



Equity Trustees

# INVESTOR PRESENTATION

RESULTS FOR HALF YEAR ENDED 31 DECEMBER 2024

Mick O'Brien, Managing Director  
Johanna Platt, Chief Financial Officer

**EQT HOLDINGS LIMITED**

**20 FEBRUARY 2025**



# AGENDA

- ( 1 ) OVERVIEW**
- ( 2 ) OPERATING HIGHLIGHTS**
- ( 3 ) FINANCIAL REVIEW**
- ( 4 ) STRATEGY & OUTLOOK**



# OVERVIEW



# OVERVIEW

## STRONG GROWTH AS TRANSFORMATION NEARS COMPLETION

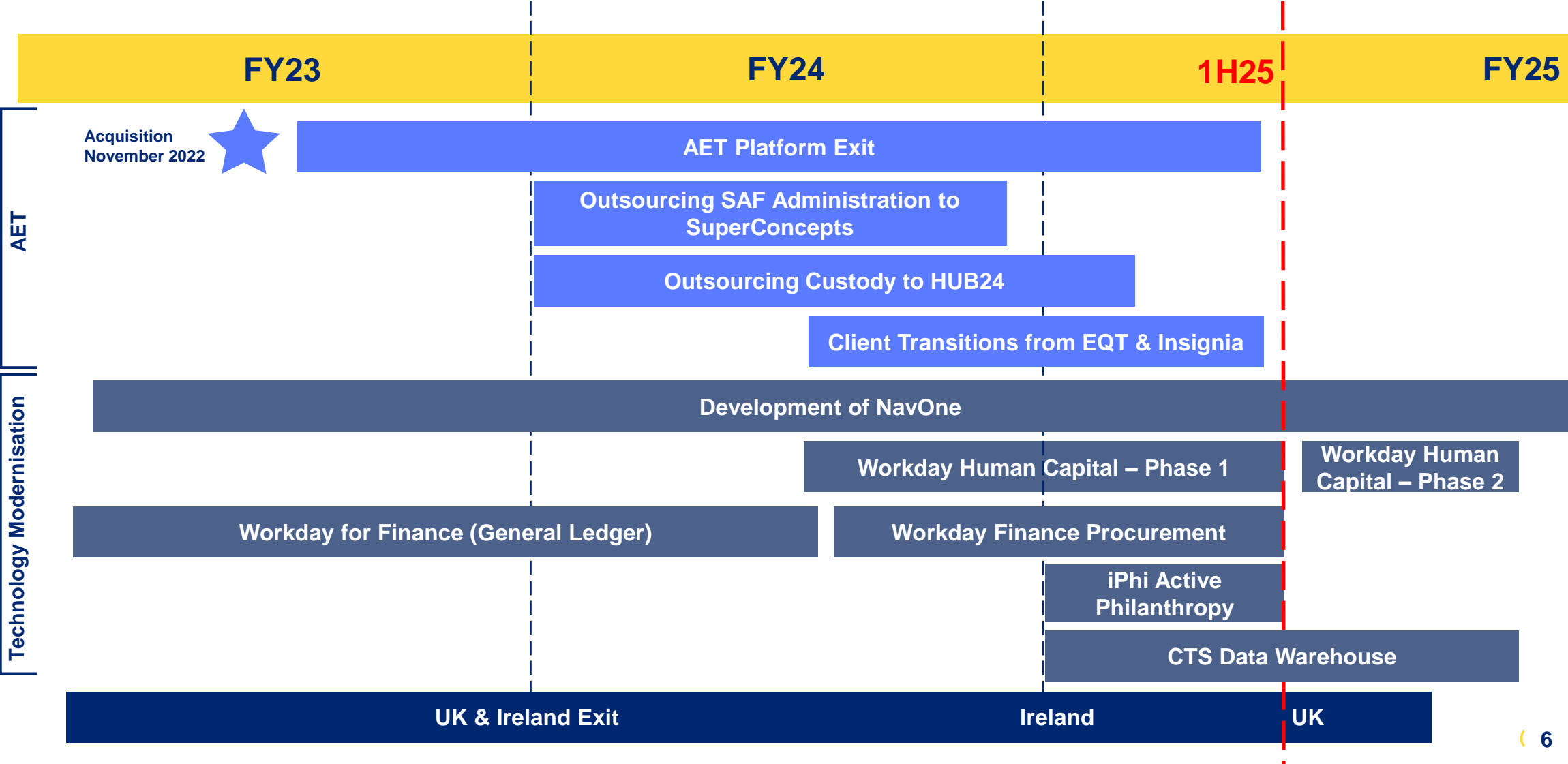
- Continuing strong FUMAS growth to \$224bn – 26% increase on PCP
- Revenue growth of 4.8% (7.6% excluding UK/Ireland and AET platform businesses)
- AET integration successfully completed, and Insignia TSA exited as planned on 1 December
- Deployed NavOne across TWS and completed all client transitions from EQT and Insignia platforms
- Exited AET Platform business
- Discontinued UK business in final stages of wind down
- Sales momentum in Superannuation and CTS Fund Services has remained consistently strong to end of 2024
- Expenses remained higher due to necessary transformation, and will materially decrease in 2H25
- Earnings impacted by costs of transformation and technology development
- Statutory NPAT was \$12.3m, a 2.9% decline on PCP
- Dividend of 55 cps, up 4 cents (7.8% on PCP), reflects growth and trajectory of earnings



# OTHER ACHIEVEMENTS

- ✓ Strengthened Executive Leadership Team, onboarded new CFO and CRO
- ✓ Acquired ANZ will bank (nil consideration) – 6,000 wills, HNW client base
- ✓ Deployed a number of other new technology platforms:
  - Workday Human Capital Management and Payroll modules
  - Workday Finance Procurement
  - iPhi Active Philanthropy platform straight through application processing
  - Infrastructure outsourced and cloud migration
  - Enhanced data and platform security

# CLOSING OUT A PERIOD OF TRANSITION





# OPERATING HIGHLIGHTS

Mick O'Brien, Managing Director

# FINANCIAL RESULTS



	STATUTORY		UNDERLYING	
FUMAS	\$224.0b	↑ 22.1%	\$224.0b	↑ 25.8%
TOTAL REVENUE	\$89.7m	↑ 4.7%	\$89.4m	↑ 6.5%
NPAT	\$12.3m	↓ 2.9%	\$16.4m	↓ 7.4%
EPS	45.90 cps	↓ 3.4%	61.49 cps	↓ 7.9%
INTERIM DIVIDEND	55 cents	↑ 7.8%		

