

AGM CEO Presentation

Presenter



GARRY CROLE

MD / CEO

20 November 2025

FY2025 Results

Revenue

\$124.1m

Operating
profit¹

\$9.9m

NPAT

\$3.2m

Operating
cashflow

\$6.1m
after tax

DPS

4.0 cps
(\$4.95m)

Cash and
Investments

\$20.3m

1. Operating profit (normalised EBITDA) excludes non-operating items

Sequoia Financial Group has two major operating divisions

Legal and Administration Services

Client	Accounting firms Financial Planners Legal Firms Self directed trustees
Services	Legal structure Establishments SMSF administration
Brands	DocsCentre Panthercorp CastleCorp Constitute NTAA Corporate SMSF Engine Sequoia Superannuation

Licensee and Adviser Services

Client	Financial Planners
Services	Licensee services Corporate Finance Media Services APAC advisers Salaried personal advice
Brands	InterPrac Financial Planning Sequoia Wealth Management Sequoia Family Office Sequoia Corporate Finance Sequoia Financial Advice Sequoia Asset Management Sequoia Media Sequoia Home Loans Sequoia Specialist Investments* Sequoia Direct*

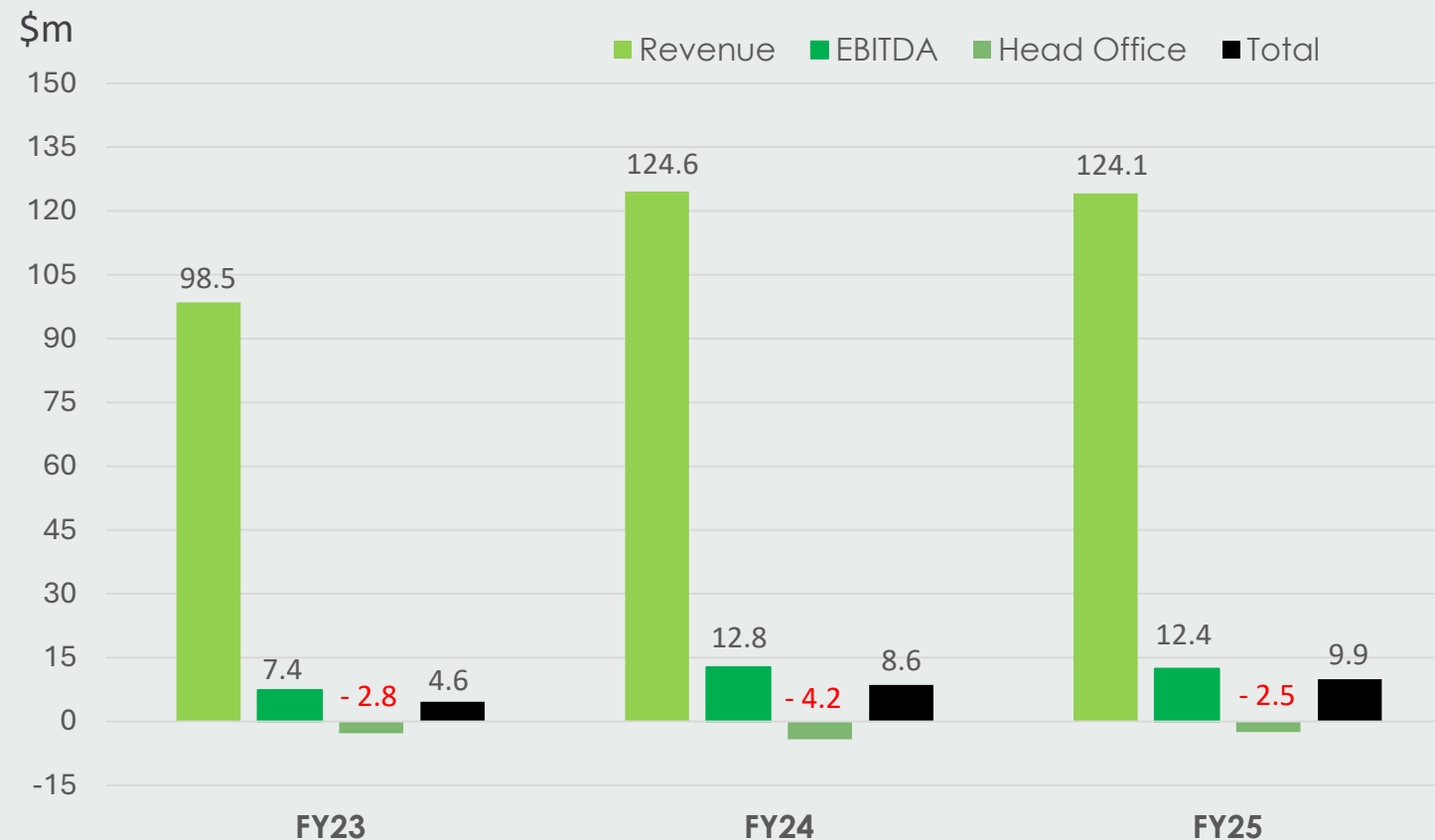


* SSI and Sequoia Direct are business in run off for closure or sale.

Sequoia Financial Consolidated Group

Streamlining and Earnings Diversification continues

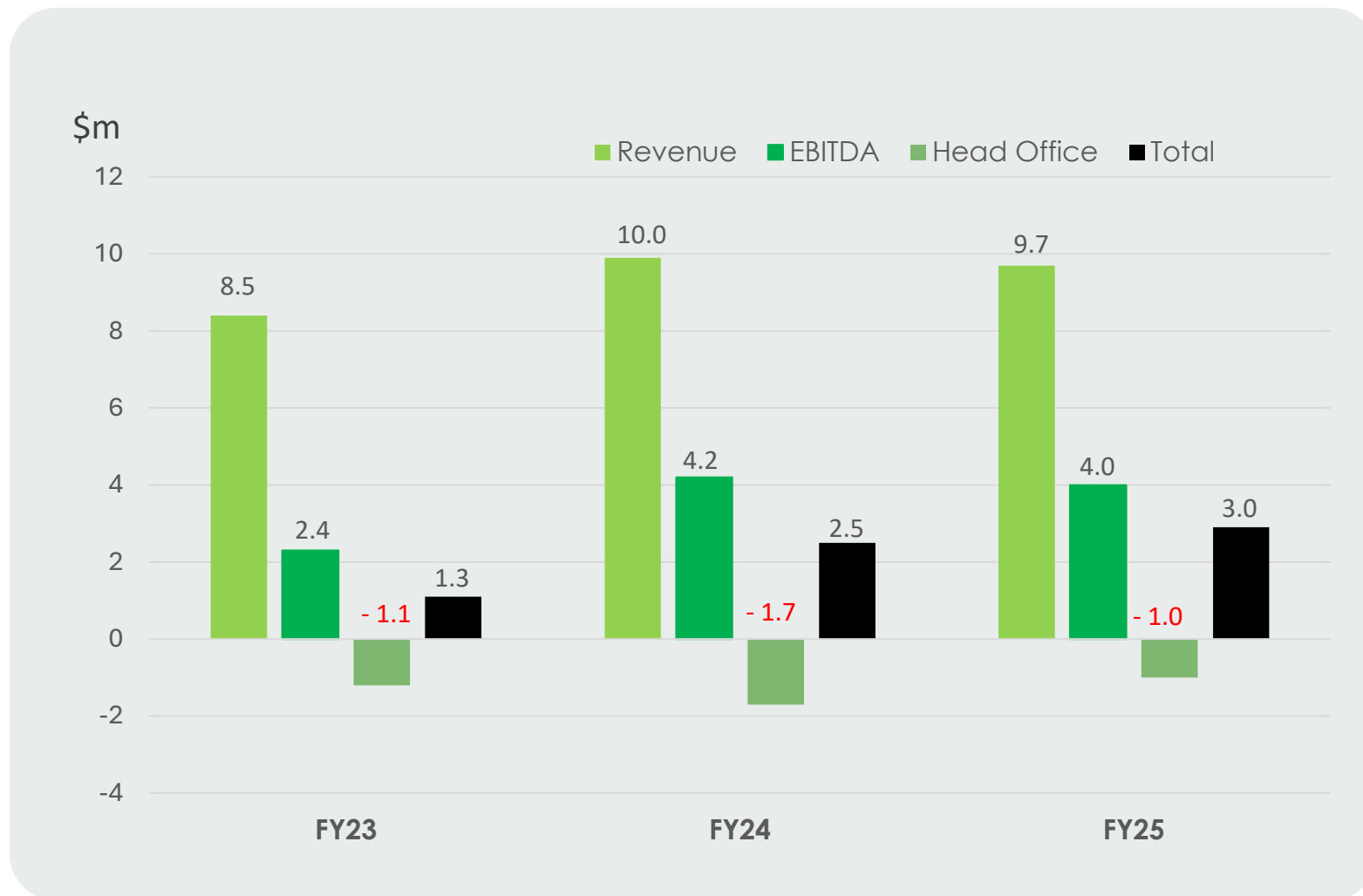
- Revenue has continued to grow in existing businesses after divestment of several high revenue businesses over the last 3 years
- Operated earnings after head office costs have increased from \$4.6m in FY 2023 to \$9.9m in FY 2025
- Shares on issue have reduced by almost 10% over last 3 years in addition to strong dividend distribution
- Diversification of operating earnings continues to move from low margin licensee for hire business to more attractive margins in salaried advice, legal documents and self managed superannuation businesses.



