

Investor Presentation

Presenters



MIKE RYAN

Chairman



GARRY CROLE

MD / CEO

September 2024

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FY24 financial highlights

Revenue

\$124.6m

+26% on PCP

Operating
profit¹

\$8.7m

+88% on PCP

NPAT²

\$24.0m

+1,012% on PCP

Operating
cashflow³

\$4.8m

+69% on PCP

DPS

7.0 CPS ff

+49% on PCP

Net cash

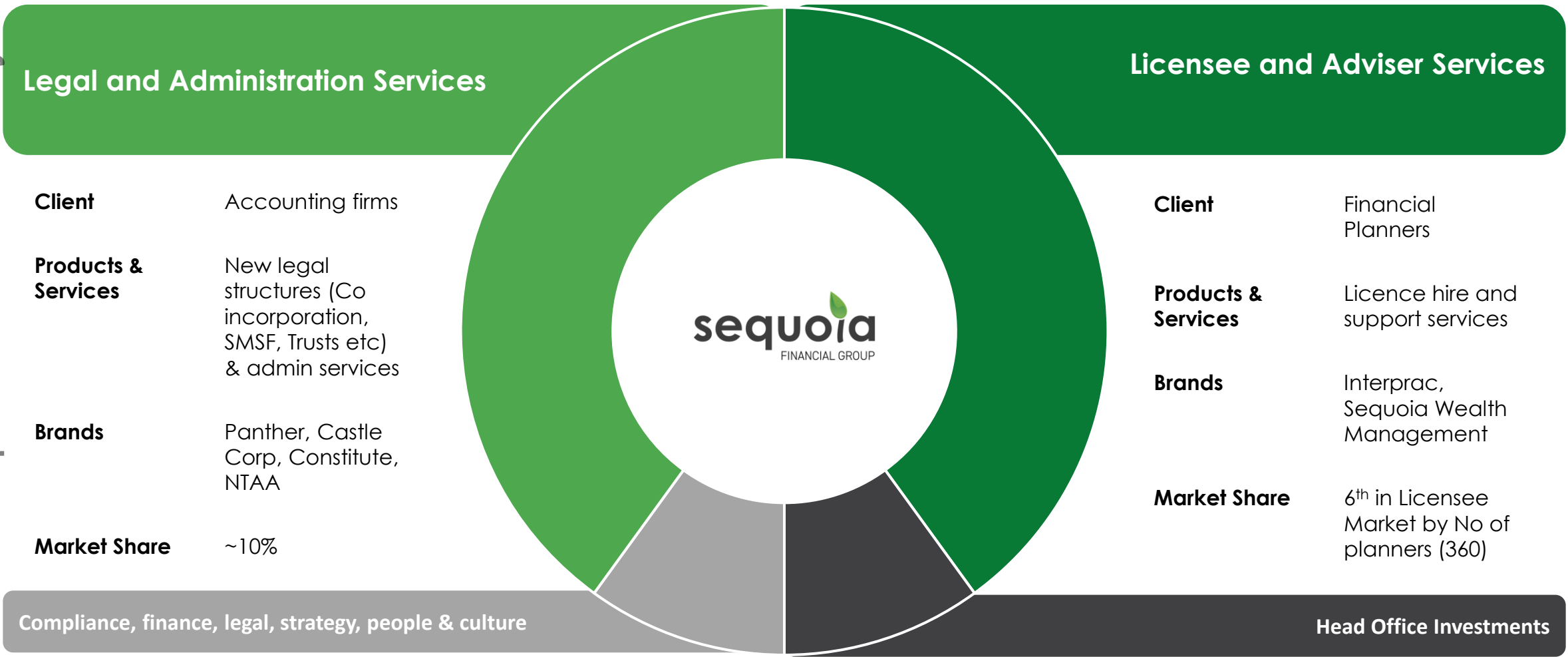
\$16.8m

+79% on PCP

1. Operating profit (normalised EBITDA) excludes non-operating items
2. Includes gains on sale of Morrison Securities
3. From continuing operations

