

EUROZ HARTLEYS
GROUP

Investor Presentation

November 2023



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Note: all figures are expressed in Australian dollars unless otherwise stated.

IMPORTANT: All figures should be read in conjunction with the accompanying note.

Western Australia's trusted financial services business

01.

Western Australia's leading private wealth, institutional and corporate finance business

02.

Strategically located in the global resources hub of Western Australia

03.

Focus on growing both transactional and recurring revenue streams

04.

Targeting organic FUM growth and growth by acquisition

05.

Track record of excellent long term shareholder returns and capital management

06.

Well positioned to capitalise on positive Western Australia and commodities outlook

Our Vision

Be recognised as Western Australia's leading financial services business

Our Purpose

Create long term shareholder value by consistently delivering exceptional outcomes for our clients

Our Values

RELATIONSHIPS

Strong relationships built on a foundation of trust

ACCOUNTABILITY

Taking responsibility and delivering on our commitments

HIGH PERFORMANCE

Achieving superior client outcomes by pushing our capabilities

INTEGRITY

Acting with integrity and honesty

RESPECT

Embracing teamwork, diversity, humility and openness

Corporate Overview

SHARE PRICE¹
(31 October)

A\$0.845

SHARES
ON ISSUE¹

164.8m

MARKET
CAPITALISATION¹

A\$139.3m

CASH &
INVESTMENTS¹

A\$84.6m

DEBT¹

NIL

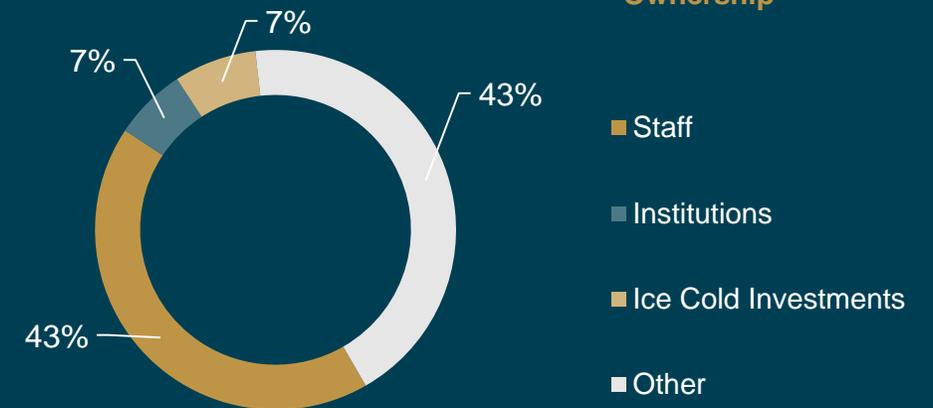
ENTERPRISE
VALUE¹

\$54.7m

Historical Share Price



Ownership¹



Note 1 - Euroz Hartleys Group Limited: As at 31 October 2023

Euroz Hartleys Limited Overview

CAPITAL RAISED^{1,2}

+A\$1.9b

STAFF

189

Western Australia's trusted financial services business

Significant domestic & global distribution capability

120+ stocks under research coverage

Corporate Finance

EUROZ HARTLEYS

14 Corporate Finance Executives

- Deep relationships and knowledge across WA resources and industrial sectors
- Specialising in:
 - Equity Capital Markets
 - M&A Advisory
 - Strategic Corporate Advisory

Research

EUROZ HARTLEYS

9 Research Analysts

- Extensive coverage of ASX small-mid cap resources, energy, mining services and WA industrial companies
- Focus on institutional quality research to a global client base
- Over 120 stocks under research

Institutional Sales

EUROZ HARTLEYS

8 Institutional Sales Advisers

- Specialist small-mid cap institutional desk with specific focus on resources, energy, mining services and WA industrials
- Long term relationships with all key domestic and offshore institutional investors
- Targeted global distribution network

Private Wealth

EUROZ HARTLEYS  Entrust

61 Private Wealth Advisers

- Extensive high net worth and family office client base with total FUM of ~\$3.4B²
- A diversified range of highly personalised financial services
- Built on strong relationships and extensive networks

Note 1 - Euroz Hartleys Limited: Capital raising transactions where Euroz Hartleys Limited acted as Lead Manager or Co-Manager