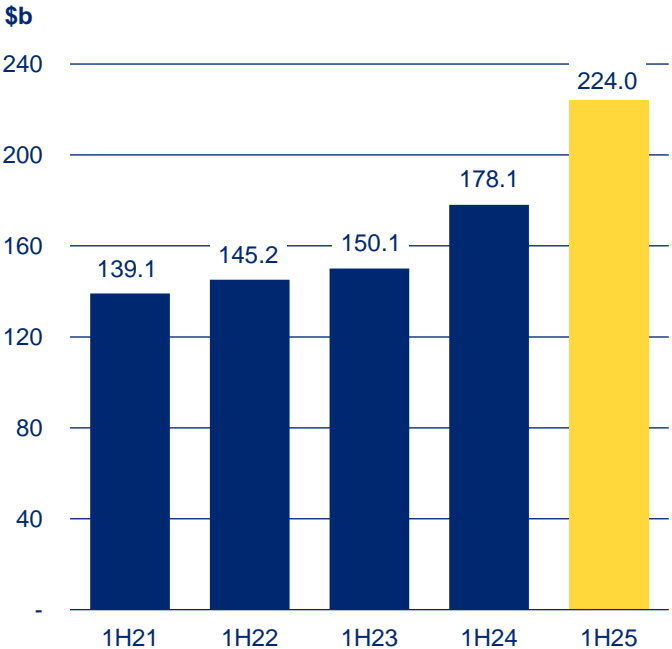
Note: vs PCP



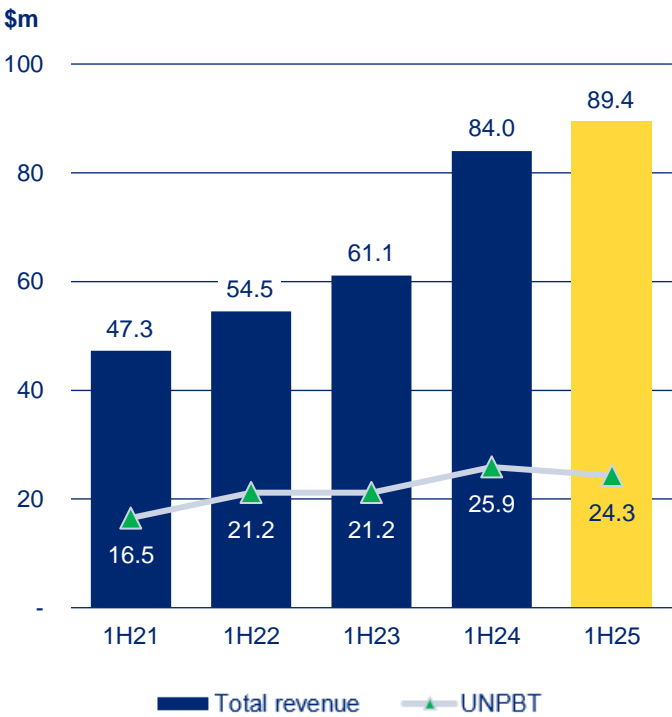


# CONSISTENTLY DELIVERING GROWTH & SHAREHOLDER RETURNS

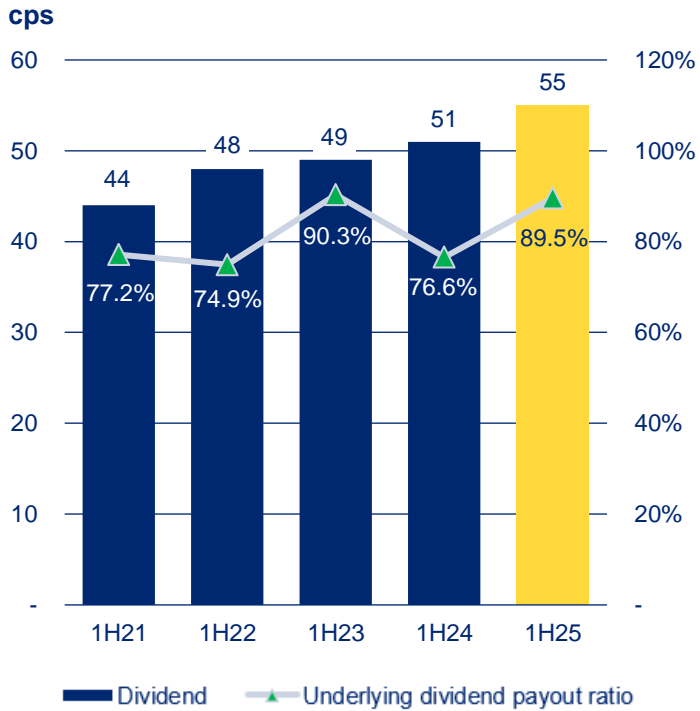
## Funds Under Management & Supervision<sup>1</sup> 4 Year CAGR 12.7%



## Underlying Revenue 4 Year CAGR 17.3% UNPBT 4 Year CAGR 10.2%



## Dividend 4 Year CAGR 5.7%



<sup>1</sup>Excludes UK/Ireland

# TWS OPERATING HIGHLIGHTS



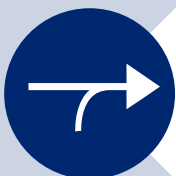
Successfully completed the AET integration program, on time and on budget and meeting synergy objectives



Completed exit of AET Platform business, outsourcing SAF administration, unlocking ~\$5m p.a. employee cost savings



Embedded investment management revenue synergies of \$6.3m p.a. (\$2.9m 1H25)



Completed transition to single operating platform (NavOne) and outsourcing of custody to HUB24



Secured additional large community trust appointment during the period



Achieved strong growth in Health & Personal Injury and Charitable Trust segments (annualised revenue growth of 16% and 10% respectively)



ANZ will bank acquisition grew our portfolio by 6,000 to ~200,000



Preparations to commence digital launch of Australian leading philanthropy offer

# CSTS OPERATING HIGHLIGHTS



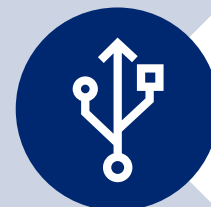
39 managed investment schemes and custody appointments onboarded, with the launch of 3 flagship listed investment trusts delivered in record time



Appointed trustee of Perpetual superannuation products (\$6b FUMAS) – 3 public offer funds and Small APRA Funds (SAFs) from March 2025



Strong revenue growth in Fund Services (up 14% on PCP). Increase in the number of schemes, positive fund flows and positive market movements all factors in growth



Progressing the development of a data warehouse to enable automated billing and data extraction



Continued organic growth in RE appointments, with significant new business pipeline with 40+ schemes in setup



Small APRA Fund outsource model successfully implemented (partnering with Superconcepts & HUB24) and ready to develop go-to market solution



