



29 January 2024

### Unaudited first half result and interim dividend

Euroz Hartleys Group Limited (“**Euroz Hartleys**”) reports a modest profit and dividend for the first half of the 2024 financial year.

The Western Australian stockbroking and wealth management landscape has undertaken significant change in recent years and Euroz Hartleys has led this consolidation as Western Australia’s trusted financial services business.

On a headline basis, Euroz Hartleys expects an unaudited net profit after tax (attributable to members) of approximately \$1.0 million for the 6 months to 31 December 2023, down 66.2% versus the previous corresponding period.

The past two years of subdued markets, low trading and Equity Capital Market (“**ECM**”) volumes has had a significant short-term effect on all market facing financial services participants. While there are many different influences on our markets, most commentators would agree that peak interest rates and inflation would appear to be now mostly behind us.

During this cycle we have executed a very deliberate strategy to continue to invest in our people and the platforms that support our constantly improving client offering.

We are pleased to maintain modest profitability and improve our market position during these quieter markets.

Your Directors have declared a first half dividend of 1.75 cents per share fully franked.

Euroz Hartleys Executive Chairman, Andrew McKenzie commented:

“Slower markets will always have a major effect on our transactional business but it also reminds us of the importance of our recurring wealth management revenues. Euroz Hartleys believe both of these types of revenue comfortably co-exist and this diversification of revenue give us strength during downtimes and significant upside in better markets.”

“During this downturn we have invested significant time and effort in building our brand and platforms in both our traditional stockbroking business and in our premium wealth management offering. Our fundamental objective is to provide better outcomes for our most important stakeholder- our clients”.

ECM raisings are an extremely important part of our business. Every year we are the broker of choice to raise new equity capital for a large number of Western Australian connected growth companies. We are seen by our extensive institutional and retail client base as ECM specialists and their “eyes and ears” in Western Australia.

The first half of the year saw a continuation of low ECM and Initial Public Offering (“**IPO**”) activity for all participants. This lower market activity has a major effect on our own capital raisings and we report this half we raised \$496 million, down from \$667 million in the previous corresponding period. Our forward ECM pipeline currently looks somewhat more promising.



Transactional brokerage revenues were up 26% versus the previous corresponding period on the back of strong block trading activity. Our trading revenues are a leading indicator for the underlying health of our business and your Directors are pleased to see this improvement.

We can report a modest increase in our Funds Under Management (“**FUM**”) to \$3.67 billion as at 31 December 2023, an increase of 5.7% over the six-month period. A recent system and platform review will further improve the wealth management offering for our extensive client base and enable stronger organic growth in FUM going forward.

We congratulate all staff for their significant and successful efforts in our recent move from two separate buildings to one premium location in QV1. Our people remain our most important asset and we strongly believe that the positive team environment that we are building together forms a solid foundation for our entire business.

Our current balance sheet of \$83.1 million of cash and investments continues to support our activities, differentiates us from many of our competitors and provides confidence to our significant adviser network and their large client base.

We remind investors that our second half-year performance and final dividend will be dependent on market sentiment, commodity prices and our ECM and corporate advisory activity.

The relevant dates for the interim dividend are as follows:

<b>Interim Dividend:</b>	<b>1.75 cents per share fully franked</b>
<b>Ex-Dividend Date:</b>	<b>2 February 2024</b>
<b>Record Date:</b>	<b>5 February 2024</b>
<b>Payment Date:</b>	<b>16 February 2024</b>

The Dividend Reinvestment Plan (**DRP**) will **NOT** be active for the 2024 interim dividend.

For further information please contact:

**Andrew McKenzie**  
Executive Chairman  
M: 0438755727  
E: [amckenzie@eurozhartleys.com](mailto:amckenzie@eurozhartleys.com)

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