Legal and Administration Services

Growth in users accelerated in second half

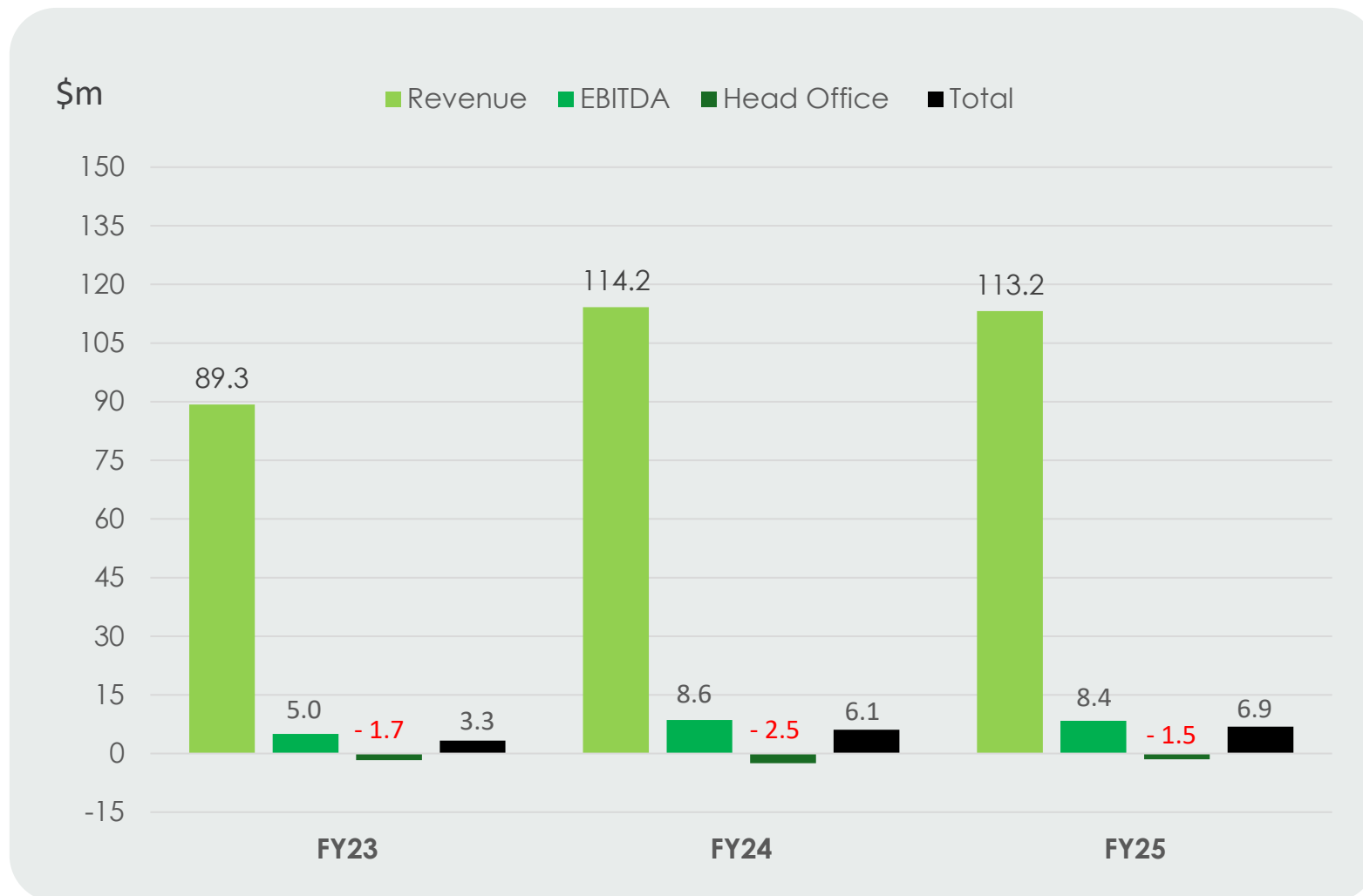
- Continued growth in legal document marketplace with users increasing from 1,250 to 1,400 across the period mostly in second half of the year
- EBITDA continued to expand in legal docs after head office charge back with SMSF administration operating profit stable on PCP
- Second half result strengthened and has continued into first half of FY 2026
- This customer base of 1,400 accounting and tax agents across Australia provides strong upside for our salaried advice business and APAC strategies within the Licensee services division.



