

INVESTOR PRESENTATION

February 2022

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

Western Australia's Leading Wealth Management Company

1 Western Australia's largest and most successful wealth management firm

2 Strategically located in the global resources hub of Western Australia

3 Growing and diversifying revenue streams

4 Strong balance sheet provides platform for growth

5 Solid first half FY22 results

Strategy

AIM

- Grow Western Australia's leading wealth management business

PURPOSE

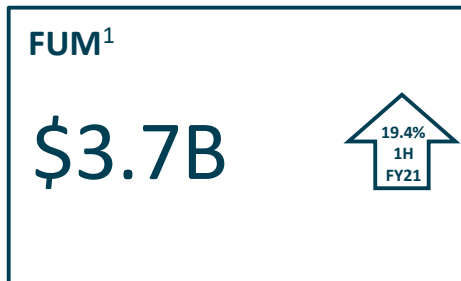
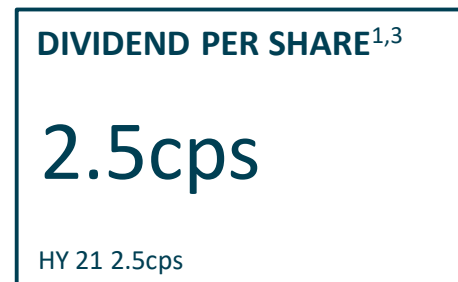
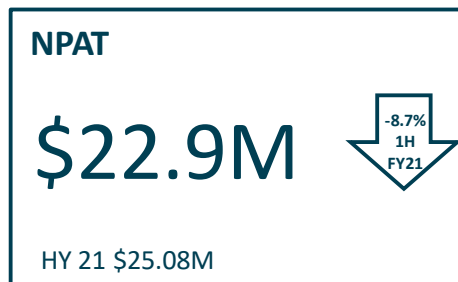
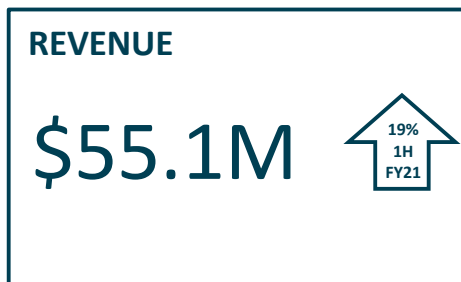
- Building long term relationships and trust with our clients by delivering consistently good outcomes

CULTURE

- Our clients and staff are our greatest assets
- Develop a deep understanding of our client's needs
- Maintain a high performance culture
- High staff ownership aligns staff and shareholder interests

Solid First Half FY22

- Excellent profitability and cash generation for 1H FY2022
- Continued leverage to strong WA economy and commodity prices
- WAM Capital Limited, Westoz and Ozgrowth announced proposed merger on 23 December 2021



Note 1: As at 31 December 2021

Note 2: Capital raised in 1H FY22

Note 3: Fully franked

Corporate Overview – Euroz Hartleys Group Limited

CAPITAL STRUCTURE

A\$1.55

Share price (17 Feb 22)

