

ASX Announcement – 22 February 2023

WTL HALF-YEAR INDICATIVE RESULT AND INVESTOR WEBINAR

WT Financial Group Limited (“WTL”, “the Company” or “the Group”) is pleased to provide indicative results (set out below) for the half-year to 31 December 2022 (H1 FY2023) showing continued growth in revenue and profit.

The Company’s CEO, Keith Cullen, said, “Our revenue of more than \$83M for the half year is reflective of our acquisition strategy, whilst our success in integrating and streamlining the operations of our acquisitions has enabled us to deliver a 55% increase in EBITDA over the prior corresponding period (PCP) to \$2.58M, a 63% increase in EBIT to \$2.21M, and 61% increase in profit before tax to just shy of \$2M for the half”.

An investor webinar to provide a Company and industry update and discuss the results and will be held at 1.00pm AEDT (10.00am AWST) on Wednesday 1st March 2023. Details and a registration link are provided below.

Summary of indicative results

Total Revenue & Other Income is indicated as \$83.32M (PCP \$34.12M). Direct Cost of Sales are indicated at \$75.21M (PCP \$30.41M) resulting in an expected gross profit increase of 78% to \$8.12M (PCP \$4.55M).

Operating Profit (EBITDA) for the half-year is indicated as up 55% to \$2.58M (PCP \$1.67M) after Total Operating Expenses (excluding depreciation, amortisation, interest, and tax) which are indicated at \$5.54M (PCP \$2.89M).

Operating EBIT is expected to be up 63% to \$2.22M (PCP \$1.36M) after Lease Liability Finance Costs, and Depreciation & Amortisation (inclusive of Depreciation of Right-of-Use Assets) totalling \$366k (PCP \$305k).

NPBT is expected to be up 61% to \$1.97M (PCP \$1.22M) after Net Interest Expense of \$243k (PCP \$135k).

With the benefit of carried-forward tax losses no cash tax liability will arise, however the Company’s statutory tax calculation (which is yet to be finalised) is expected to be circa \$200k. Notwithstanding its carried-forward tax losses, the Company has a franking credit balance in excess of \$1.4M.

The Company’s cash balance on 31 December was \$4.05M (PCP \$1.42M) and the Company additionally has undrawn facilities of \$1.2M available to it.

Mr Cullen added, “The efficiencies we have gained through the acquisition and integration of both Sentry and Synchron are enabling us to deliver an industry leading offering to advice practices as our industry continues to modernise and as consumer demands for advice grows”.

Appendix 4D and audit review

The Company said it expects to lodge its Appendix 4D and Preliminary financial statements for the half-year ended 31 December 2022 on or before 28 February 2023 and its audit reviewed financial statements on or before 15 March 2023. It said it does not anticipate any material variances to the indicative results provided today.

Indicative results presentation and company update

WT Financial Group Investor Webinar

1.00pm AEDT (10.00am AWST)

Wednesday 1st March 2023

Presenter: Keith Cullen, founder, and CEO

Register using the following link:

https://janemorganmanagement-au.zoom.us/webinar/register/WN_JYoQ3PpIRauwmHbv7W7bkQ

After registering your interest, you will receive a confirmation email with information about joining the webinar. Participants will be able to submit questions via the panel throughout the presentation, however we encourage shareholders and investors to send through questions via email beforehand to info@janemorganmanagement.com.au

ENDS

About WT Financial Group Limited

WT Financial Group Limited has established itself as amongst the very largest financial adviser networks in Australia. Its advisory services are delivered primarily through a group of privately-owned financial advice practices whose advisers operate as authorised representatives under its Wealth Today, Sentry Group, and Synchron subsidiaries.

The Group's B2C division delivers a range of services, encompassing financial planning, accounting & tax services, and mortgage finance services, directly to wholesale and retail clients through its Spring Financial Group brand.

The Group offers market-leading financial education services for advisers and consumers through regular seminar programs and the publication of its Wealth Adviser library of more than 100 financial literacy handbooks and manuals on a broad range of financial and investment market topics.

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