



ABN 53 000 364 465

15 July 2020

ASX Market Announcements Office
ASX Limited
20 Bridge Street, Sydney NSW 2000

Dear Sir/Madam,

ASX MARKET ANNOUNCEMENT – INVESTOR PRESENTATION

Please find attached the Investor Presentation for immediate release to the market.

For further information please contact:

Andrew McKenzie
Executive Chairman
M: 0438 755 727
E: amckenzie@euroz.com

This announcement is authorised for release by the Board of Euroz Limited.

INVESTOR PRESENTATION

July 2020



Euroz is a diversified financial services company

GROUP FUM

\$1.55b¹

MARKET CAPITALISATION

\$167m¹

STAFF OWNERSHIP

39%

\$235m 

FULLY FRANKED DIVIDENDS
IN 20 YEARS

\$111.1m

CASH & INVESTMENTS

A strong platform for future growth

GROUP STRUCTURE

EUROZ

EUROZ LIMITED

ASX CODE: EZL

EUROZ

STOCKBROKING, CORPORATE FINANCE
AND WEALTH MANAGEMENT

100%

100%

Euroz Securities

Entrust Wealth
Management

EUROZ



FUNDS
MANAGEMENT

Westoz Funds
Management

WESTOZ
FUNDS MANAGEMENT PTY LTD

Manager

Ozgrowth Limited

ASX CODE: OZG

OZGROWTH
LIMITED

(40.58% Equity Stake)

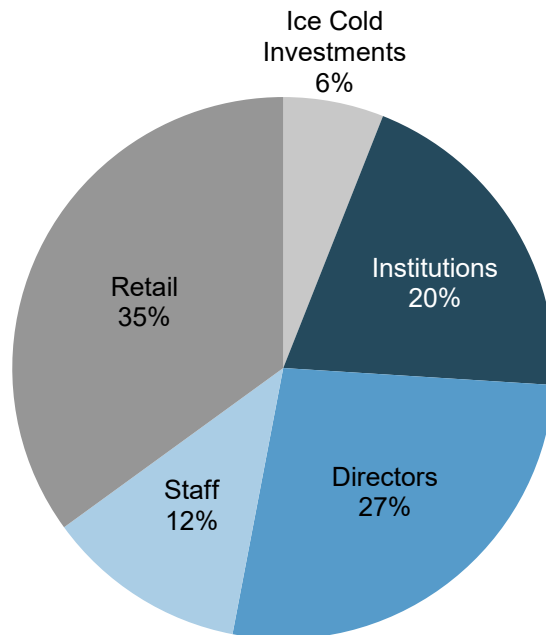
Westoz Investment
Company Limited

ASX CODE: WIC

WESTOZ
INVESTMENT COMPANY LIMITED

(26.25% Equity Stake)

Increasingly diversified share register



- Staff ownership of 39%
- Improving liquidity
- Performance Rights Plan = ongoing capital management

