

**ASX Announcement – 28 November 2025**

**WT FINANCIAL GROUP LIMITED AGM**

***Chairman's address and Managing Director's address.***

WT Financial Group Limited (**WTL**, the **Group** or the **Company**) (ASX: WTL) provides to the market a copy of each of the chairman's address and the managing director's address to be delivered at the Company's annual general meeting commencing at 9.30am AEST today at the Company's registered office at Level 5, 95 Pitt Street, Sydney NSW 2000.

**Address by Guy Hedley, Chairman**

Good morning, everyone and thank you for joining us today. As you have seen in our Annual Report, FY2025 was a year of strong progress for WT Financial Group, both operationally and strategically.

Financially, we delivered record results — with gross operating revenue rising to \$217.4 million, net operating revenue up 21.5%, and NPAT growing to \$4.6 million. Importantly, we ended the year with \$9.8 million in cash, an increase of more than 21%, which has allowed the Board to continue returning value to shareholders through fully franked dividends.

These results don't happen by accident. They reflect the strength and scalability of our business model, and the commitment of our advisers and our people. I would like to extend my sincere thanks to every one of them for their professionalism, resilience, and belief in what we're building.

Strategically, the establishment of our Investco joint venture with Merchant Wealth Partners was a major milestone.

The launch of the first "Hubco" created by Investco, Titan Advice Group and the commencement of our second Hubco by bringing together Select Advice and Newleaf demonstrate how we are helping high-quality practices corporatise, grow and unlock equity value. This model is already proving itself and positions us well to help lead the next wave of consolidation across the advice sector.

Our AI-enabled Risk Management Framework continues to set industry standards, completing more than 11,000 peer reviews last fiscal year and delivering meaningful improvements in advice quality, compliance, and adviser confidence.

It's a core differentiator for our network and a key contributor to the record adviser satisfaction we achieved — recognised when Core Data named WTL Industry Leader of the Year following their Australia wide survey of adviser satisfaction.

I want to thank all our shareholders for your ongoing support.

We remain a disciplined, founder-led company - committed to creating long-term value. FY2025 was a year of momentum, and we have entered FY2026 confident in our strategy, our leadership, and the strength of our network.

Thank you.

**Address by Keith Cullen, Managing Director**

Thank you, Guy, and good morning, everyone.

FY2025 was a defining year for WT Financial Group — not just because we delivered another set of record financial results, but because it validated the strategy we've been executing for several years now: to build

the most scalable, technology-enabled advice network in Australia, and to support high-performing practices to grow in a market where demand continues to outstrip supply.

Guy has touched on the numbers already, but they are worth reiterating.

We reported gross operating revenue of \$217.4 million, up 17%. Importantly, net operating revenue grew more than 21%, and NPAT was up 20% to \$4.6 million. Operating cashflow remained strong at \$5.9 million, closely aligned to our net profit before tax, underscoring how the quality of our earnings continues to improve. This is our fifth consecutive year of profit growth, and our balance sheet is stronger than ever.

But the numbers tell only part of the story.

A key factor that underpins this growth is the stability, capability, and culture of our team. Our executive leadership group has an average tenure of more than nine years, and the average tenure across the broader Group is more than seven. That depth of experience — combined with the energy and ambition of a young, skilled workforce — is a huge competitive advantage.

Equally important is our relationship with our advisers. Across FY2025, we supported them through the production and delivery of more than 120 CPD hours of custom livestream content. We hosted more than 90 Optimum peer group sessions, five sold-out capital-city professional development days, and another standout and sold-out National Congress. Adviser satisfaction reached 86% as measured independently by Core Data and our PD Days recorded net promoter scores as high as 96 — averaging in the mid-70 range — an extraordinary outcome in any profession or industry.

A centrepiece of our value proposition is our AI-enabled Risk Management Framework — the centre piece of which is our real time peer review of advice and supporting files.

More than 11,000 advice files — comprising tens of thousands of documents were reviewed by our team through the system this last year, with more than 7,000 improvements made. It is not just a compliance tool — it is a capability that improves advice quality, reduces consumer and regulatory risk, and speeds up integration when we acquire or onboard new networks and new practices. It is one of the reasons our acquisitions have been so smooth and why our network cohesion continues to increase.

And on acquisitions — the year saw the launch of Investco, our joint venture with Merchant Wealth Partners.

The first Hubco, Titan Advice Group, formed from three outstanding practices, has already completed its first acquisition, which was fully debt funded.

Our second Hubco, built around Select and Newleaf, is well underway as are our next two hubs beyond that. These Hubcos are designed to be long-term value engines — corporatised platforms backed by patient capital, able to grow organically and through M&A. This strategy is uniquely aligned with the structural realities of our profession and the financial services industry more broadly.

We're operating in a market with \$4 trillion in superannuation, a \$3.5 trillion intergenerational wealth transfer, and adviser numbers still almost 45% below their 2019 levels.

Demand for advice is rising with a wall of people and a wall of capital headed for retirement; and of course, supply is constrained. Quality scaled networks like ours are exceptionally well positioned.

Looking ahead, our focus is consistent:

- Supporting the growth and profitability of all the practices in our networks.
- Expanding the Investco model and building more Hubcos — and growing them organically and through M&A.

- Leveraging our scalable cost base so incremental growth flows through to the bottom line.
- Continuing to improve adviser engagement, professional development, and risk management.
- And remaining disciplined and opportunity driven as and when corporate opportunities that make sense for us do arise.

I want to close by thanking our entire team, our adviser community, and our shareholders.

Your support allows us to keep building, keep innovating, and keep leading. The foundations are strong, the opportunities are significant, and while we are incredibly pleased with our progress so far, we still feel we are only getting started.

Thank you.

ENDS

## About WT Financial Group Limited

**WTL** has established itself as amongst the very largest financial adviser networks in Australia. Its wealth management, retirement planning and personal risk insurance advice services are delivered primarily through a group of around 400 privately-owned advice practices whose advisers operate as authorised representatives under its **Wealth Today**, **Sentry Advice**, **Synchron Advice**, and **Millennium3** subsidiaries. With a focus on delivering comprehensive, client-centric services, WTL empowers advice practices to excel in a rapidly evolving market environment.

The Group's B2C division delivers a range of financial advice services directly to wholesale and retail clients through its Spring Financial Group brand.

The Group's Wealth Adviser division is the Company's central services and support hub and offers market-leading services and solutions to advisers and their clients outside of WTL's subsidiary cohorts including through regular in-person and livestreamed seminar and professional development programs and the publication of a library of more than 100 financial literacy handbooks and manuals in both digital and printed formats.

### Authorised for release by:

Keith Cullen  
Managing director  
(02) 9248 0422