

FY22 RESULTS PRESENTATION

August 2022

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

Western Australia's Leading Financial Services Business

- 1 **Western Australia's largest stockbroking, corporate finance and wealth management business**
- 2 **Strategically located in the global resources hub of Western Australia**
- 3 **Focus on growing diverse revenue streams**
- 4 **Strong balance sheet**
- 5 **Track record of excellent long term shareholder returns**
- 6 **Well positioned to capitalise on continued positive WA and commodities outlook**

Full Year Result – Strong FY22

- Strong profitability and cash generation for 2022 financial year
- Improved balance sheet and simplified corporate structure
- Strong result but down compared to previous exceptional year
- A\$80 million to be returned to shareholders

FY22 REVENUE

\$118.7M

FY22 NPAT³

\$40.7M

FULL YEAR FY22 DIVIDEND²

11cps

GROUP FUM¹

\$3B

CASH & INVESTMENTS¹

\$194.2M

CAPITAL RAISED IN FY22

~\$2.2B

Note 1: As at 30 June 2022

Note 2: Fully franked and includes 1H FY22 dividend of 2.5cps and 2H FY22 dividend of 8.5cps

Note 3: Attributable to members

Corporate Overview

CAPITAL STRUCTURE

A\$1.60

Share price (30 August)

197.3M

Shares on issue

A\$315.7M

Market Capitalisation

A\$194.2M

Cash & Investments¹

Nil

Debt

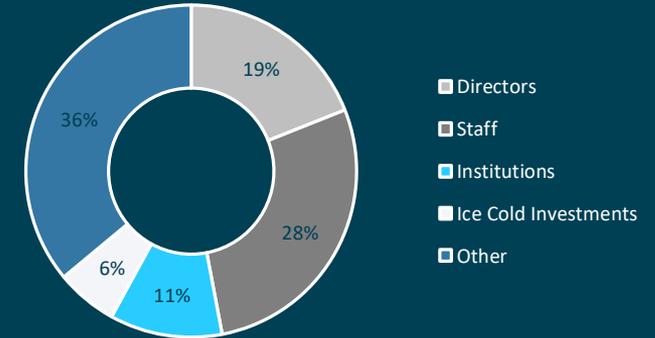
\$121.5M

Enterprise Value¹

HISTORICAL SHARE PRICE



OWNERSHIP



Note 1: Market capitalisation at 30 August 2022 and Cash & Investments at 30 June 2022

Euroz Hartleys Overview

EUROZ HARTLEYS



Western Australia's Leading Financial Services Business



Significant Global & Domestic Distribution Capability



+100 Stocks Under Research Coverage

CAPITAL RAISED¹

~A\$2.2B
FY22

STAFF

184

Corporate Finance

14 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 100 stocks under research

Institutional Sales

9 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

64 PRIVATE CLIENT ADVISERS

- Largest private wealth desk in WA
- FUM of ~\$3B²
- Extensive high net worth and family office client base
- Focus on providing timely and high quality financial advice to clients

