



For personal use only

First Half FY2025 Result Presentation Strategy Update

February 2025

Disclaimer

This presentation is intended for general informational purposes only and should be read alongside the Full Year Financial Report for the sixmonths ending 31 December 2024, as well as the Appendix 4D submitted to the Australian Securities Exchange by **The Australian Wealth Advisors Group Ltd (ASX:WAG)** on 24 February 2025. It does not offer any recommendations or opinions regarding specific investments or securities.

The presentation has been prepared with reasonable care and in good faith. However, neither WAG nor any other party guarantees the accuracy, reliability, reasonableness, or completeness of its content, including projections, forecasts, estimates, prospects, and returns, nor does it address any omissions. To the fullest extent allowed by law, WAG and its officers, employees, and advisors disclaim and exclude all liability for any loss or damage, foreseeable or not, that may arise from acting on any information (including projections, forecasts, estimates, prospects, and returns) provided in, or omitted from, this presentation or any other information provided by or on behalf of WAG.

This presentation is not intended to be relied upon, and the information it contains does not consider your financial objectives, situation, or needs. Investors should seek advice from their legal, tax, business, and/or financial advisors before making any investment decisions.

All figures are accurate as of 31 December 2024 unless stated otherwise. Figures may not sum precisely due to rounding.

This announcement has been authorized for release by the Board of Directors.





About Us

AWAG is a diversified financial services firm that has 3 prime chapters of operations:

1. Corporate, Activist Investment
2. Funds Management
3. Financial Wealth Management and Advisory

AWAG's objective is to build out 2 stable profitable operating businesses, as well as being an active participant in the rationalisation of the diversified financial services sector.

Key Highlights

- 1 Revenue growth of 32% YoY (\$6.8m vs \$4.6m pcp)
- 2 Profit before tax growth (\$671,542 vs -\$31,327 pcp)
- 3 Funds under management and administration (FUMA) of \$2.1b
- 4 Strong balance sheet with no debt. \$5m cash reserves.
- 5 EPS: strong pipeline. 2 completed EPS investments. Tracking well for target of 6 to 8 by June 2025
- 6 Succession Fund: distribution channels now established.
- 7 Successful and Active corporate activism
 - a. Realisation of Evans & Partners Ltd.
 - b. 18.02% holding of Sequoia (ASX:SEQ)

1H25 Snapshot



REVENUE

1H25 \$6.08m



32% on 1H24



NPBT

1H25 \$671k



From a \$31k loss
in 1H24



FUMA

Dec 2024
\$2.1b



CASH

Dec 2024
\$5.1m

Financials

Profit & Loss	1H25	1H24
Revenue	\$6,081,374	\$4,600,064
Expenses	\$5,409,832	\$4,631,391
Net profit before tax	\$671,542	-\$31,327
Net profit after tax	\$566,215	-\$85,850
Balance Sheet	1H25	1H24
Cash	\$5,011,657	\$5,872,231
Total Assets	\$13,211,960	\$13,469,707
Total Equity	\$12,380,261	\$11,814,278

BOARD OF DIRECTORS

**Mike
Fitzpatrick**
Non-Executive Director



**David
Slack**
Non-Executive Director



**Lee
IaFrata**
Chairman



**Mark
Stephen**
Non-Executive Director



**Paul
Young**
Non-Executive Director

For personal use only

Corporate Timeline



2021

AWAG Incorporated - Capital Raise \$2m

2022

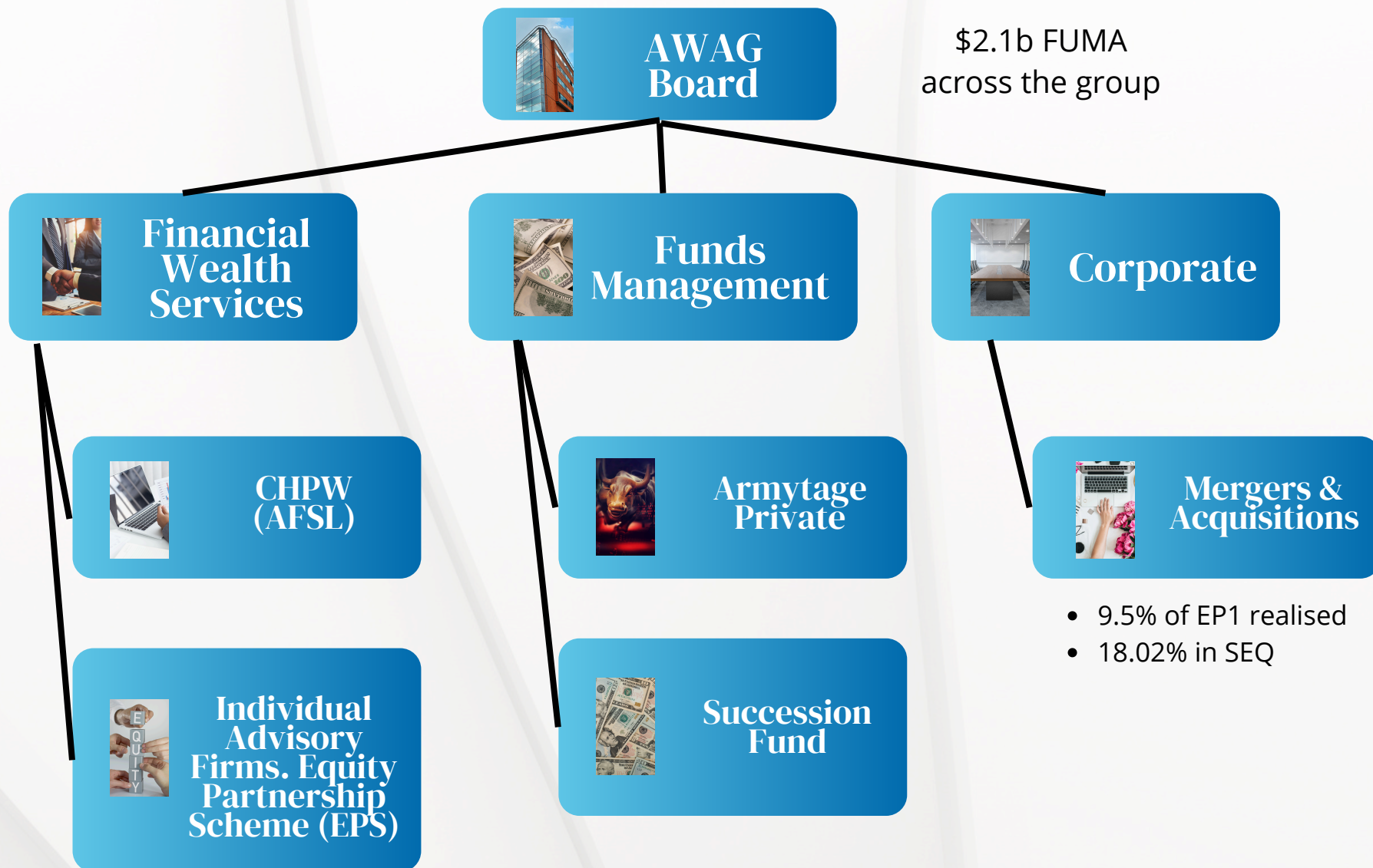
Acquisition of Dealer Group CHPW Financial

