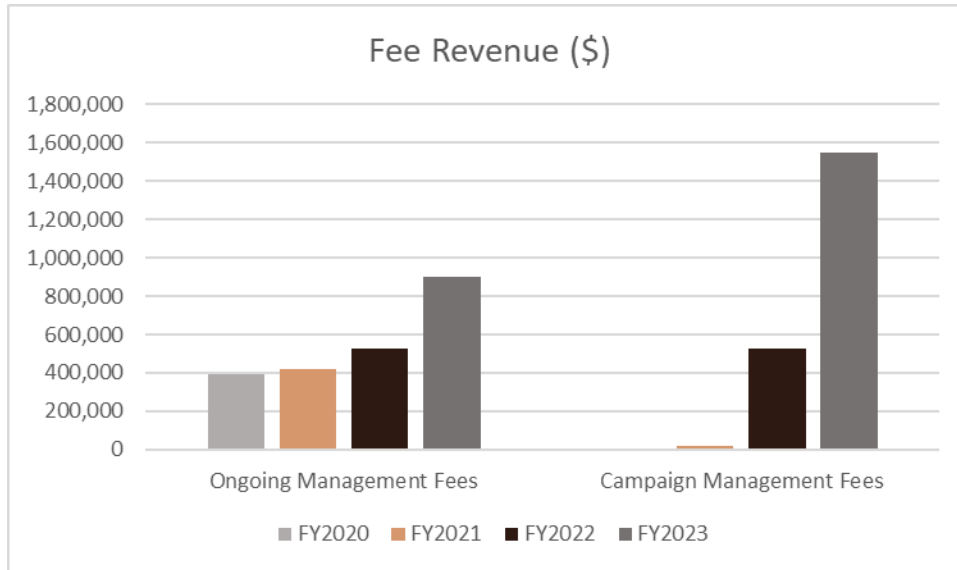
Investor accounts grow:

- Continued growth in number of investors to 2,349 at end-September 2023
- FY23-on-FY22 Increase: +29%



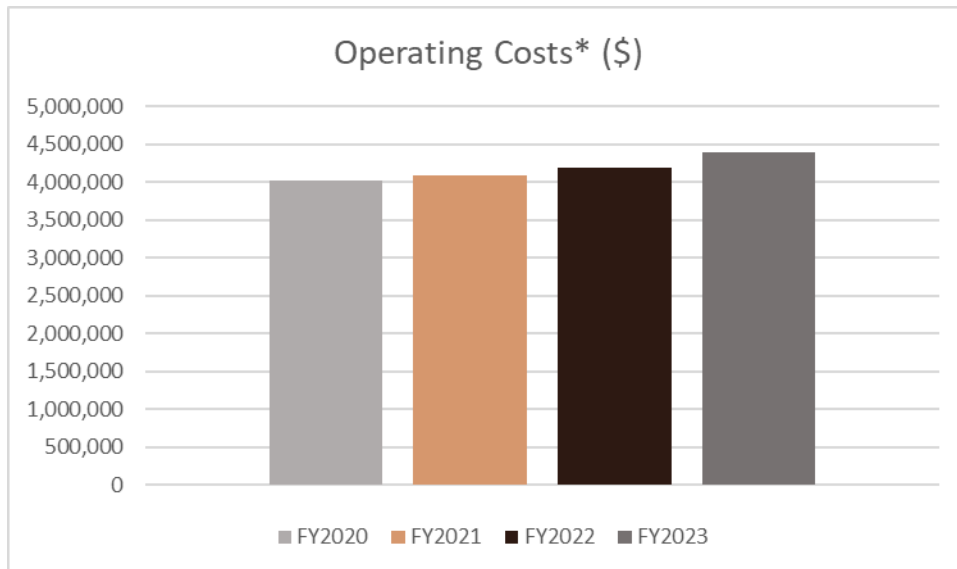
Increased number of sub-funds:

- Growth driven by new sub-funds being created
- Continued momentum over last 12 months to 134 sub-funds at end-September 2023
- FY23-on-FY22 Increase: +26%