Significant staff ownership = strong alignment with shareholders

Note : As at 31 March 2020

HEADLINE RESULT

\$-1.4m¹

UNDERLYING CASH PROFIT

\$6.5m¹

FULL YEAR DIVIDENDS

7.75cps

GROUP FUM

\$1.55b

EUROZ SECURITIES EQUITY RAISINGS

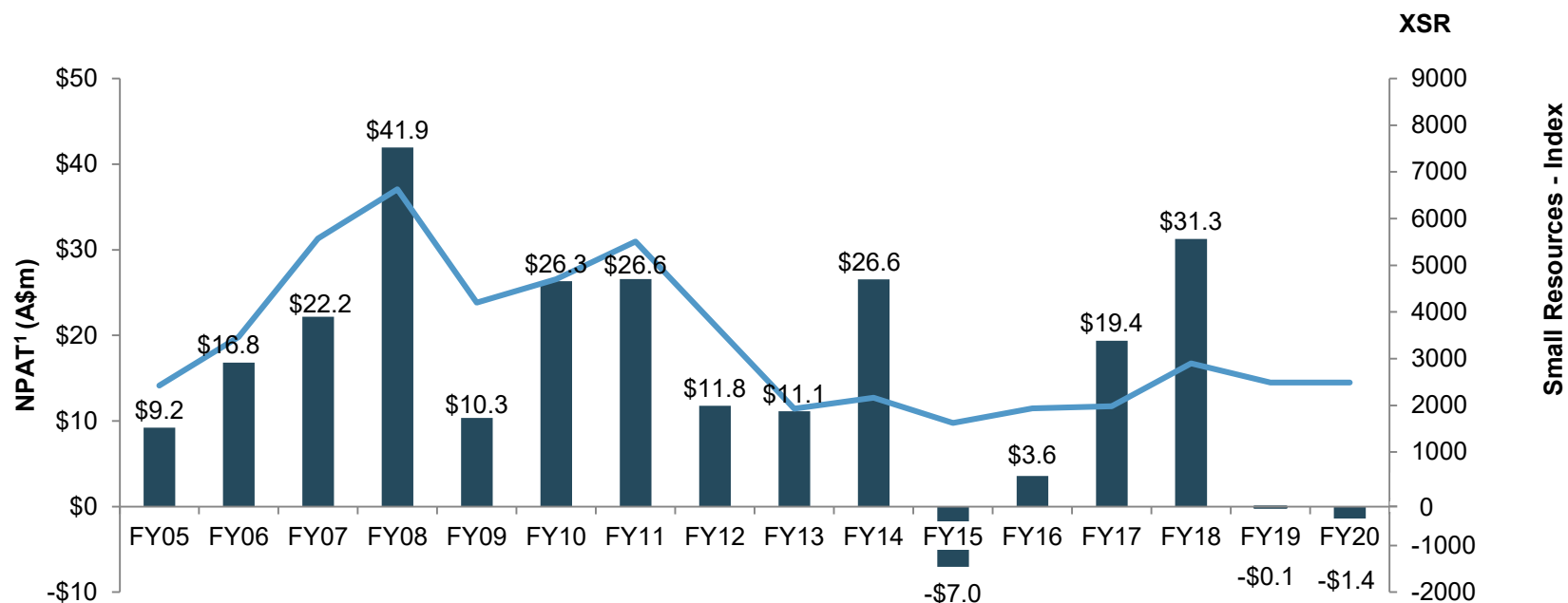
\$1.05b

CASH & INVESTMENTS

\$111.1m

Note 1: Attributable to members

High correlation to resource markets

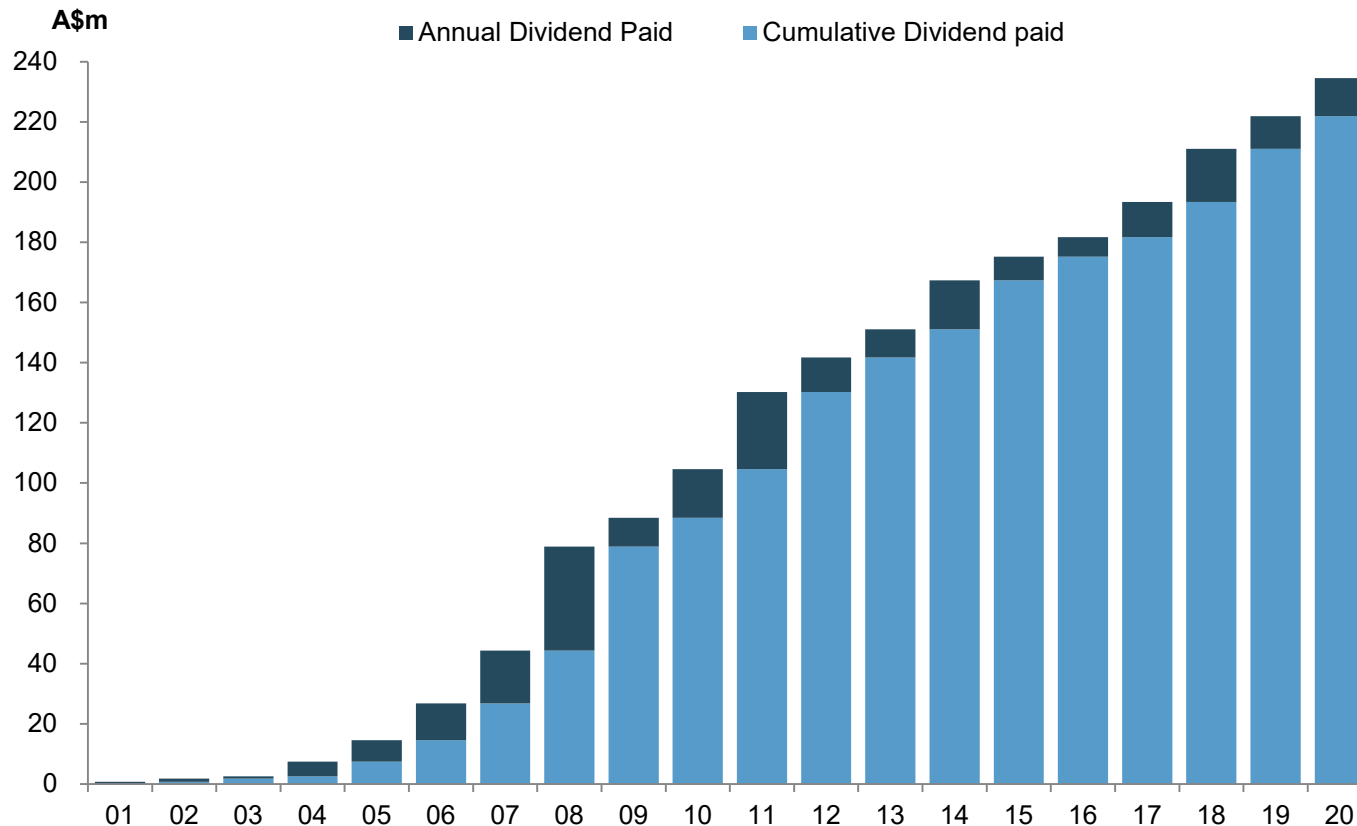


- Strong past correlation to resource markets (Small Resources Index)
- Small Resources Accumulation Index up 1.8% in FY20
- Strategy is to generate diverse recurring revenue streams whilst maintaining traditional upside leverage to resource markets

Maintain traditional strengths while building recurring revenue streams

Note 1: Attributable to members

Paid \$235 million in fully franked dividends



PAST:

- Paid \$235m dividends over 40 consecutive half year periods
- High payout ratio

FUTURE:

- Aim to increase the base level of dividends through increased recurring revenue streams

Strong dividend history reflects strong cash flow and minimal capital expenditure

Euroz Securities - 20 year history of partnering and supporting clients through research, dealing and corporate finance services

Research

- Quality equities research is the foundation of our business
- Highly rated research from our team of six analysts

Institutional Sales

- Institutional advisory and equities dealing services
- Team of nine institutional dealers have significant long-term relationships with major institutional investors

Private Client Dealing

- Predominantly high net worth client base
- Significant capacity to support new issues/construct first class share registers
- Expanded wealth management capabilities

Corporate Finance

- Strong market position in WA Equity Capital Markets (ECM)
- Specialised mergers and acquisitions (M&A) corporate advisory services

LONG TERM STRATEGY: Leverage deal flow in WA related companies through high quality research, dealing and corporate finance services