197M

Shares on issue

A\$305M

Market Capitalisation

A\$180M

Cash & Investments¹

Nil

Debt

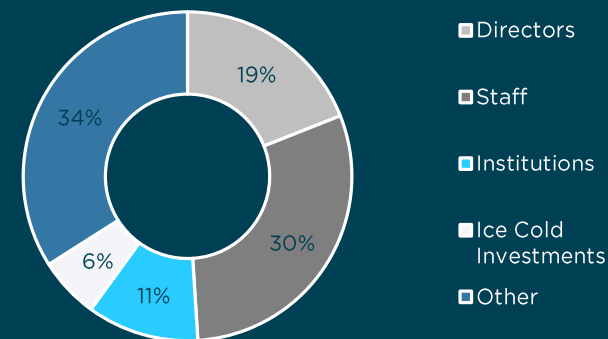
\$125M

Enterprise Value²

HISTORICAL SHARE PRICE



OWNERSHIP

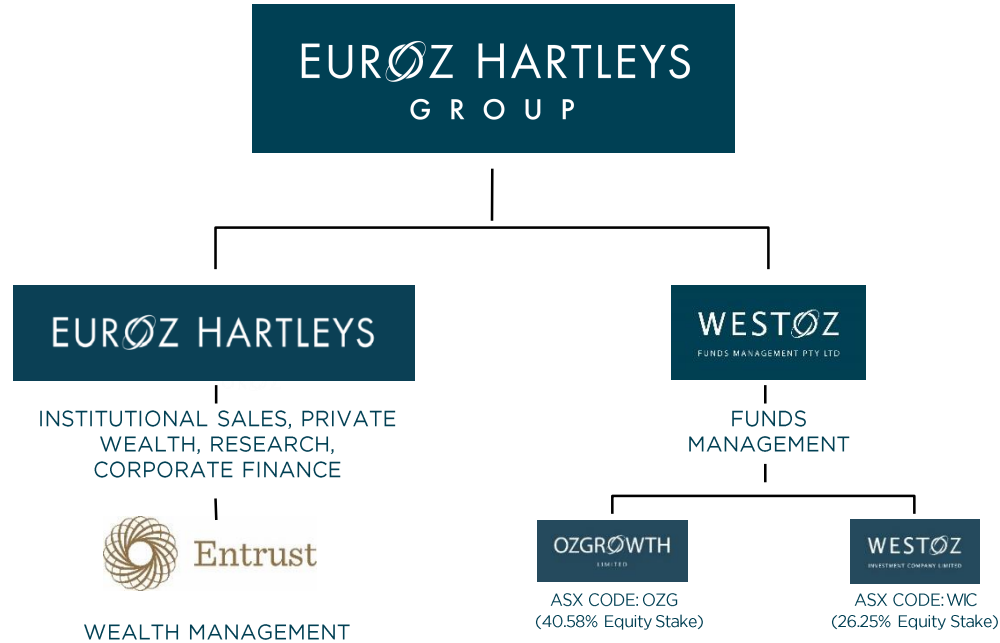


Note 1: As at 31 December 2021

Note 2: Based on market capitalisation at 17 February 2022 and cash & investments at 31 December 2021

Euroz Hartleys Group Limited

Western Australia's leading wealth management company



Euroz Hartleys Overview

EUROZ HARTLEYS



Largest Wealth Management Firm in Western Australia



Significant Global & Domestic Distribution Capability



+127 Stocks Under Research Coverage

CAPITAL RAISED

A\$743M

1H FY22

STAFF

192

Corporate Finance

15 CORPORATE FINANCE EXECUTIVES

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

Research

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 127 stocks under research

Institutional Sales

10 INSTITUTIONAL SALES ADVISERS

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

Private Wealth

65 PRIVATE CLIENT ADVISERS

- Largest private wealth desk in WA
- FUM of ~\$3.4B¹
- Extensive high net worth and family office client base
- Focus on providing timely and high quality financial advice to clients

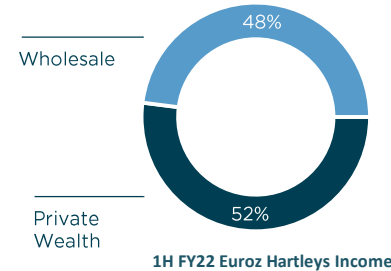


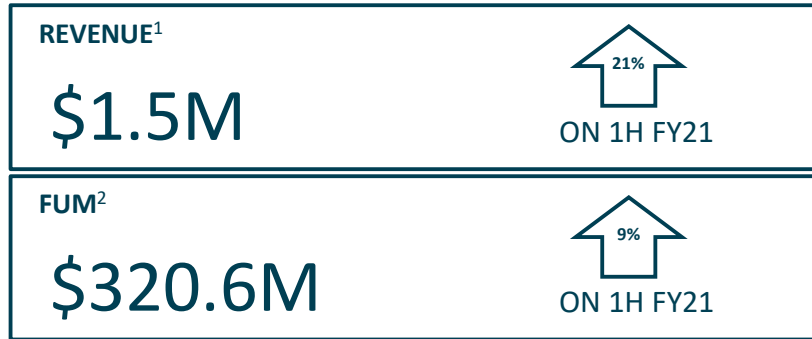
- Solid first half performance
- Strong equity capital market (“ECM”) raisings and brokerage revenues driving underlying cashflow and profitability
- \$743 million in announced gross ECM raisings (July 2021 – December 2021)
- Modest Advisory contribution
- Significant growth in FUM