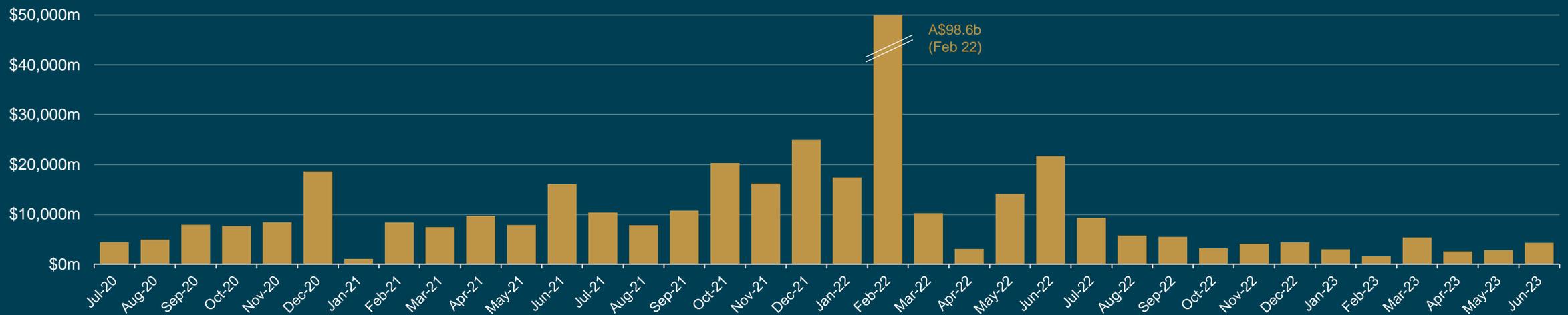
Note 2 - Euroz Hartleys Limited: As at 30 June 2023

FY23 Equity Capital Markets (ECM) commentary

Euroz Hartleys ECM activity solid despite challenging market conditions

- ECM activity subdued in soft and uncertain markets
- 64 capital raisings in FY23
- \$1.9b raised in FY23 (FY22: ~\$2.2b)¹

Total ASX Capital Raised (A\$m)



Note 1 - Euroz Hartleys Limited: As at 30 June 2023 - Capital raising transactions where Euroz Hartleys Limited acted as Lead Manager or Co-Manager

Focus on growing transactional and recurring revenue streams

Stable ~\$3.4b² in FUM

Building scale is critical

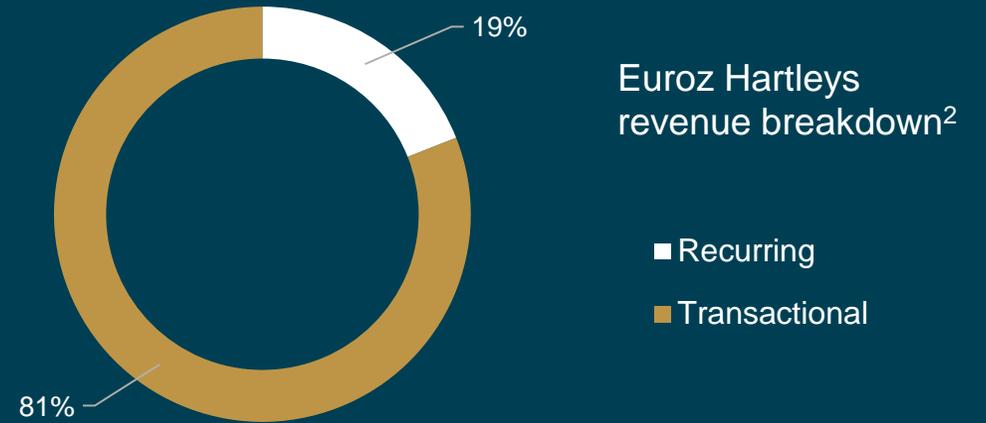
Developing new strategies and capabilities for FUM growth

Aim to increase proportion of recurring revenues over time

Increased scale provides an enhanced platform for organic and acquisition growth opportunities

Note 1 - Euroz Hartleys Group Limited: Entrust FUM included within Euroz Hartleys from Jun '21 onwards and Hartleys Limited FUM included within Euroz Hartleys from 'Dec 2020 onwards
 Note 2 - Euroz Hartleys Limited: As at 30 June 2023