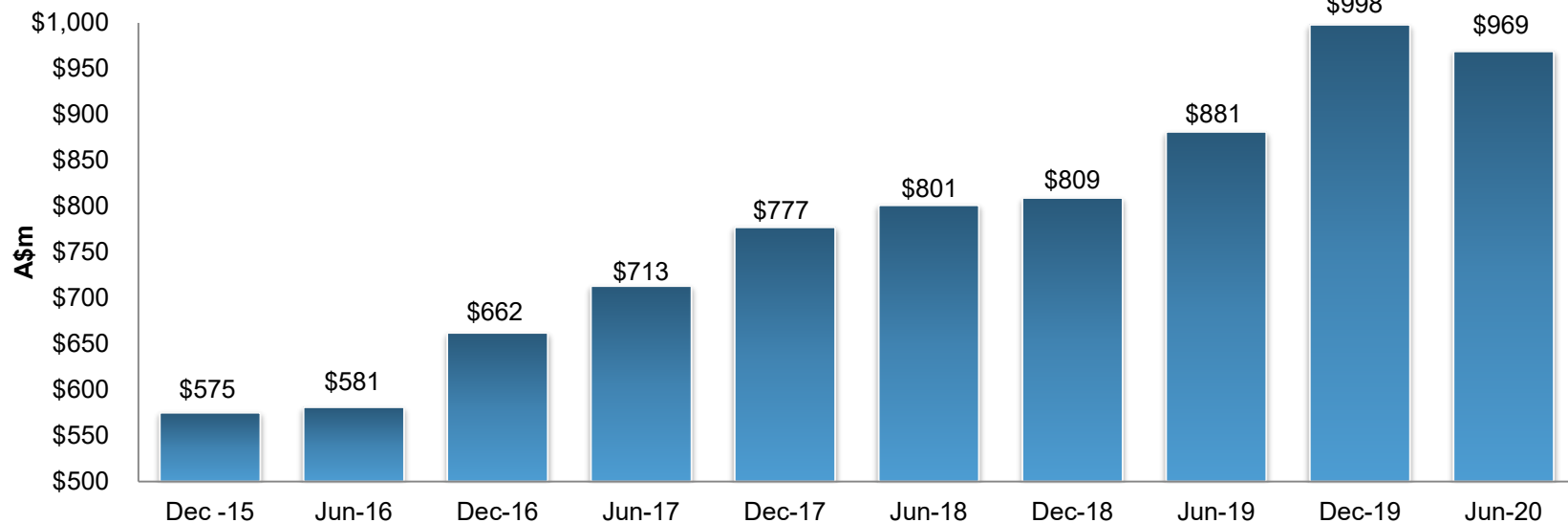
Major corporate finance transactions during FY2020

<p>Supporting our clients on major transactions during FY2020</p>	<p>Placement \$79 million Joint Lead Manager Euroz Securities Ltd Jul 19</p>	<p>Placement \$13.3 million Lead Manager & Bookrunner Euroz Securities Ltd Aug 19</p>	<p>Placement + ANREO \$139 million Joint Lead Manager Euroz Securities Ltd Oct 19</p>	<p>Two-Tranche Placement \$17 million Co-Lead Manager & Joint Bookrunner Euroz Securities Ltd Nov 19</p>	<p>Placement \$30 million Joint Lead Manager & Joint Bookrunner Euroz Securities Ltd Nov 19</p>	<p>Placement \$120 million Co-Manager Euroz Securities Ltd Nov 19</p>	<p>Two-Tranche Placement \$23.5 million Joint Lead Manager Euroz Securities Ltd Dec 19</p>	<p>Two-Tranche Placement \$75 million Lead Manager & Bookrunner Euroz Securities Ltd Jan 20</p>
	<p>IPO \$12 million Lead Manager & Underwriter Euroz Securities Ltd Jan 20</p>	<p>Two-Tranche Placement \$20 million Joint Lead Manager Euroz Securities Ltd Apr 20</p>	<p>Placement + ANREO \$60 million Co-Lead Manager Euroz Securities Ltd May 20</p>	<p>Placement \$30 million Joint Lead Manager & Bookrunner Euroz Securities Ltd May 20</p>	<p>Placement \$13.5 million Lead Manager & Bookrunner Euroz Securities Ltd May 20</p>	<p>Placement \$20 million Lead Manager Euroz Securities Ltd Jun 20</p>	<p>Placement + AREO \$40 million Joint Lead Manager, Bookrunner & Underwriter Euroz Securities Ltd Jun 20</p>	<p>Two Tranche Placement + SPP \$60 million Joint Lead Manager & Underwriter Euroz Securities Ltd Jun 20</p>

Entrust Wealth Management - 17 year track record

- Combines its deep knowledge of managed discretionary advice, financial planning and portfolio management with its portfolio administration service to create a comprehensive wealth management solution for each individual client
- Euroz acquired Entrust Wealth Management (**Entrust**) in July 2015
- The strategy behind acquiring Entrust was to leverage an established wealth management business with long term ongoing revenues as a platform for further acquisitions and organic growth
- Entrust has a significant high net worth client base with Funds Under Management (**FUM**) of \$969m as at 30 June 2020