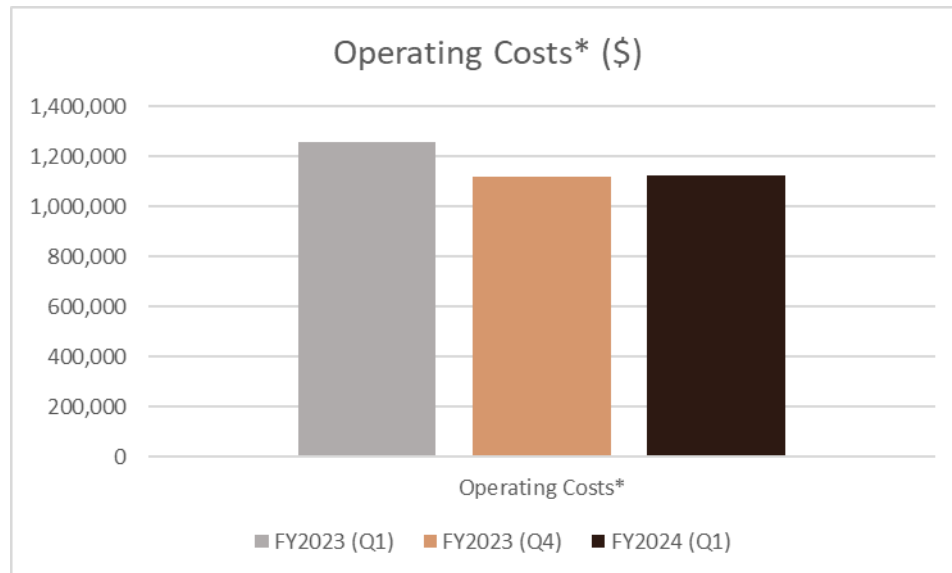
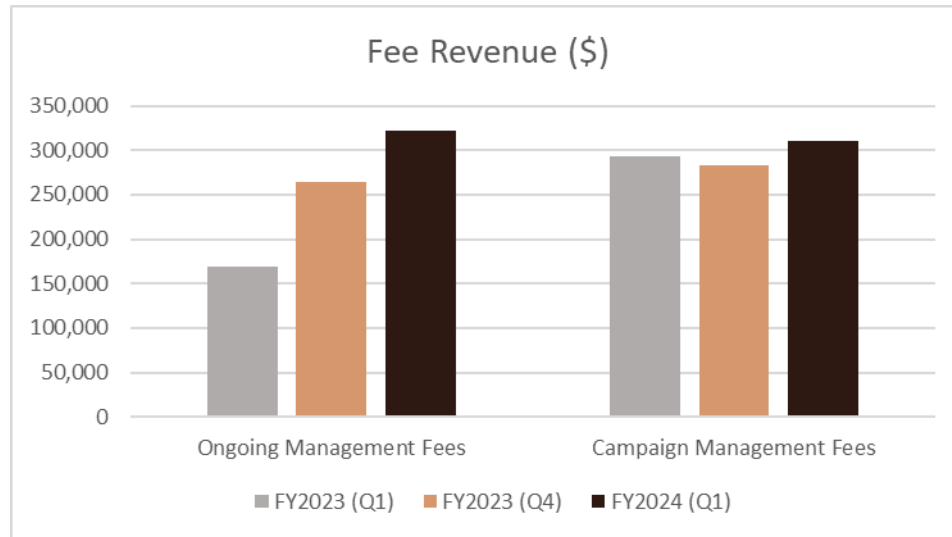
Consistent revenue growth:

- Strong revenue growth in FY23
- Growth in sub funds and client accounts = higher revenues
- Gains in both Ongoing Management Fees & Campaign Management Fees



Operating costs decline in FY23:

- Operating costs excludes depreciation, amortization, expected credit loss provisioning and financing costs
- Controlled costs while growing the business



Consistent Revenue Growth:

- Continued revenue growth in Q1 FY2023
- Sales pipeline continues

Operating costs controlled:

- Operating costs* excludes depreciation, amortisation and financing costs. Also excludes bad debt write-off
- Q1 FY2024 starting to see reduction in costs



DomaCom

**Building wealth,
enabling freedom**

DomaCom Limited (ASX:DCL)
Annual General Meeting Presentation
November 2023

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