Licensee and Adviser Services

Operating Margin improved in second half as salaried advice businesses enhanced margin

- InterPrac licensee for hire business impacted after termination of 3 advice practices who recommended investments in Shield and First Guardian via superannuation platforms of Netwealth, Macquarie, One Vue and New Quantum
- Salaried advice businesses streamlined and improved margin with long-term upside for growth
- APAC initiatives expected to deliver long term improved margins
- 2023 numbers are restated to reflect comparative purposes.



Corporate Information

• Shares on Issue (reduced from 135.1m @ July 1, 2023)	123.6 m
• Top 20 shareholders	55.64%
• Number of shareholders	894
• Franking Credit balance	\$ 16.7m
• Market Cap @ 0.23c	\$ 28.4m
• Cash and Listed shares @ June 30, 2025	\$ 20.3m
• Investments in unlisted assets (Euree/ Morrison) @ June 30, 2025	\$10.7m
• Enterprise Value at 23 cents share price	Nil

Looking ahead

- Disruption to the licensee-for-hire is expected to experience adviser losses within InterPrac FP business over the next 12–18 months
- **InterPrac FP** will defend the ASIC Federal Court proceedings and continue to call for ORFR member remediation
- **Sequoia Wealth Management's** broking business delivered a strong second half in FY 2025, and has continued improved performance into FY 2026
- Salaried advice businesses have all commenced FY2026 strongly and expected to contribute more proportionally to group earnings show
- Legal document business performed strongly in second half of FY 2025 and begun FY 2026 strongly, with EBITDA up more than 20% on PCP YTD.
- The SMSF business streamlined back office and consolidating services into a single Melbourne office and is expected to further improve performance in FY 2026
- The media business moved into profitability in late FY 2025
- All operating businesses, excluding InterPrac FP, and on a consolidated basis are ahead of PCP on YTD basis.