# MARKET LEADERSHIP IN AUSTRALIAN FIDUCIARY & TRUSTEE SERVICES

## Australia's leading Independent Trustee

### Superannuation<sup>1</sup>

\$73b of assets  
12 funds

### Small APRA Funds<sup>1</sup>

\$577m of assets  
320 funds

### Responsible Entity for Managed Schemes

\$130b of assets  
336 schemes

### Health and Personal Injury Clients

\$6.4b assets  
2,082 clients

## Building market leadership as Independent Trustee

### Philanthropic Trusts

\$3.1b of assets  
1,303 trusts

### Native Title Trusts

\$650m of assets  
27 communities  
29 trusts

### Estate Management

\$237m of assets  
273 new estates in  
the last 12 months

### Testamentary Trusts

\$1.4b assets  
1,570 trusts

<sup>1</sup>New appointment 1 March increases total assets by \$6b in aggregate



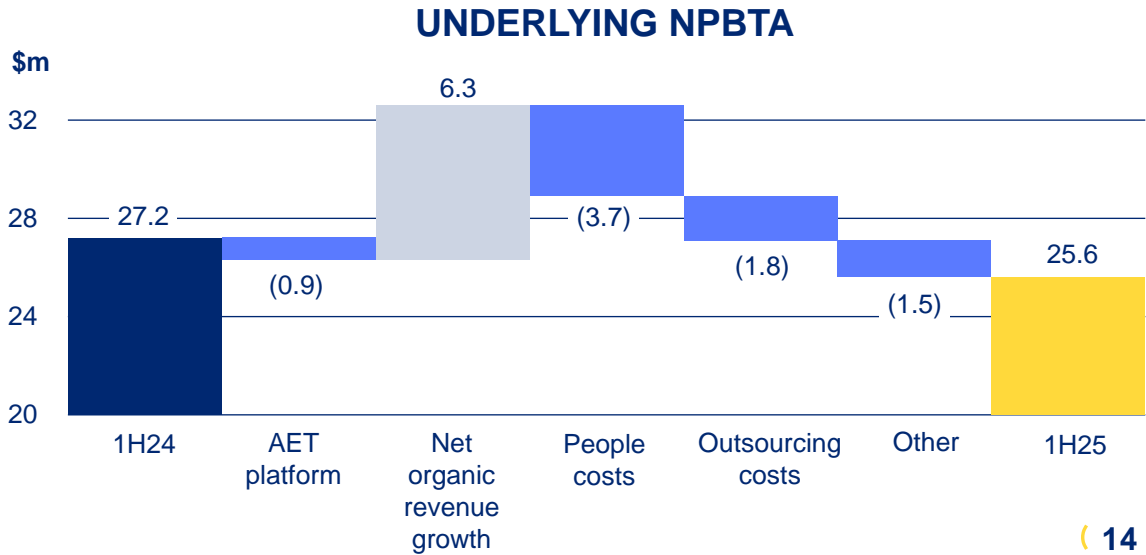
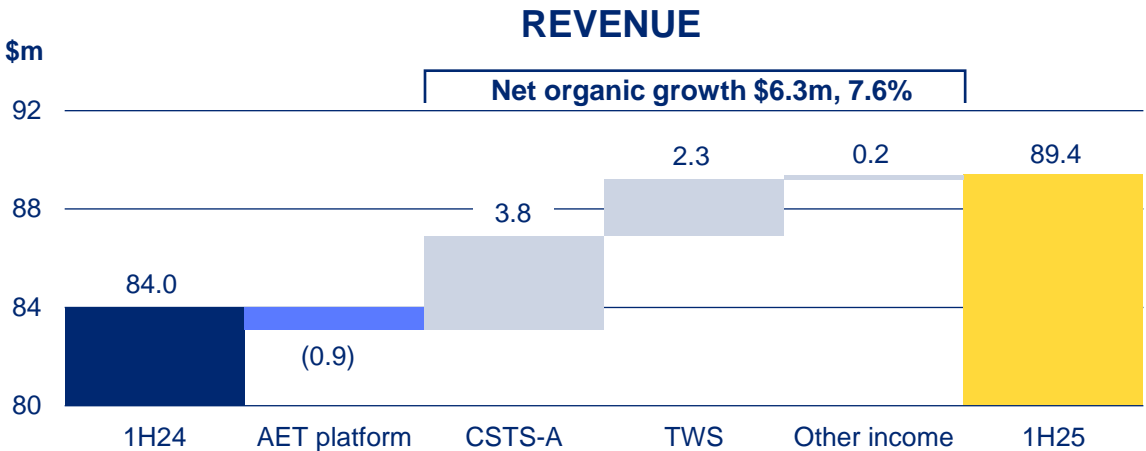
# FINANCIAL REVIEW