Entrust

- Entrust has a 19 year history of providing financial strategy and advice to a diverse range of clients
- Managing funds for high net worth individuals, business owners, multi-generational families, self-managed superannuation funds and “not for profit” organisations
- Relationship driven bespoke investment solutions





- Excellent performance from our significant investments in WIC and OZG - \$12.6m contribution to headline profit
- HY22 gross investment performance of:
 - 15.7% for WIC
 - 32.8% for OZG
- WAM Capital Limited, WIC and OZG announced that they have entered into Scheme Implementation Agreements³

- Westoz Funds Management manages portfolios of Australian equities on behalf of two listed investment companies:
 1. Westoz Investment Company Limited (WIC)
 2. Ozgrowth Limited (OZG)
- WIC and OZG have contributed \$46.2m in dividend income to Euroz Hartleys Group Limited since inception
- WIC and OZG have contributed \$114.9m in performance fee income to Euroz Hartleys Group Limited since inception
- WIC and OZG have paid \$177.8m in fully franked dividends to all shareholders since inception
- Euroz Hartleys Group owns 26.25% of WIC and 40.58% of OZG

WIC FUM

~\$189.4M²

OZG FUM

~\$131.2M²

Note 1: 1H FY22

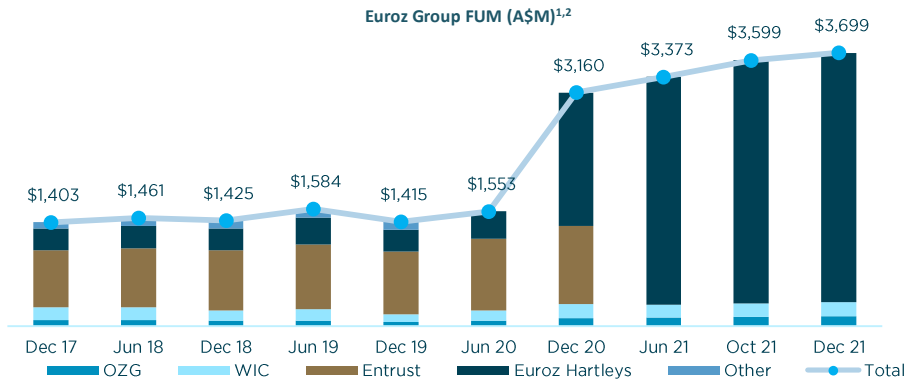
Note 2: As at 31 December 2021

Note 3: Subject to shareholder approval, Independent Experts Report and the absence of a higher bid

Growing and Diverse Revenue Streams

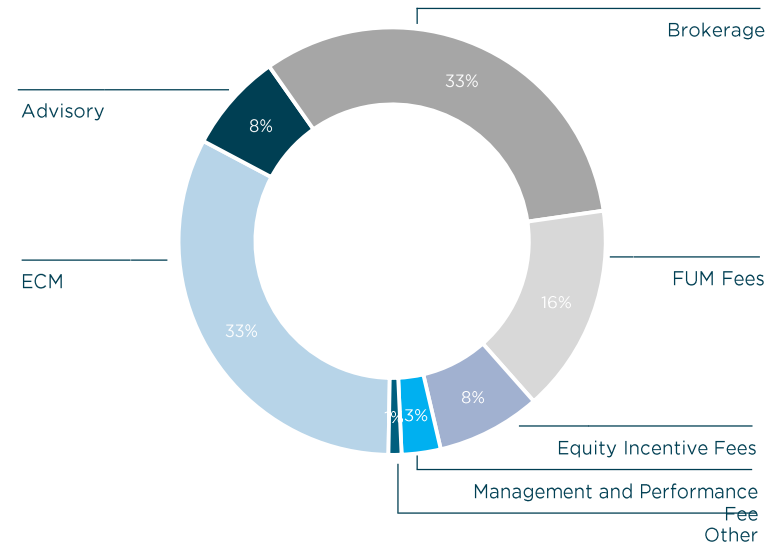
Increasing contribution of recurring revenue

- \$3.7B^{1,2} in combined FUM in Funds and Wealth Management and growing
- Continued focus on growing FUM
- Increased scale provides material synergies and an enhanced platform for organic and acquisition growth opportunities
- Entrust now incorporated within Euroz Hartleys AFSL



Note 1: 'Other' represents historical FUM from Flinders Investment Partners, Dalton Street Capital and Equus Point Capital