EUROZ HARTLEYS



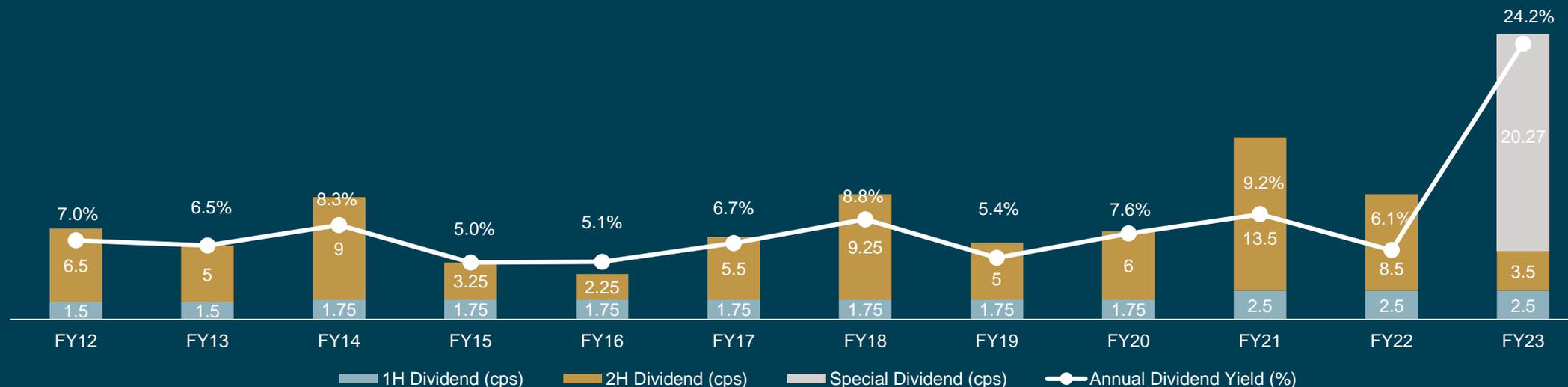
Euroz Hartleys FUM (A\$M)¹



Long term track record of excellent dividend returns

Focus on maximising dividends through ongoing growth in recurring revenue streams while maintaining traditional transactional strengths

- Returned \$337.3m¹ dividends and cash to shareholders over 46 consecutive half year periods
- Average dividend of 10.6² cents per year over past decade
- Average dividend yield of 8.6%² over past decade
- \$49.8m¹ paid to shareholders in FY23 including special dividend
- ~17% share cancellation (via \$40m capital return) to boost future dividend yield



Note 1 - Including June 23 Final Dividend of 3.5 cps

Note 2 - Includes special dividend of \$0.2027 cps

AGM Trading Update

Euroz Hartleys remains modestly profitable

~\$300k Unaudited NPAT to 31 October 2023¹

Brokerage revenue up 41% on PCP despite lower ASX market trading volumes

Our ECM revenues down 30% on PCP consistent with subdued ECM markets

~\$315m ECM raisings²

FUM stable at ~\$3.4b

A proven platform leveraged to market activity

Note 1 – Euroz Hartleys Group Limited: As at 31 October 2023

Note 2 - Euroz Hartleys Limited: As at 31 October 2023 - Capital raising transactions where Euroz Hartleys Limited acted as Lead Manager or Co-Manager

Full Year result – FY23

FY23 REVENUE¹

\$95.9m

FY23 NPAT^{1,3}

\$9.3m

FY23 DIVIDENDS²

26.27cps

GROUP FUM⁴

\$3.4b

CASH &
INVESTMENTS¹

\$94.5m

EQUAL CAPITAL
REDUCTION

\$40m

Note 1 - Consolidated Euroz Hartleys Group Limited: As at 30 June 2023

Note 2 - Euroz Hartleys Group Limited: Fully franked and includes special dividend of 20.27cps, 1H FY23 interim dividend of 2.5cps and 2H FY23 final dividend of 3.5cps

Note 3 - Consolidated Euroz Hartleys Group Limited: Attributable to members

Note 4 - Euroz Hartleys Limited: As at 30 June 2023

Euroz Hartleys Foundation

The Euroz Hartleys Foundation was established in 2006 as a platform to support our consistent commitment to **making a positive impact** in the Western Australian community.

We believe in making a **meaningful difference** to the lives of those in our community.

We achieve this by providing **financial support**, participating in **community initiatives** and **advocating** for charities in the Western Australian community.

Underpinned by a **shared passion for giving back**, our staff are encouraged to volunteer their time to support charities in and around their local community.

FUNDS DISTRIBUTED

\$3.6M+

CHARITIES SUPPORTED

100+



Euroz Hartleys Foundation

Commission for a Cause

Each year, we donate 100% of all brokerage generated on our “Commission for a Cause” day to worthy local charities.

The June 2023 Commission for a Cause raised \$300,000 for the Perth Children’s Hospital, Lifeline WA, WA Cricket Foundation and Women & Infants Research Foundation.

The annual Commission for a Cause has now raised \$1.57M for local charities over 5 years.

The Euroz Hartleys Foundation has supported many organisations, including:



EUROZ HARTLEYS
FOUNDATION

THROUGH YOUR GENEROUS SUPPORT, OUR
FIFTH COMMISSION FOR A CAUSE WAS A
GREAT SUCCESS! TOGETHER WE RAISED
\$300,000 FOR OUR FOUR WESTERN
AUSTRALIAN CHARITIES

THANK YOU!



Proudly supporting



www.eurozhartleys.com

Summary

-  Western Australia's trusted financial services business

-  Established platform for recurring and transactional revenue streams

-  Continually improving and growing our client offering

-  Targeting organic FUM growth and growth by acquisition

-  Strong balance sheet and track record of shareholder returns

-  Well positioned to capitalise on positive WA and commodities outlook

Built on relationships and
connected by our people

EUROZ HARTLEYS
GROUP

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