Johanna Platt, Chief Financial Officer

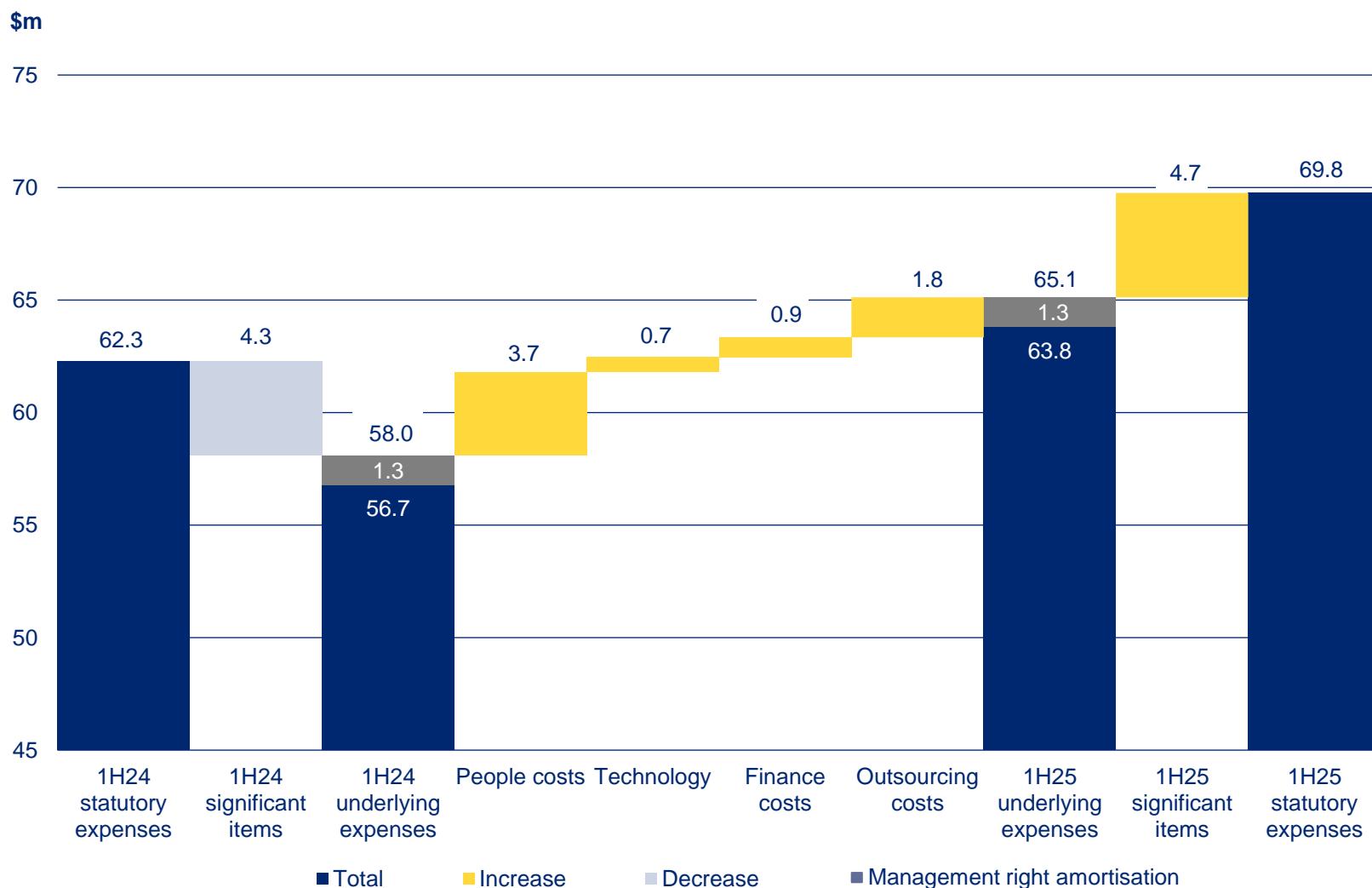
# GROUP FINANCIAL PERFORMANCE

CONTINUING OPERATIONS	1H25	1H24	1H25 V 1H24
	\$m	\$m	
Revenue	89.4	84.0	6.5%
Underlying expenses <sup>1</sup>	(63.8)	(56.8)	(12.3%)
Underlying NPBTA	25.6	27.2	(5.9%)
<i>Underlying NPBTA margin (%)</i>	28.6	32.4	(3.8)
Underlying NPBT	24.3	25.9	(6.3%)
Underlying NPAT	16.4	17.7	(7.4%)
Statutory NPAT	12.9	14.5	(11.3%)

<sup>1</sup>Excluding amortisation of management rights of \$1.3m in 1H25 and 1H24



# RECONCILIATION OF EXPENSES



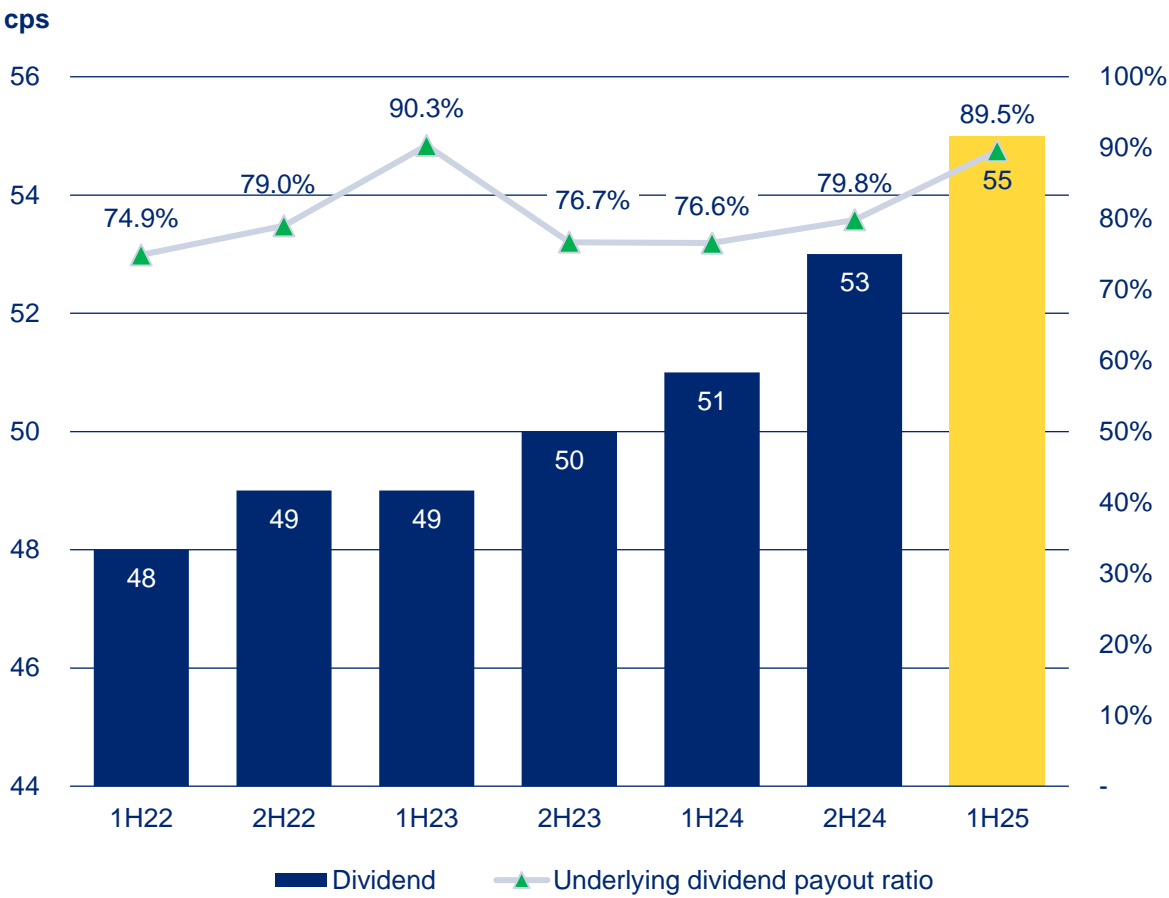
- Total expenses for continuing operations increased by \$7.5m on pcg
- Significant expense items for 1H24 were \$2.8m AET integration, \$0.9m Technology initiatives and \$0.5m transaction costs relating to exit of UK operations
- Underlying expenses increased by \$7.1m due to:
  - \$1.8m increase in people costs due to net increase in employee headcount and fixed term contractors
  - \$1.9m increase in people costs due to the impact of annual remuneration review including legislated superannuation guarantee uplift and long-term incentive scheme extension
  - \$0.7m increase in technology costs due to migration to infrastructure as a service model
  - \$0.9m increase in finance costs
  - \$1.8m costs relating to outsourcing of custody services
- Significant expense items for 1H25 were \$2.5m AET integration, \$1.7m Technology initiatives and \$0.5m transaction costs relating to exit of UK operations

# EPS & DIVIDENDS

	1H25	1H24	1H25 V 1H24
Underlying earnings per share (cents)	61.49	66.78	(7.9%)
Continuing Statutory earnings per share (cents)	48.16	54.63	(11.8%)
Interim dividend (cents per share)	55	51	7.8%
<i>Underlying payout ratio (%)</i>	89.5	76.6	NA