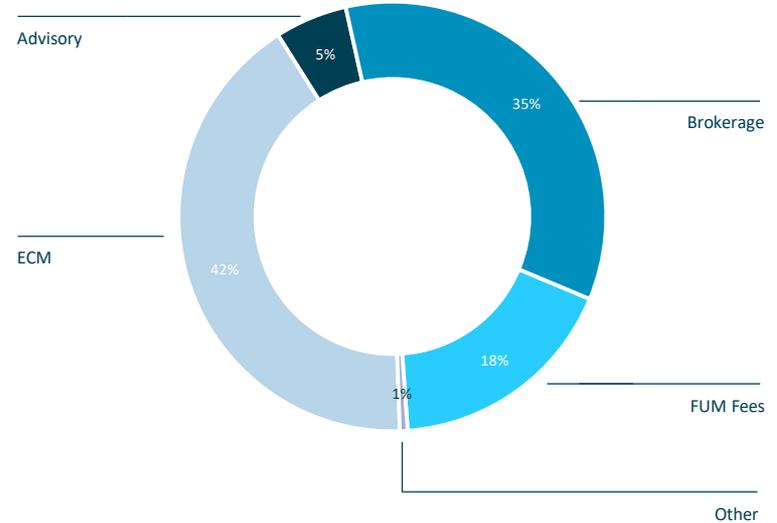
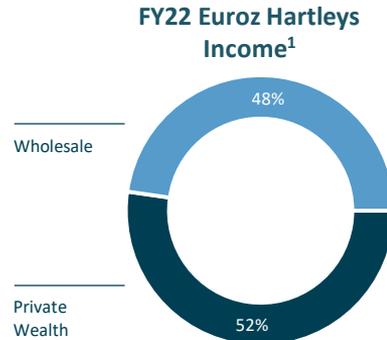
Note 1: Capital raising transactions where Euroz Hartleys acted as Lead Manager or Joint Lead Manager

Note 2: As at 30 June 2022



Euroz Hartleys Commentary

- Western Australia’s largest stockbroking, corporate finance and wealth management business
- Strong equity capital market (ECM) raisings and brokerage revenues still drive underlying cashflow and profitability
- Brokerage and recurring FUM revenue broadly in line with the previous year
- ECM revenues down ~16% and overall corporate revenues down ~23% from the previous exceptional year



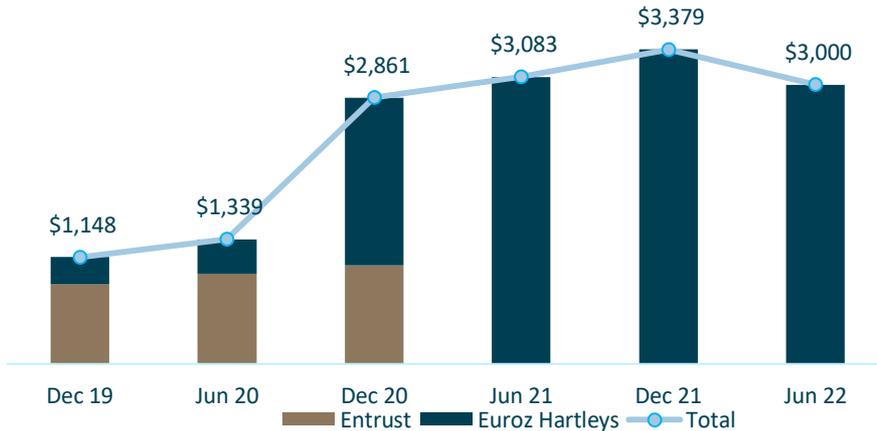
FY22 Euroz Hartleys Income by Revenue Stream¹

Note 1: Percentages subject to rounding

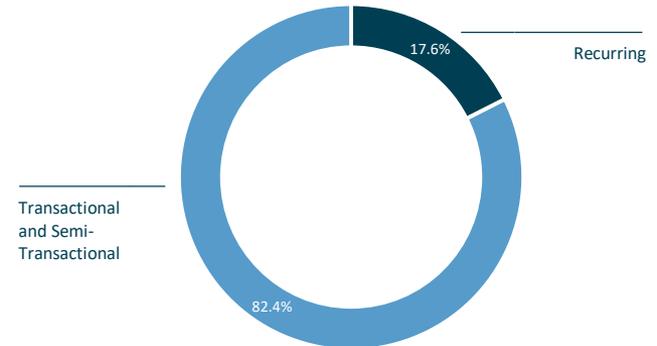
Focus on Growing Diverse Revenue Streams

- ~\$3B^{1,2} in Group FUM
- Building scale is critical
- Increased scale provides an enhanced platform for organic and acquisition growth opportunities
- Developing new strategies for FUM growth
- Westoz and Ozgrowth revenues and earnings cease³