2023

Acquisition of Fund Manager Armytage Private

2024

Listing of AWAG (ASX:WAG)
2 Equity Partnership Scheme Investments
Succession Fund Established



Universe

Corporate Services

- September 2019 to April 2022, there were 13 corporate transactions via takeover or merger. Our **Armytage Micro Cap Activist Fund (MCAF)** participated in 11.
- April 2022 to February 2024, there was only 1 completed takeover: CountPlus takeover of Diverger.
- Recent deals: Clime divests Madison; AMP/IFL/CBA divests the advisory; MYS/ABA merger, COG 19% of CAF; multiple interests in IFL; EP1 management buyout, SWF takeover.
- Going forward:
 - Approximately 6 to 8 potential transactions in the small to micro cap universe within the next 2 years.
 - Mid Cap, Large Cap , will see several deals play out over the next 12 months to 18 months.

Equity Partnership Scheme (EPS)

- WAG acquires a 20% strategic stake in a financial services business, targeting sectors such as financial planning, insurance, mortgage brokering, and accounting.
- Consideration may consist of cash, scrip, or a combination of both.
- In return, WAG receives a royalty payment of up to 5% of the business's revenue.
- In July 2024, WAG announced its first EPS transaction with Melican Financial Planning (MFP), acquiring a 20% stake through an all-cash consideration. In November 2024, WAG completed its second EPS transaction with Beattie Financial Group.
- WAG has now established a formalized EPS onboarding process, providing a robust framework for future transactions. This process encompasses due diligence, legal, compliance, and administrative functions to ensure seamless execution.
- Currently, WAG is in the final stages of executing documents for its third investment.
- With a strong pipeline in place, multiple opportunities are progressing through the final due diligence stage, reinforcing WAG's commitment to strategic expansion in the financial services sector.

The Succession Fund

Investment manager	Armytage Private
Responsible Entity	TIP Group (ASX:TIP)
Fund Administrator	TIP Group (ASX:TIP)
Investors	Wholesale only
Application/redemption frequency	Quarterly
Distributions	Monthly

- The Succession Fund was established to enable the “successor” to purchase a stake in the business. It provides the “successor” access to capital.
- The Fund also provides loans to qualified Small & Medium Enterprises (SME).
- The Fund aims to provide 5% - 8% per annum yield over the RBA Official Cash Rate.
- Armytage, the Fund Manager & a subsidiary of AWAG, earns management fees and eligible for performance fees if hurdles are met.
- An Independent Investment Committee was established to oversee and assess loan investments.

The Succession Fund

Case study 1: Access to capital

- ABC Financial Planning is 100% owned by Mr. Planner, who is 63 years of age and would like to retire in the next 5 years.
- Mr. Successor is 36 years of age. He has been working at ABC for 8 years and would like to eventually become the operator of ABC when Mr. Planner retires in the next 5 years.
- Mr. Successor hasn't yet got the financial capacity to purchase ABC. AWAG's Succession Fund provides access to capital to Mr. Successor.

Case study 2: Earnings to WAG

- The Fund earns interest income from lending money to qualified SMEs and Successors.
- Armytage earns a management fees and eligible for performance fees, subject to performance hurdles.

Outlook

The Board is pleased with WAG's first-half results, highlighting strong profitability alongside solid revenue growth, which positions the company well for the full year. The two operating divisions continue to demonstrate sound growth, aligning with the Board's strategic objectives. Achieving a threshold result exceeding \$1 million in NPBT would represent a significant milestone for WAG in its first full year as a listed entity.

Corporate activity is expected to increase in the second half, and WAG is well positioned to capitalize on these opportunities. The company's strategic holding of 18.02% in SEQ, along with two additional holdings (currently non-disclosable), may enable WAG to play a key role in the consolidation of the financial services industry. These are exciting times for the company, and we look forward to a strong and rewarding second half.

For personal use only



Get in Touch



www.awag.au



info@awag.au



03 9674 0600



Level 5, 30 Collins Street,
Melbourne VIC 3000

