

HUBCO STRATEGY UPDATE

COMPLETION OF VESTA SALE AND FURTHER HUBCO MOMENTUM

WT Financial Group Limited (“WTL” or “the Company”) is pleased to provide an update on its Hubco strategy, including the completion of the sale of its Vesta Partners (Accounting) Pty Limited and Vesta Wealth Partners Pty Ltd B2C subsidiaries to Titan Advice Group Pty Ltd (“TAG”).

TAG was WTL’s first Hubco investment and continues to provide a live demonstration of the Company’s strategy to help high-quality advice practices corporatise, access growth capital, build enterprise value, and create long-term succession and retirement pathways for practice owners.

Completion of Vesta sale into TAG

The sale of the Vesta entities to TAG completed late yesterday. The final consideration comprises:

- **\$450,000** cash payable to WTL;
- **426,800 new TAG ordinary shares** issued to WTL at **\$1.63 per share**;
- **\$1.5 million** vendor finance provided by WTL to TAG

The \$450,000 cash component being funded by TAG through the issue of new TAG shares to existing TAG founder and practice vendor shareholders, also at \$1.63 per share.

Vesta is the third acquisition completed by TAG since its formation, following its earlier acquisitions of Rushby Financial and Fusion Partners. The Vesta acquisition further expands TAG’s scale, recurring revenue base, accounting and SMSF administration capability, and opportunity for cross-service client engagement.

The TAG share issue price is a significant marker of value creation within WTL’s Hubco strategy. TAG was initially formed with ordinary shares issued at \$0.90 to \$1.00 per share. The new issue price of \$1.63 per share reflects the growth, earnings performance and valuation uplift achieved by TAG since formation, including through the completion of multiple acquisitions and the integration of those businesses into a larger operating platform.

Following completion of the Vesta transaction, WTL’s direct equity position in TAG has increased further. WTL’s direct holding in TAG had already grown through transaction and origination equity earned in connection with TAG’s acquisition activity. The issue of the Vesta consideration shares further increases WTL’s direct participation in TAG’s future dividends and capital value.

Investco also remains a substantial shareholder in TAG. Following completion of the Vesta transaction, Investco holds approximately 30% of TAG and WTL holds a direct interest of approximately 11%, with the balance held by TAG’s founder and practice vendor shareholders. Based on the \$1.63 issue price and the ordinary shares now on issue, TAG’s ordinary equity value is approximately \$19 million.

TAG is now expected to generate annualised revenue of approximately \$9.4 million following the Vesta acquisition, before further organic growth, pricing initiatives or acquisition activity. TAG is also providing strong dividend flow to shareholders.

The Vesta sale is not expected to have a material impact on WTL’s operating earnings. The Company expects the transaction and the broader growth of TAG to be earnings enhancing over time, having regard to the vendor finance return, WTL’s increased direct TAG equity position, TAG’s dividend flow, and WTL’s ongoing network and transaction-related economics.

Managing Director Keith Cullen said:

“The completion of the Vesta sale into TAG is strategically important for WTL. We have moved the businesses into the Hubco model, where they can be integrated into a larger, founder-led advice and accounting platform, while WTL retains exposure through direct TAG equity, dividend flow and the broader Investco structure.”

“TAG has now completed its third acquisition since formation. It has done so using a prudent combination of equity, vendor participation and debt, while continuing to build scale and operating leverage. The uplift in the TAG share issue price is clear evidence of the value that has already been created.”

“This is exactly how the Hubco strategy is intended to work. WTL helps originate, structure and support these transactions, and in doing so builds direct equity exposure to the growth and value being created within the network.”

Select Advice Group — Hubco 2

WTL also confirms that its second Hubco, Select Advice Group (Aust) Pty Ltd (“SAGA”), has moved from formation into acquisition execution.

SAGA was formed around Select Advice Group and Newleaf Tailored Financial Solutions, led by Eric Bohl, with the intended purpose of building a larger advice platform through a combination of organic growth and acquisitions.

SAGA is now progressing the acquisition of Sabre Wealth Management and Legacy Planning. The SAGA acquisition program is being funded through a prudent combination of SAGA shares issued to vendors and debt funding. On a pro forma basis following the Sabre Wealth and Legacy Planning acquisitions, SAGA’s ordinary equity value is expected to be approximately \$10.7 million at the \$1.00 issue price, with Investco to hold approximately 30%, WTL to hold a direct interest of approximately 6% to 7%, and the balance held by founder and vendor shareholders.

This structure is consistent with WTL’s Hubco model: founder-led businesses retain meaningful ownership, vendors are able to participate in future upside, debt is used prudently, and WTL earns equity and dividends through its transaction origination and advisory role – and further through its Investco JV economics.

Life Sumo (Aust) — Hubco 3

WTL has also signed terms for the formation of its third Hubco, to be incorporated as Life Sumo (Aust) Pty Ltd, with Life Sumo as the cornerstone practice.

Life Sumo is based in Cairns and is led by James Mousa, who will serve as chief executive officer and senior financial adviser of the new Hubco. Due diligence has been completed, and the transaction remains subject to execution of definitive documents and customary completion steps.

On establishment, the Life Sumo Hubco will have an ordinary equity value of approximately \$7.0 million, with Life Sumo shareholders retaining approximately 69% of the ordinary equity, Investco holding approximately 26%, and WTL directly holding approximately 6% through transaction services equity.

The Life Sumo model is designed for further tuck-in acquisitions funded through a combination of vendor equity, Investco equity and debt, with external practices joining a WTL advice network where appropriate. On the current first-stage model, following the contemplated first round of future acquisitions, Life Sumo shareholders and future practice vendors would retain approximately two-thirds of the platform, Investco would hold approximately 25%, and WTL would hold approximately 6% through transaction services equity.

Pipeline and strategic outlook

WTL has a number of further Hubco opportunities in its pipeline. The Company is in discussions with multiple practices, both within the WTL network and external to the network, regarding participation in the Hubco model. Where external practices participate in a Hubco, they are expected to join a WTL advice network to ensure consistency of risk management, operating standards and adviser support.

WTL's Hubco strategy commenced during FY2026 and is expected to make a positive contribution to FY2026 results. The Company expects the strategy to contribute more materially from FY2027 and beyond as existing Hubcos mature, further acquisitions are completed, and dividend and equity value outcomes compound over time.

Mr Cullen said:

"The Hubco strategy is an important part of how WTL is helping modernise the financial advice profession. It gives founder-led practices more options to release capital, fund growth, solve succession, manage retirement and retain exposure to dividend-producing advice businesses in a sector they know deeply."

"Of course, Hubcos are only one part of WTL's broader partnership model. Practices do not need to participate in a Hubco to be central to WTL's network. Our focus remains on supporting high-quality advice practices through our Four Pillars framework — pricing confidence, capacity building, lead flow, and enterprise value and succession."

"WTL has built a very special platform. Far from being focused on adviser numbers for their own sake. We are focused on helping the practices in our network become stronger, more valuable and better equipped to deliver quality advice at scale."

"That is what we mean when we say we are building the future of quality advice."

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About WT Financial Group Limited

WT Financial Group Limited (ASX: WTL) has established itself as one of the 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.

The Group's **Wealth Adviser division** acts as the Company's central services hub and also offers market-leading support, training, and financial literacy resources — including over **100 financial handbooks and manuals** — to advisers and clients both within and outside WTL's network.

Through **Investco**, WTL is pioneering a new growth model for financial advice practices by providing long-term, non-controlling capital that enables corporatisation, consolidation, expansion, equity release and succession planning.

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