Sequoia has two major business divisions

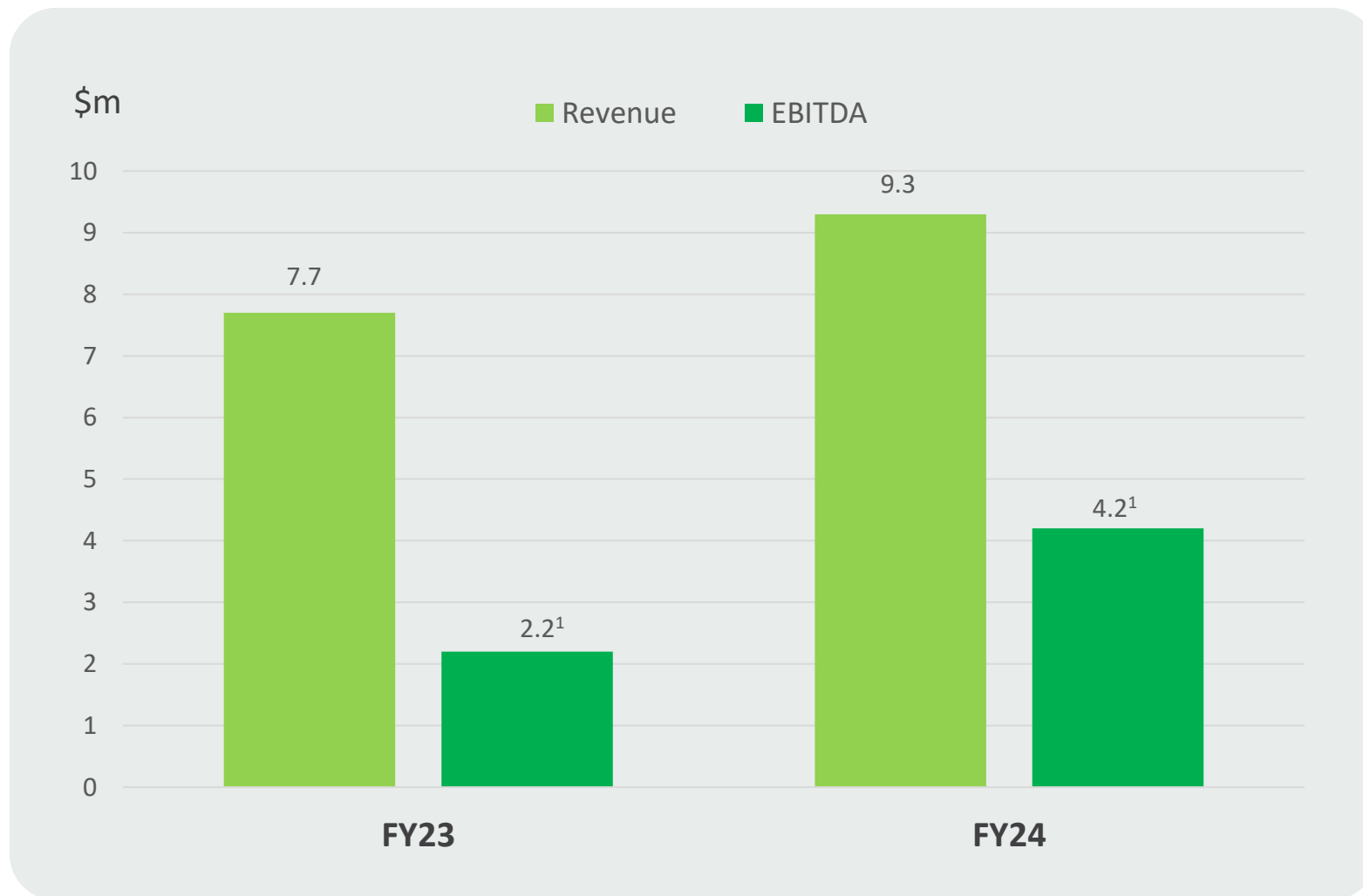
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Legal and Administration Services

Growth through consolidation , scale and offering

- Margin improvement of 55% driven by technology, scale and successful integration.
- SEQ has ~10% market share in a highly fragmented industry, providing consolidation potential.
- 1,200 accounting firms using the platform out of 10,500 in Australia.
- Further upside to sell additional products and services to existing client base.