ENTRUST FUM

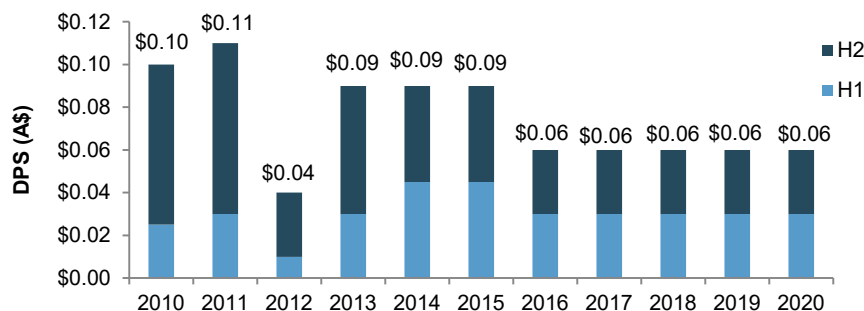


LONG TERM STRATEGY: Grow FUM through organic growth and attracting external wealth advisors to join our wealth platform

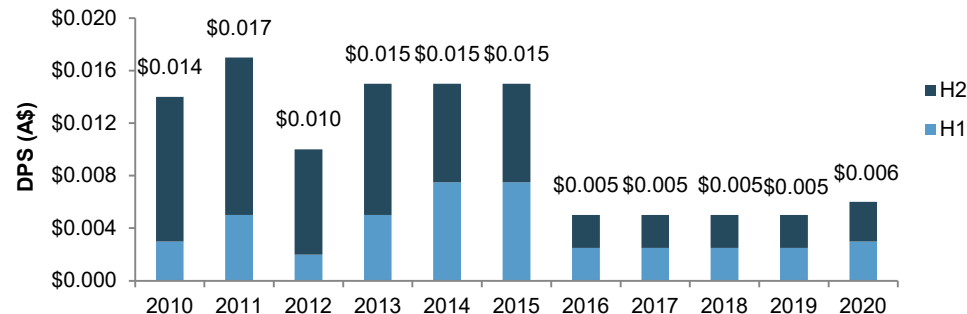
Westoz Funds Management – “Finding the Best in the West”

- Westoz Funds Management (**WFM**) is a 100% owned subsidiary of Euroz Limited established in 2005
- WFM manages portfolios of Australian equities on behalf of two listed investment companies, Westoz Investment Company Limited (**WIC**) and Ozgrowth Limited (**OZG**)
- WIC and OZG have contributed \$41.7m in dividend income to Euroz Limited since inception
- WIC and OZG have paid \$167m in fully franked dividends to shareholders since inception
- Euroz owns 26.25% of WIC and 40.58% of OZG
- WIC gross investment performance of -1.7% financial period to 30 June 2020
- OZG gross investment performance of 7.0% financial period to 30 June 2020

WESTOZ INVESTMENT COMPANY LIMITED (ASX:WIC)



OZGROWTH LIMITED (ASX:OZG)



LONG TERM STRATEGY: provide a steady base of ongoing management fee revenues with potential performance fee upside

