

Annual General Meeting Investor Update

November 2025

Disclaimer

This presentation is intended for general informational purposes only and should be read alongside the Full Year Financial Report for the twelve months ending 30 June 2025, as well as the Appendix 4E submitted to the Australian Securities Exchange by [The Australian Wealth Advisors Group Ltd \(ASX:WAG\)](#) on 25 August 2025. It does not offer any recommendations or opinions regarding specific investments or securities.

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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 30 June 2025 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 13% YoY (\$11.4m vs \$10.1m pcip).
- 2 Profit before tax growth (\$1.2m vs \$120k loss pcip).
- 3 Funds under management and administration (FUMA) of \$2.3b.
- 4 Strong balance sheet with no debt. \$3.3m cash reserves.
- 5 Seven **Equity Partnership Scheme (EPS)** investments completed.
- 6 Strong pipeline of EPS opportunities.
- 7 Successful completion & realisation of 2 Corporate Investments (EP1 and SEQ)
- 8 Very well positioned for Merger & Acquisition activity.

Financial snapshots

Profit & Loss	FY2025	FY2024
Revenue	\$11,376,639	\$10,054,918
Expenses	\$10,195,560	\$10,175,565
Net profit before tax	\$1,181,079	(\$120,647)
Net profit after tax	\$948,309	(\$259,424)
Balance Sheet	FY2025	FY2024
Cash	\$3,344,907	\$5,872,231
Total Assets	\$13,215,922	\$13,469,707
Total Equity	\$12,621,769	\$11,814,278

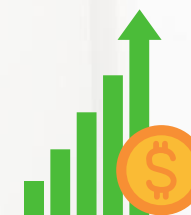


Revenue

FY25 \$11.4m



13% on FY24



NPBT

FY25 \$1.2m



From a \$120k loss in FY24



FUMA

FY25 \$2.3b



9.5% on FY24



Cash

FY25 \$3.3m

BOARD OF DIRECTORS



**Lee
IaFrate**
Chairman



**Mike
Fitzpatrick**
Non-Executive Director



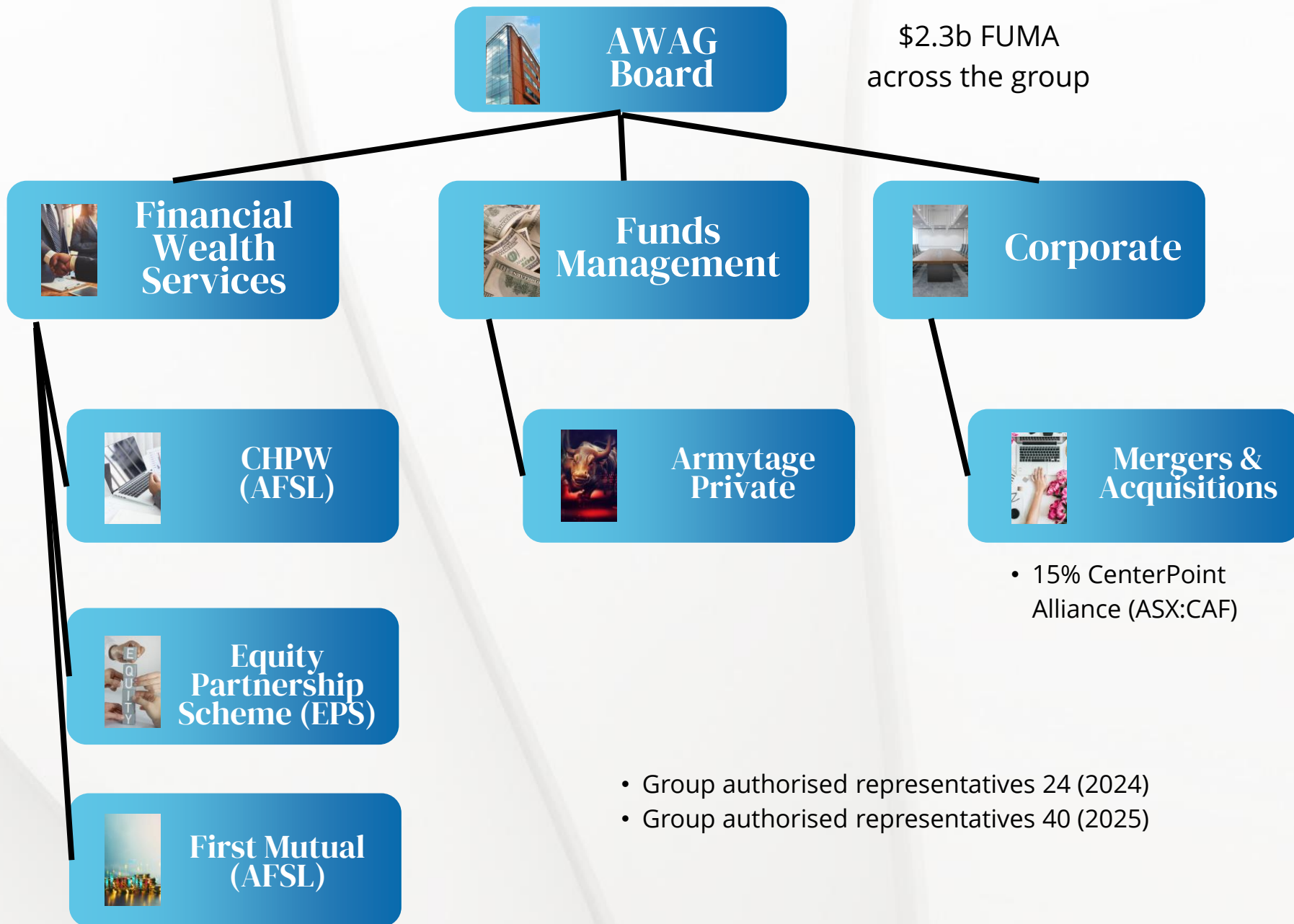
**Mark
Stephen**
Non-Executive Director



**David
Slack**
Non-Executive Director



**Paul
Young**
Non-Executive Director



Equity Partnership Scheme (EPS)