Note 2: Entrust FUM included within Euroz Hartleys from Jun '21 onwards

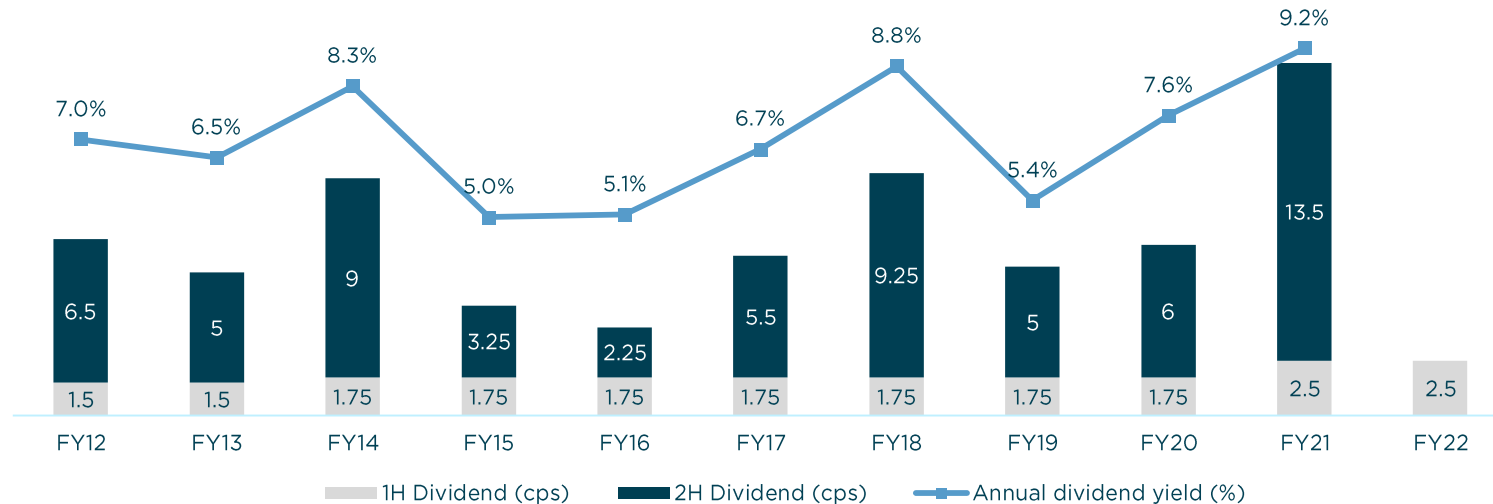


HY22 Euroz Hartleys Income

Consistent Dividend History

Increasing dividends through growth in recurring revenue streams while maintaining traditional transaction strengths

- Paid \$271m dividends over 43 consecutive half year periods
- Average dividend of 8.3 cents / year over past decade
- Average dividend yield of 7.0% over past decade



Balance Sheet

- Strong balance sheet with zero debt¹
- Enterprise value currently \$125m

	Cost ¹	Carrying Value ¹
Westoz	\$39m	\$47m
Ozgrowth	\$28m	\$46m
Other investments	\$12m	\$26m
Cash	\$61m	\$61m
Total	\$140m	\$180m
Market Capitalisation ² (A\$1.55/share)		\$305m
Enterprise Value (approx.)		\$125m

Note 1: As at 31 December 2021

Note 2: As at 17 February 2022

Euroz Hartleys Foundation

- Established in 2006 to provide support to worthy charities within our broader community
- Donated over \$2.6m to over 100 individual charities in 14 years
- Staff encouraged to provide their time to support charities in and around their local community
- 2021 Commission for a Cause raised a record breaking \$450,000 for the Perth Children’s Hospital Foundation, WA Cricket Foundation and Women & Infants Research Foundation



The Euroz Hartleys Foundation (formerly Euroz Charitable Foundation) has supported many organisations, including:

Proudly supporting



Investment Highlights

1

Largest wealth management firm in Western Australia

2

Established platform for diversified and recurring revenue streams

3

Continually improving and growing our client offering

4

Targeting organic FUM growth and growth by acquisition

5

Strong balance sheet

6

Well positioned to capitalise on positive WA and commodities outlook

EUROZ HARTLEYS GROUP

Thank You

Euroz Hartleys Group Limited

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