Euroz Hartleys Group FUM (A\$M)^{2,3}



Euroz Hartleys Revenue Breakdown^{2,3}



Note 1: As at 30 June 2022

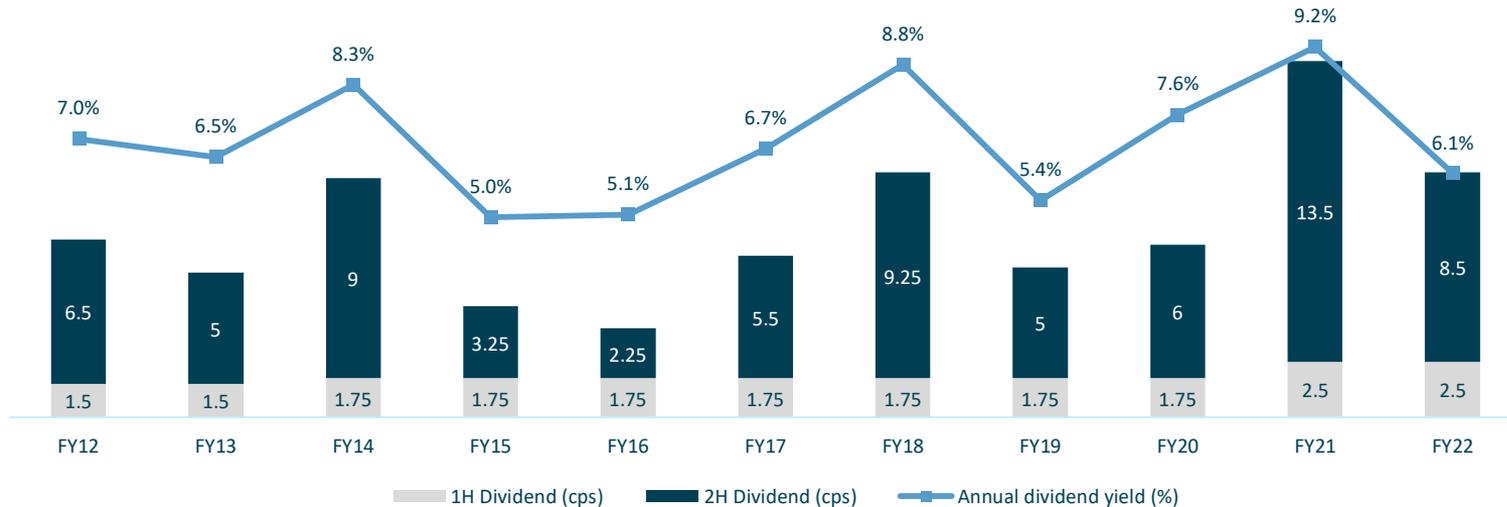
Note 2: Entrust FUM included within Euroz Hartleys from Jun '21 onwards and Hartleys Limited FUM included within Euroz Hartleys from 'Dec 2020 onwards

Note 3: FUM of entities no longer under group control have been removed. Westoz Investment Company Limited and Ozgrowth Limited were acquired by WAM Capital Limited on 21 April 2022, associated FUM was removed on this date.

Consistent Dividend History

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

- Returned \$287m dividends and cash to shareholders over 44 consecutive half year periods, excluding the proposed A\$80m to be returned to shareholders in early FY23
- Average dividend of 8.6 cents / year over past decade
- Average dividend yield of 6.9% over past decade



Euroz Hartleys Foundation

- Established in 2006 to provide support to worthy charities within our broader community
- Donated over \$3m to over 100 individual charities in 15 years
- Staff encouraged to provide their time to support charities in and around their local community
- 2022 Commission for a Cause raised \$400,000 for the Perth Children’s Hospital Foundation, Lifeline WA, 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

Western Australia's leading financial services business

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 and track record

6

Well positioned to capitalise on positive WA and commodities outlook

EUROZ HARTLEYS GROUP

Thank You

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