- AWAG acquires up to 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, AWAG receives a royalty payment of up to 5% of the business's revenue.
- As of Nov 2025, AWAG has completed seven EPS transactions. All seven investments are generating monthly revenue / cash towards AWAG's Net Profit Before Tax (NPBT). At the current run rate, the contribution to 2026 NBPT is tracking towards \$500,000.
- AWAG now has a formal EPS onboarding process and established a solid foundation for the model, covering due diligence, legal, compliance and general admin for future transactions.
- AWAG has a pipeline of EPS prospects, that are in due diligence stage. The objective is to have completed 8 to 10 transactions by June 2026.

Equity Partnership Scheme (EPS)

- **Melican Financial** provides personalised financial advice and wealth management services, helping individuals and businesses with financial planning, investments, superannuation, retirement and estate strategies, insurance, and tax-effective wealth creation. The firm was founded by Gavin Melican, an accountant and financial planner with over 35 years of experience.
- **Beattie Financial**, founded by David Beattie in Bendigo, provides integrated financial planning, accounting, taxation, and SMSF services to individuals and businesses. With over three decades of experience as a Certified Financial Planner, Chartered Accountant, and SMSF auditor, David leads the firm in offering tailored advice on investments, retirement, superannuation, insurance, and cloud accounting solutions, supporting more than 1,300 clients across the region.
- **OneLedger Group**, based in Melbourne, is a multidisciplinary financial services firm offering accounting, tax, lending, insurance, and financial planning solutions to businesses and individuals. Established in 2013 and now employing over 30 staff, the group is led by four partners and provides technology-driven, client-focused advice that supports businesses from startups to established enterprises.
- Previously known as B2B Invest, **APS** specialises in delivering tailored, compliant, and scalable investment portfolio solutions to independent financial advisers (IFAs).

Equity Partnership Scheme (EPS)

- **OneLedger Wealth** is a joint venture between AWAG and OneLedger, providing comprehensive wealth management services across the OneLedger Group. Through this partnership, clients benefit from a unique combination of AWAG's proven track record in financial advisory and OneLedger's strong presence within the accounting and taxation industry. Together, the firms deliver tailored strategies designed to protect and grow wealth, offering guidance on investments, retirement planning, and long-term financial security. This collaborative approach ensures clients have access to both broad market expertise and personalized support to achieve their financial goals.
- **First Mutual Australia** is a financial services group focusing on providing AFSL and licencing services and practice solutions to its authorised representatives and financial planning businesses. First Mutual is a bespoke, boutique firm, focusing on being leading edge and is profitable. It has a number of strategic associations, which are deemed central to the AWAG growth of planner numbers and resources. AWAG is keen to build a platform of "house of brands" in the advisor industry.
- **Phillip Capital Australia** is a licensed financial services firm and ASX market participant, part of the global Phillip Capital Group founded in Singapore in 1975. It offers wealth management, stockbroking, corporate finance, fund management, and online trading through its POEMS platform, providing access to over 26 global exchanges. This collaboration allows for Armytage / AWAG products and services to be distributed to **Phillip Capital Australia** clients, with potential for further distribution across the global network.

AWAG Corporate Services

- **Between September 2019 and April 2022**, there were 13 corporate transactions via takeover or merger. Our **Armytage Micro Cap Activist Fund (MCAF)** participated in 11.
- **Between April 2022 and February 2024**, there was only 1 completed transaction: Count Plus takeover of Diverger.
- **December 2024**: Evans & Partners privatisation.
- **March 2025**: CC Capital takeover of Insignia, expected to be implemented in the 1st half of calendar year 2026.
- There are now only 5 to 7 companies listed (inclusive of AWAG) operating in the financial wealth industry.
- **AWAG** has 15% shareholding in Centerpoint Alliance (CAF).
- **AWAG** has a further holding in another listed company, below the 5% level.

Outlook

The Board is pleased to have reported a sound NBPT result of \$1.2m for the year. All three operating divisions contributed to the result. We are well positioned to continue our sustained growth across all relevant metrics, both financial and non-financial. Our first year is a vindication of achieving our objectives.

As the financial services sector experiences a wave of significant corporate activity, we recognise the importance of being not just observers, but active participants in these developments. Our aim is to capitalise on the emerging opportunities, enhance shareholder value, and drive innovation within the industry. By doing so, we intend to solidify our position as a leading player in the market, ensuring long-term success and resilience.

During the year, AWAG realised two strategic investments while generating good returns for clients and shareholders.

We believe that the pace of corporate activity will quicken this year, and AWAG is perfectly positioned to be an active participant.

While it is difficult to forecast on equity and capital markets, especially during these current geopolitical times, we however, are confident in the Australian financial services industry delivering similar or potentially better returns going forward.



Get in Touch



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