WESTOZ
FUNDS MANAGEMENT PTY LTD

FINDING THE
**BEST IN
THE WEST**

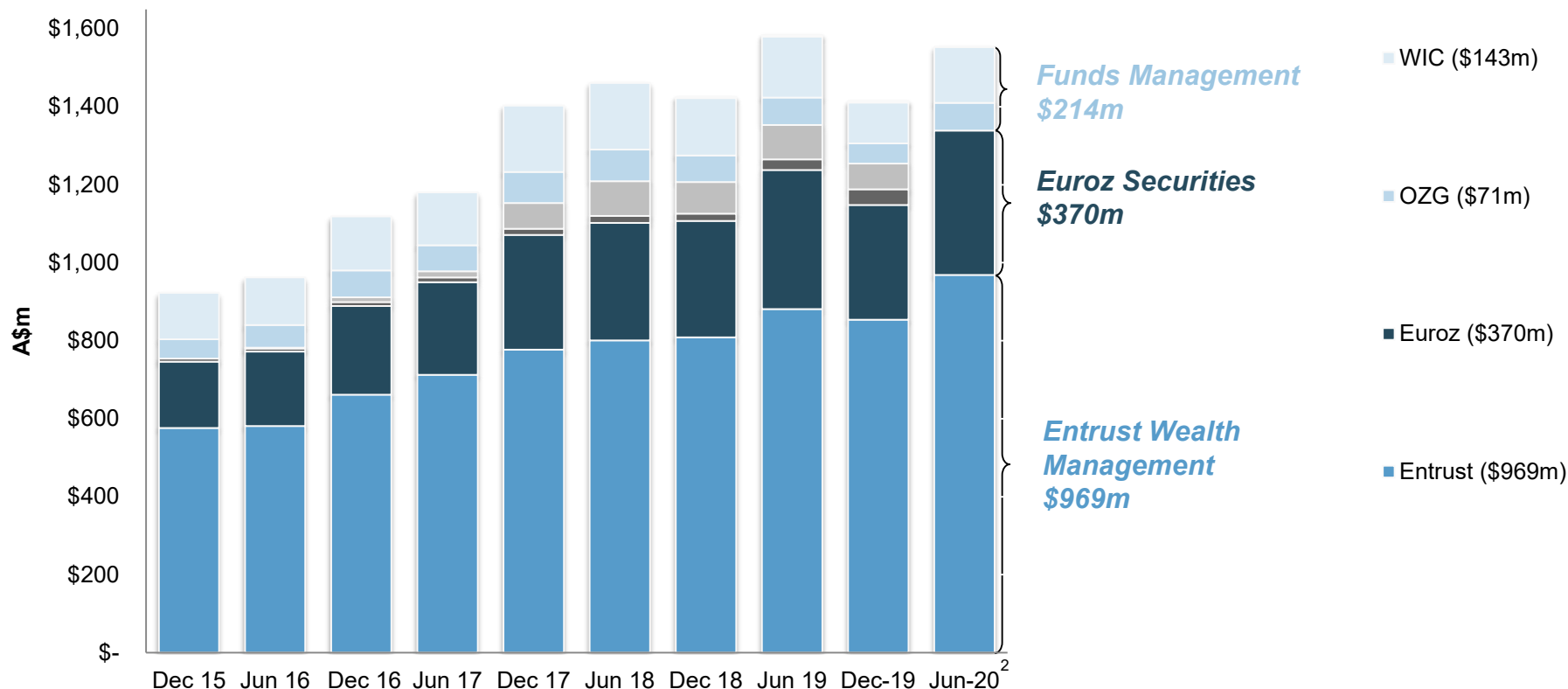
Improving balance sheet

- Strong balance sheet/zero debt
- Market Valuation: \$46m – \$56m Enterprise Value

	Cost	Market	Look through value ¹
Westoz	\$39.0m	\$32.2m	\$37.7m
Ozgrowth	\$27.8m	\$24.8m	\$29.5m
Other Investments	\$5.4m	\$7.8m	\$7.8m
Cash	\$46.3m	\$46.3m	\$46.3m
Total	\$118.5m	\$111.1m	\$121.3m
Market Capitalisation (\$1.03/share)		\$167m	\$167m
Enterprise Value (approx.)		\$56m	\$46m

Note 1: WIC and OZG valued at NTA

\$1.55 billion in FUM in Funds and Wealth Management



Group FUM of \$1.55 billion

Note 1 ■ PFM (\$24m) Precision Funds Management removed from 01/07/2017 as no longer a corporate authorised representative

Note 2. Removal of Flinders Investment Partners, Dalton Street Capital and Equus Point Capital FUM

Euroz Group Summary

- Solid performance from Euroz Securities
- Group FUM steady at \$1.55 billion
- Net loss after tax (attributable to members) of -\$1.4m
- Underlying “cash” profit of \$6.5m after tax plus \$0.3m “non-cash” after tax profit on mark-to-market of investments offset by -\$8.2m which mainly relates to Prodigy closure costs.

Euroz Securities

- Solid performance
- \$1.05 billion in announced ECM raisings
- FUM flat at \$370 million

Entrust Wealth Management

- Platform for future wealth management acquisitions and organic growth
- Excellent organic FUM growth now offset by market decline
- 10% increase in FUM to 969m

Westoz Funds Management

- WIC -1.7% ↓ to 30 June 2020 FUM \$143m
- OZG 7.0% ↑ to 30 June 2020 FUM \$71m
- Relative outperformance

Euroz is a diversified financial services company

Solid underlying profitability

Established track record provides solid platform for growth



A robust balance sheet

Aim to increase recurring revenue

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

THANK YOU

Euroz Limited
Level 18 Alluvion
58 Mounts Bay Rd
Perth Western Australia 6000

euroz.com