## DIVIDENDS

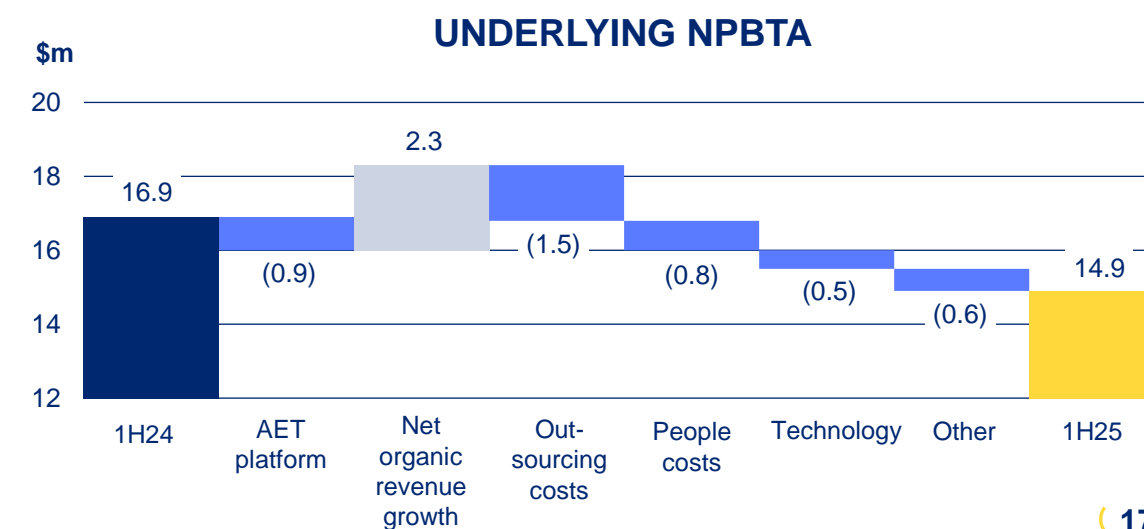
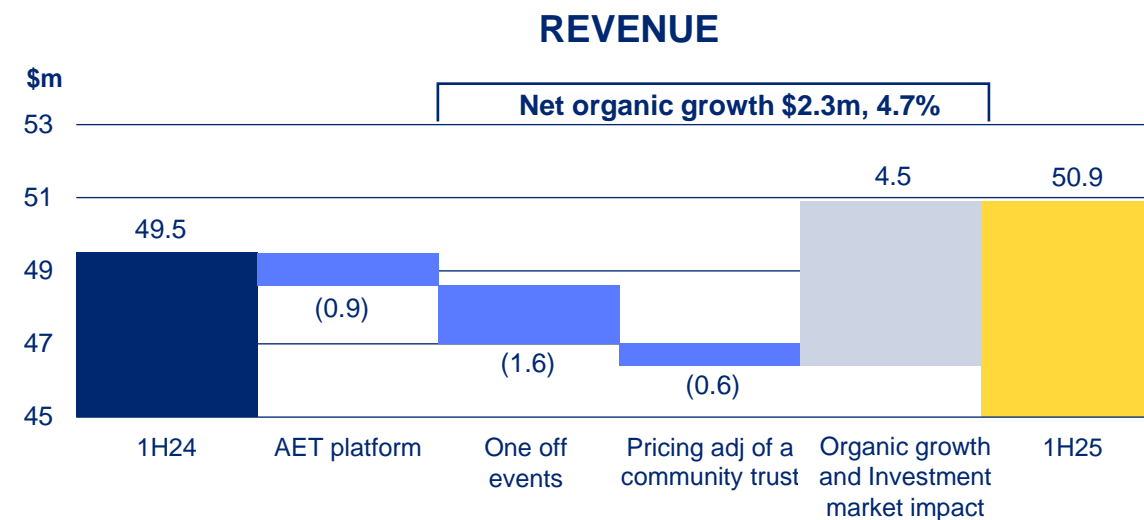




# TWS FINANCIAL RESULTS



	1H25	1H24	1H25 V 1H24
	\$m	\$m	
Revenue	50.9	49.5	2.9%
Underlying expenses <sup>1</sup>	(36.0)	(32.6)	(10.4%)
Underlying NPBTA	14.9	16.9	(11.8%)
<i>Underlying NPBTA margin (%)</i>	<i>29.3</i>	<i>34.1</i>	<i>(4.8)</i>
Underlying NPBT	13.7	15.7	(13.1%)
FUMAS (\$b)	20.1	17.3	16.2%
Average basis points	53.88	58.90	(8.5%)



<sup>1</sup>Excluding amortisation of management rights of \$1.2m in 1H25 and 1H24

# CSTS FINANCIAL RESULTS

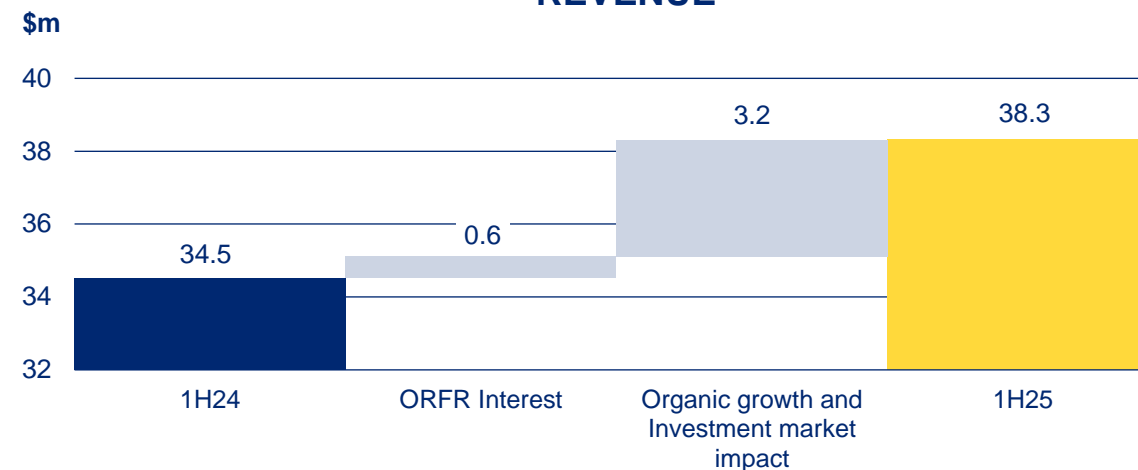


	1H25	1H24	1H25 V 1H24
	\$m	\$m	
Revenue	38.3	34.5	11.0%
Underlying expenses <sup>2</sup>	(27.8)	(24.2)	(14.9%)
Underlying NPBTA	10.5	10.3	1.9%
<i>Underlying NPBTA margin (%)</i>	<i>27.4</i>	<i>29.9</i>	<i>(2.5)</i>
Underlying NPBT	10.4	10.3	1.7%
FUMAS (\$b)	203.9	160.8	26.8%
Average basis points <sup>1</sup> :			
Trustee	4.22	4.49	(6.0%)
Directed trustee	0.99	1.27	(22.0%)
Super	4.14	5.55	(25.4%)

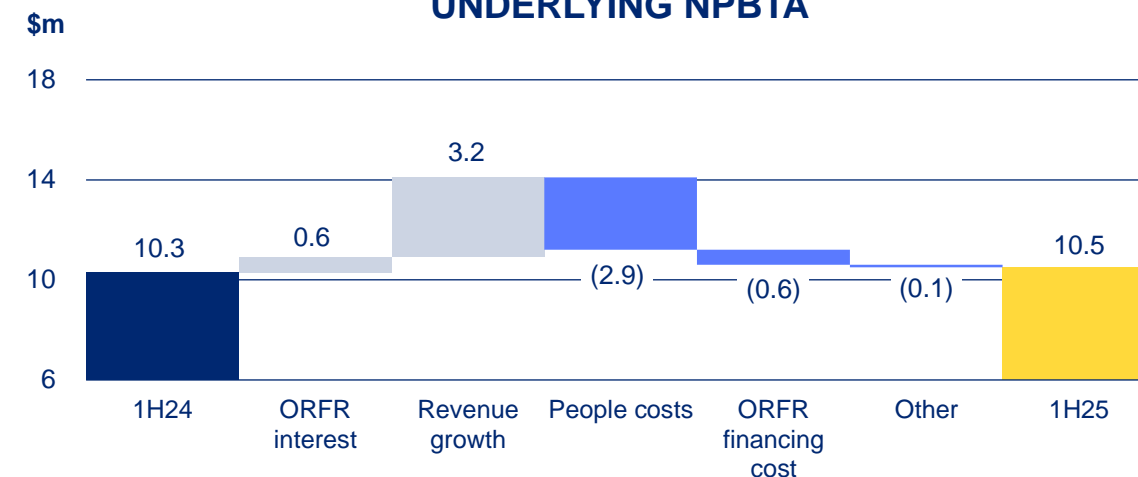
<sup>1</sup>Basis point calculations exclude Custody and DSS clients

