

ABN 53 000 364 465

26 November 2015

## Chairman's AGM Address

Euroz Limited recorded a headline \$7.1 million loss for the year ended 30 June 2015 after accounting for a \$15 million after tax decrease in the market value of our investments.

The Directors declared a final dividend for FY15 of 3.25 cents per share fully franked which combined with the interim dividend of 1.75 cents per share represented a total dividend of 5 cents per share fully franked (\$7.9 million dollars).

In the previous financial year the positive movements in share price of our significant Westoz Investment Company ("WIC") and Ozgrowth ("OZG") investments contributed \$10 million after tax in paper based net profit to the headline result. Conversely in last year's result the decreases in their share prices had a negative \$15 million impact on our reported profitability.

On an underlying basis the Group remained profitable and continued to generate cash earnings and dividends for shareholders.

We are pleased that our Euroz Securities and Westoz Funds Management divisions remained profitable during particularly difficult trading conditions.

The past year has been a year of transition where we have laid the foundations and achieved a series of major goals to secure the future direction of Euroz Limited:

- Successful cultural and financial integration of Blackswan Equities, boosting our Private Client dealing team and kick starting our wealth management ambitions.
- The establishment of Prodigy Investment Partners ("Prodigy") as a gold standard platform for future boutique fund partnerships.
- The launch of the first of these new boutiques, Flinders Investment Partners.
- The post balance date acquisition of the established Entrust Private Wealth Management which will be the platform for expanding Funds under management in the growing wealth management space.

## **Future Strategy**

We have seen the challenging environment of the past 18 months as a time of opportunity to transform the structure of Euroz Limited into three core businesses:

- · Stockbroking and corporate finance
- Funds management
- Wealth management

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The strategy behind this transformation is to pursue a higher level of recurring revenues combined with an expanded and diversified stream of high value transactional revenues from a range of diversified sources.

## **NEW FINANCIAL YEAR TRADING UPDATE**

Euroz Securities remains moderately profitable in the first 4½ months of the new financial year despite continued weakness in commodity prices and a decrease in the Small Resources Index of 17% since June 30 2015.

Our 100% owned Westoz Funds Management business has encountered similar headwinds to our securities business but also remains moderately profitable. The investment portfolios and share prices of the WIC and OZG have decreased slightly and continue to negatively impact our overall reported Group profitability in the near term.

The multi-boutique strategy has seen the successful launch of its first fund, the Flinders Australian Emerging Companies Fund in August 2015. Portfolio performance for their first two months of operation was up 9.1%.

Prodigy looks forward to launching a second boutique fund in the coming months.

We are pleased to report that the integration of the Entrust acquisition has been completed seamlessly. Staff are upbeat and are now co-located with all of our other Perth based businesses in the one office location, cost synergies have been slightly better than expected and a number of one-off acquisition costs have now been absorbed.

In summary, Euroz Limited remains profitable on an underlying basis and continues to generate cash for future dividends although lower WIC and OZG share prices continue to negatively impact reported profitability.

On behalf of my fellow Director's I would like to thank all of our staff, clients and shareholders for their efforts and patience during this year of rapid change.

We are pleased to report to shareholders that Euroz Limited has now evolved into a truly diversified wealth management business.

**Andrew McKenzie Executive Chairman** 

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