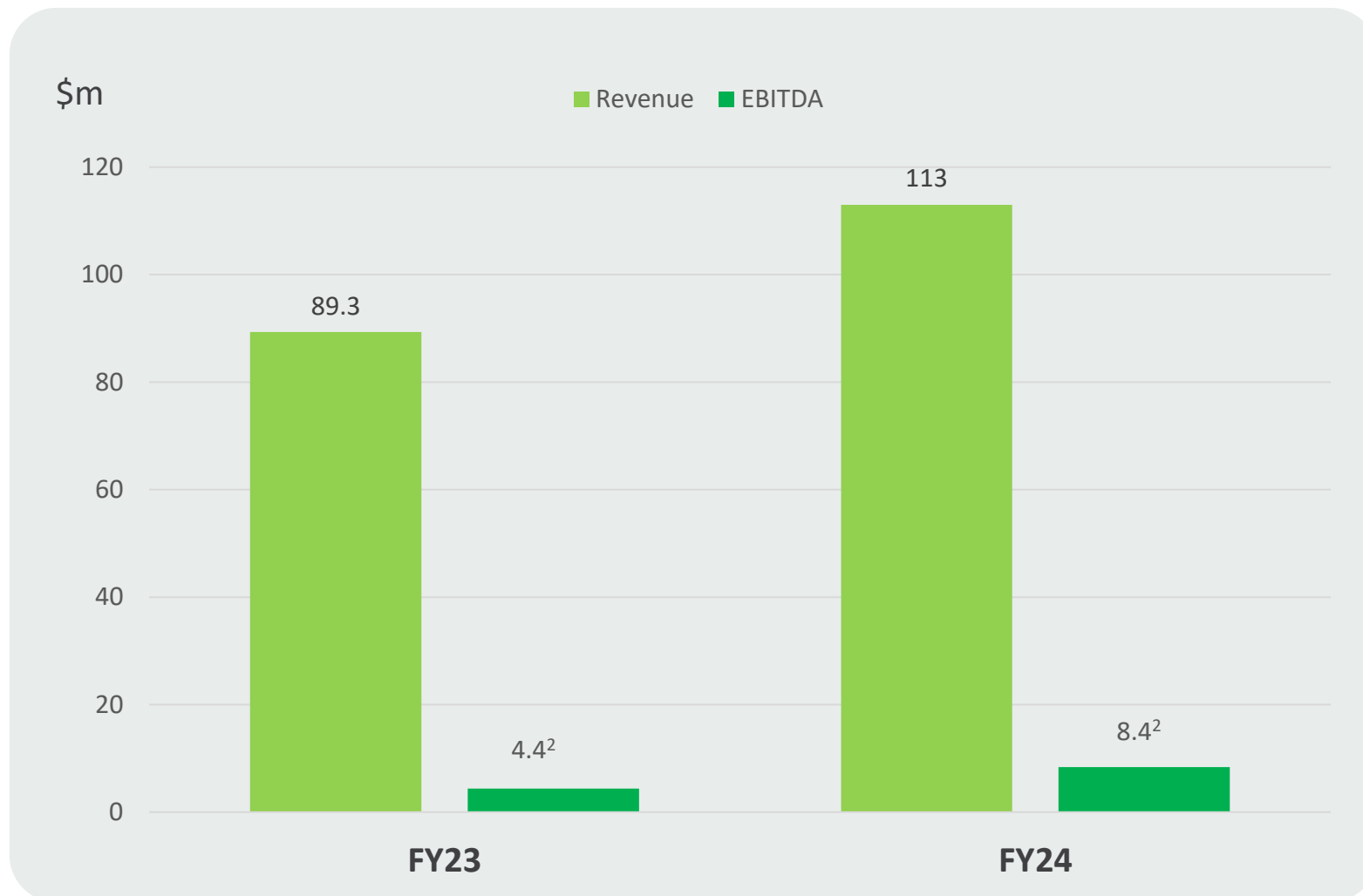
1. Excludes head office division

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Licensee and Adviser Services

Growth in Advisors, Revenue and Operating Margin

- One of only 3 larger licensee firms that increased advisor numbers despite overall financial planner numbers falling.
- Opportunity to grow SEQ's higher margin salaried advice business.
- Demand for financial advice is accelerating as the 65+ population increases, coupled with growing per-capita Funds Under Advice.



2. Excludes head office division

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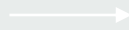
Looking Forward

The Focus

- Continue to invest in our Legal and Administration Services Division to increase revenue and profitability.
- Expand the salaried advice business within our Licensee Services Division to improve overall margin.
- Continually review all Group businesses to ensure we are optimising efficiencies, leveraging core competencies and enhancing returns.
- Organically grow our broad existing client base through the provision of additional products and services.

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Thank you.

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