<sup>2</sup>Excluding amortisation of management rights of \$0.1m in 1H25 and 1H24

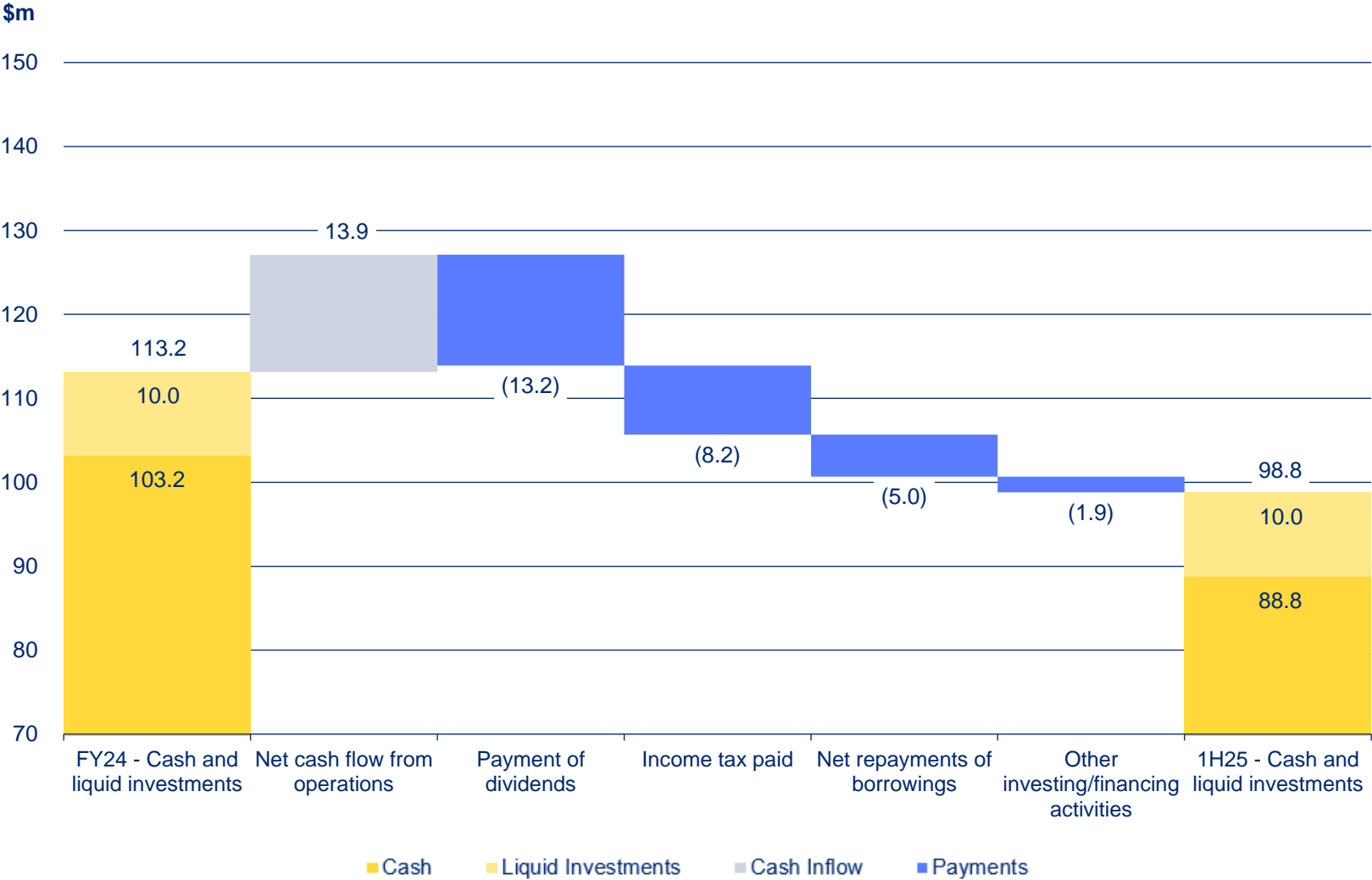
## REVENUE



## UNDERLYING NPBTA



# CASHFLOW

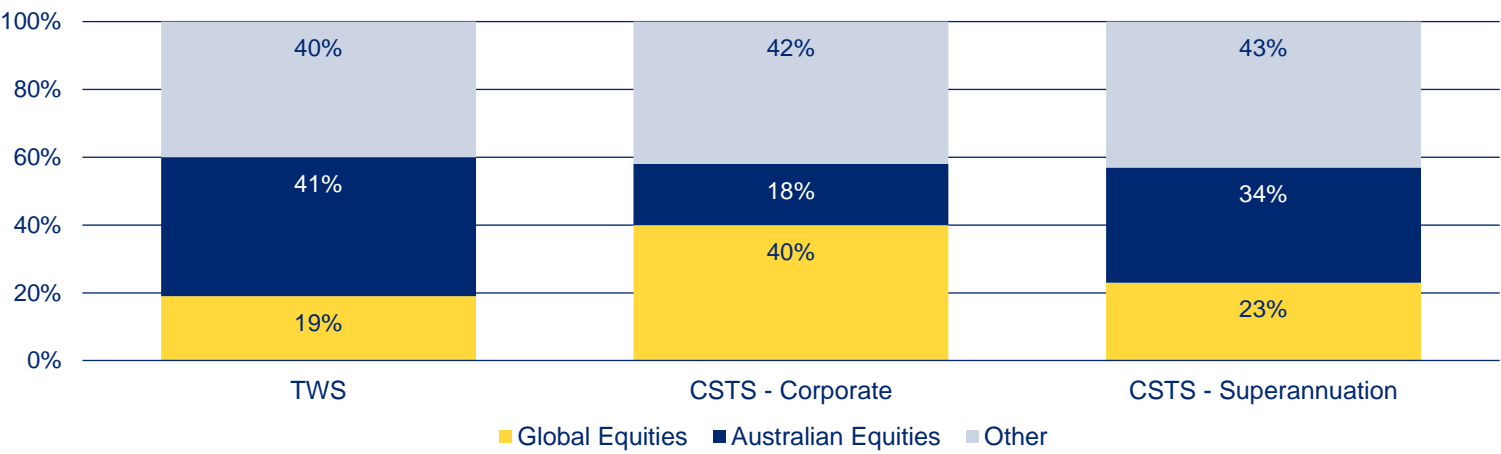


- Cash position excludes cash held for Operational Risk Financial Reserves
- Net cash flow from operations was \$13.9m, a \$11.2m reduction on PCP due to payment of redundancy and technology costs relating to AET integration and UK exit
- Group borrowings were reduced by \$5m over the half
- The release of \$10m regulatory capital linked to the AET custody, and AFSL licenses is still pending

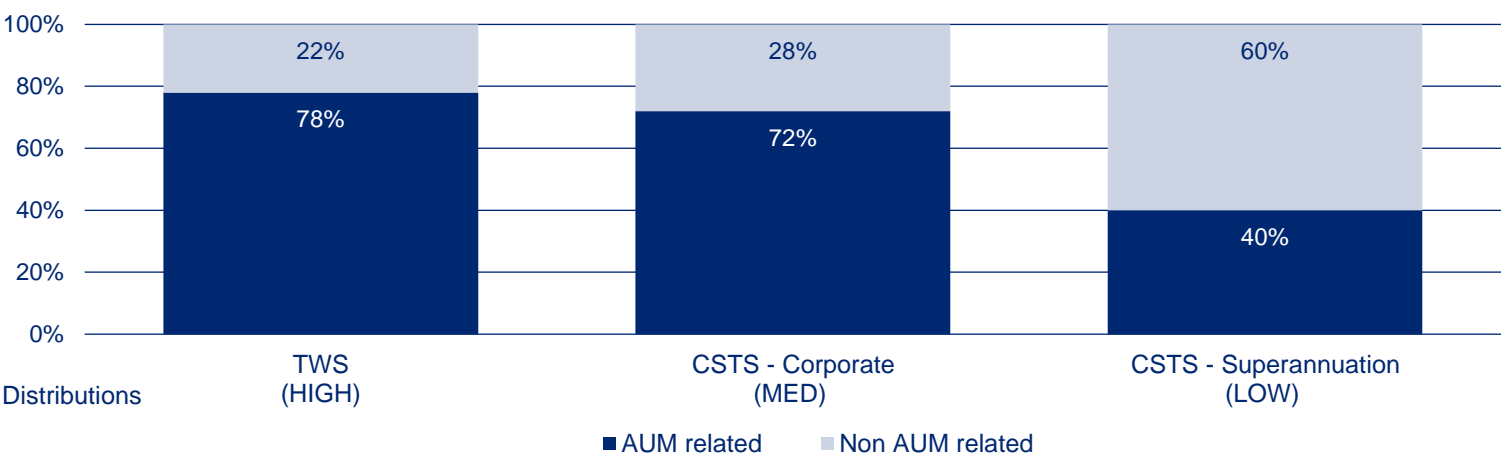
# AUM & REVENUE SENSITIVITY



FY25 AUM MARKET EXPOSURE



FY25 REVENUE PROFILE



## AUM MARKET EXPOSURE

- Over 50% of reported AUM linked to Australian and global equity markets. CTS weighted more heavily to global equities due to larger number of global fund managers
- 20% to 30% of AUM linked to cash or fixed income

## REVENUE PROFILE

- Split of revenue between fixed and AUM based fees at business level
- Examples of non-AUM based fees includes:
  - TWS – income commissions, Will preparation, financial advice and tax compliance
  - CSTS – Corporate and CSTS – Superannuation – fixed fees, and regulatory cost recoveries



# STRATEGY & OUTLOOK



Mick O'Brien, Managing Director

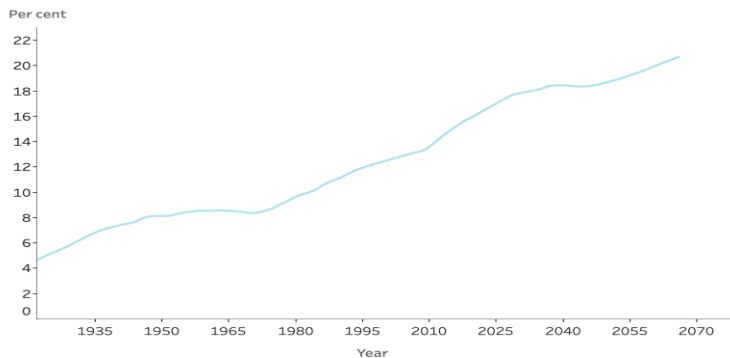


# INDUSTRY DYNAMICS FAVOUR OUR MODEL

## Population

Australia's population is ageing due to increasing life expectancy and declining fertility rates.

Figure 1.1: Percentage of the Australian population aged 65 and over, at 30 June, over time



Notes  
1. Data for 1921 to 1970 are population estimates. Data from 1971 onwards are estimates of the resident population (ERP).  
2. Population data from 1992 to 2011 are recast estimates following the rebasing of the 2011 Census. For more information, see the ABS explanatory notes.

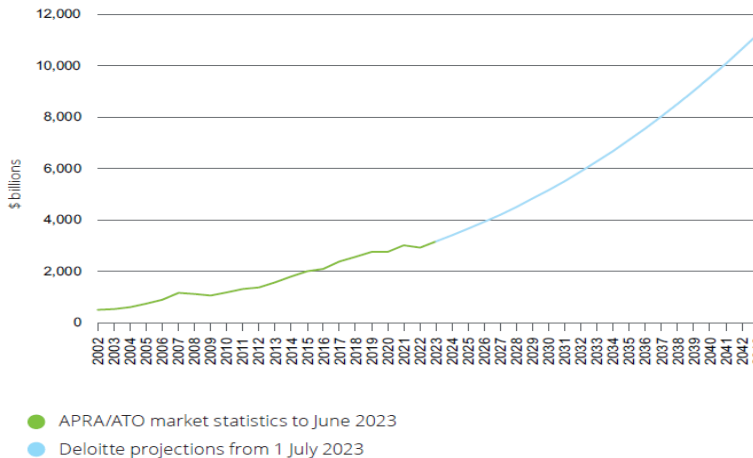
Sources: ABS 2018, 2019.  
<http://www.aihw.gov.au/>

Source: Population Projections, Australia, 2022-2071

## Wealth

Total net superannuation assets in Australia projected to continue to increase to \$11.2 trillion by 2043

Figure 1: Projected superannuation assets (All amounts are in future nominal dollars)

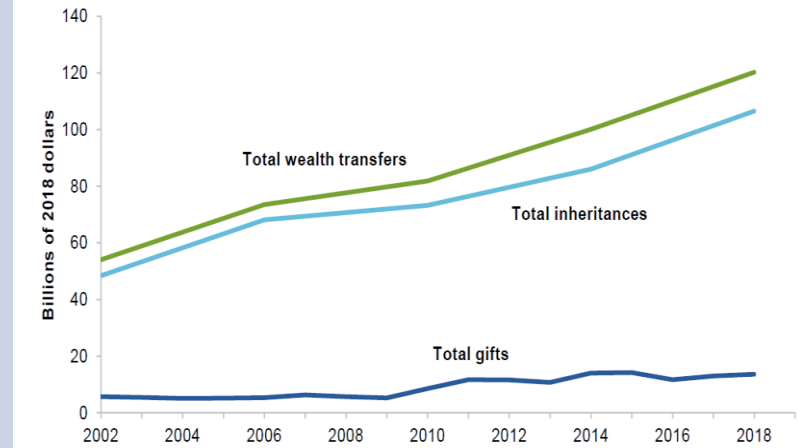


Source: APRA, ATO and Deloitte Actuaries & Consultants, 2023

## Family

Estimated \$3.5 trillion in intergenerational wealth will be transferred in Australia in next 20 years (\$175 billion p.a.)

Figure 2 – The annual value of wealth transfers has more than doubled since 2002



Source: Australian Productivity Commission Wealth Transfer, 2021

Older age cohorts are quickest growing part of the population – above 65s to double representation

Wealth in structured vehicles is mandated to grow at 6% p.a in next 20 years

Combined these two drivers lead to material upcoming wealth transition

- Increased regulation requiring expertise from specialist independent trustees – our model increasingly favored
- Increasing demand for greater independent oversight of people's wealth
- Expanding markets requiring fiduciary oversight – active philanthropy, SMSF market, digital DIY estate management, native title

# STRONGLY POSITIONED FOR NEXT PHASE OF GROWTH



## Leading market positions will drive ongoing growth

- Superannuation market leader bordering on top 10 – now targeting largest retailers
- Clear leadership in provision of RE services providing consistent opportunities
- Increasing wealth and ageing leading to greater complexity of wealth transfer – only player focused on full life cycle of private trust needs



## Targeting new and growing markets

- Target markets where EQT is under-represented – Securitisation and Custody of real assets
- Continued focus on newer markets with good growth potential – Health and Personal Injury and Native Title
- Leverage expertise to build new markets – active/corporate/digital philanthropy and SMSF transitional market
- Considering smaller inorganic opportunities to augment businesses and create new market leadership positions



## Leveraging investment to propel growth

- Transformation turning point – built expertise and new technology platforms
- Leverage investment to improve service offering, while exploiting newer markets and achieving operational leverage



# FY25 OUTLOOK

- Focus will be to capitalise on sales momentum in CSTS:
  - Complete pipeline of new CTS Fund Services appointments 40+ establishments in progress, with additional 10 acceptances
  - Complete three new superannuation fund take-ons and a range of other fund consolidation
- Begin implementation of CTS pricing review and cost recovery for regulatory change in Superannuation
- Complete the three-year technology plan:
  - Last three NavOne upgrades will move us to BAU – July 2025
  - Implement Workday Human Resources Phase 2 – May 2025
  - Implement CTS data warehouse to enable automated billing and data extraction – May 2025
- TWS investments in technology will enable opportunities for operational leverage to be achieved in FY26
- Launch digital active philanthropy offer
- Total expenses expected to materially decrease in 2H25 by ~\$6m, approximately half from each of operating and non-operating
- Manage the heightened workload from regulatory change
- Consideration of non-organic opportunities



# THE LEADING INDEPENDENT AUSTRALIAN TRUSTEE



Strong independent model – increasingly favoured by the market



High employee engagement and customer satisfaction



Powerful industry dynamics – intergenerational wealth transfer and continued growth in the superannuation asset pool



Technology and people investments enhance ability to scale



Strong geographical and segment leadership



Growth opportunities through extending customer segments enabled by digital offers



Enduring, long-term recurring revenue with indexation to market



Capacity and support to pursue inorganic growth opportunities



# QUESTIONS

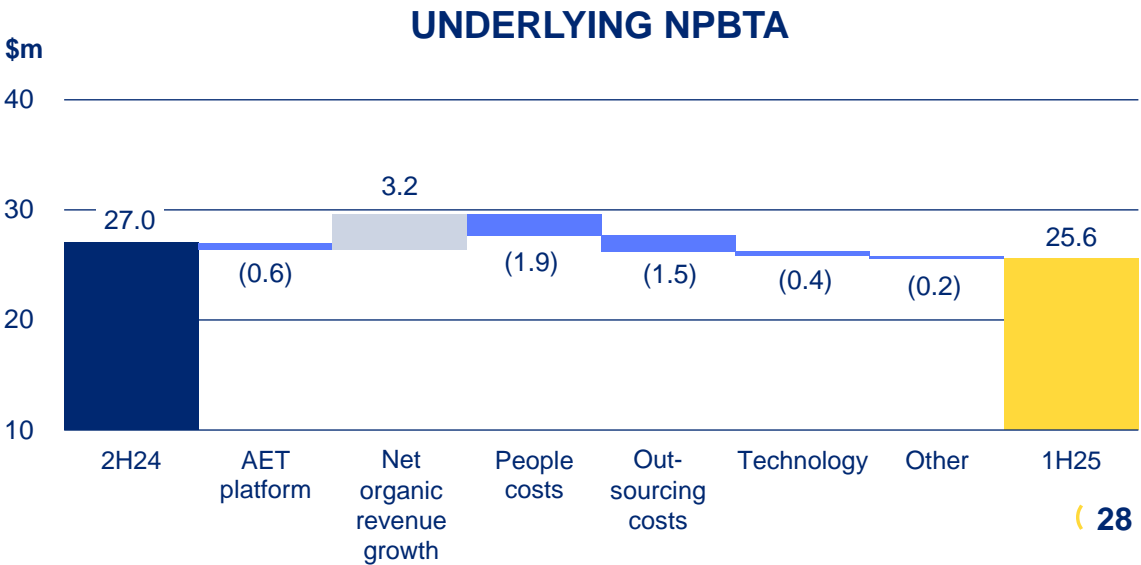
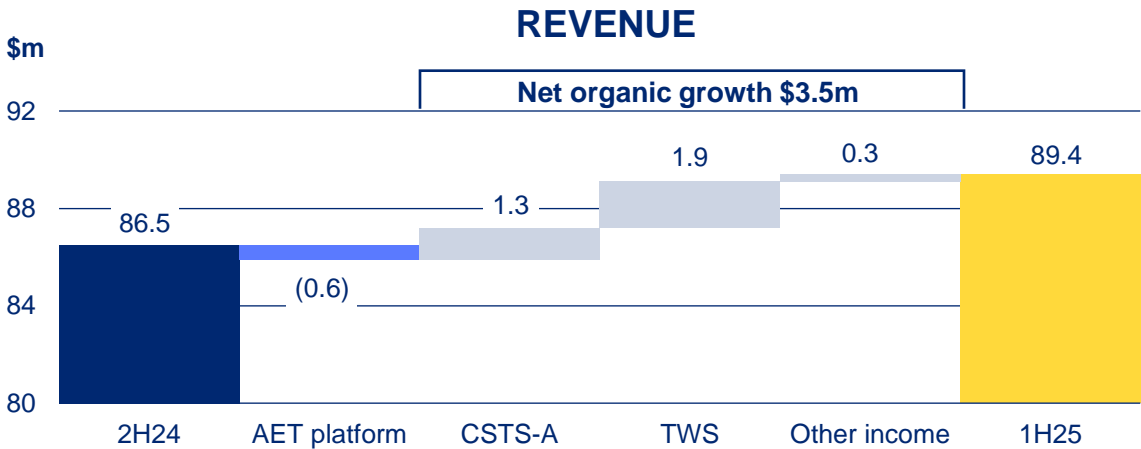


# **APPENDIX**

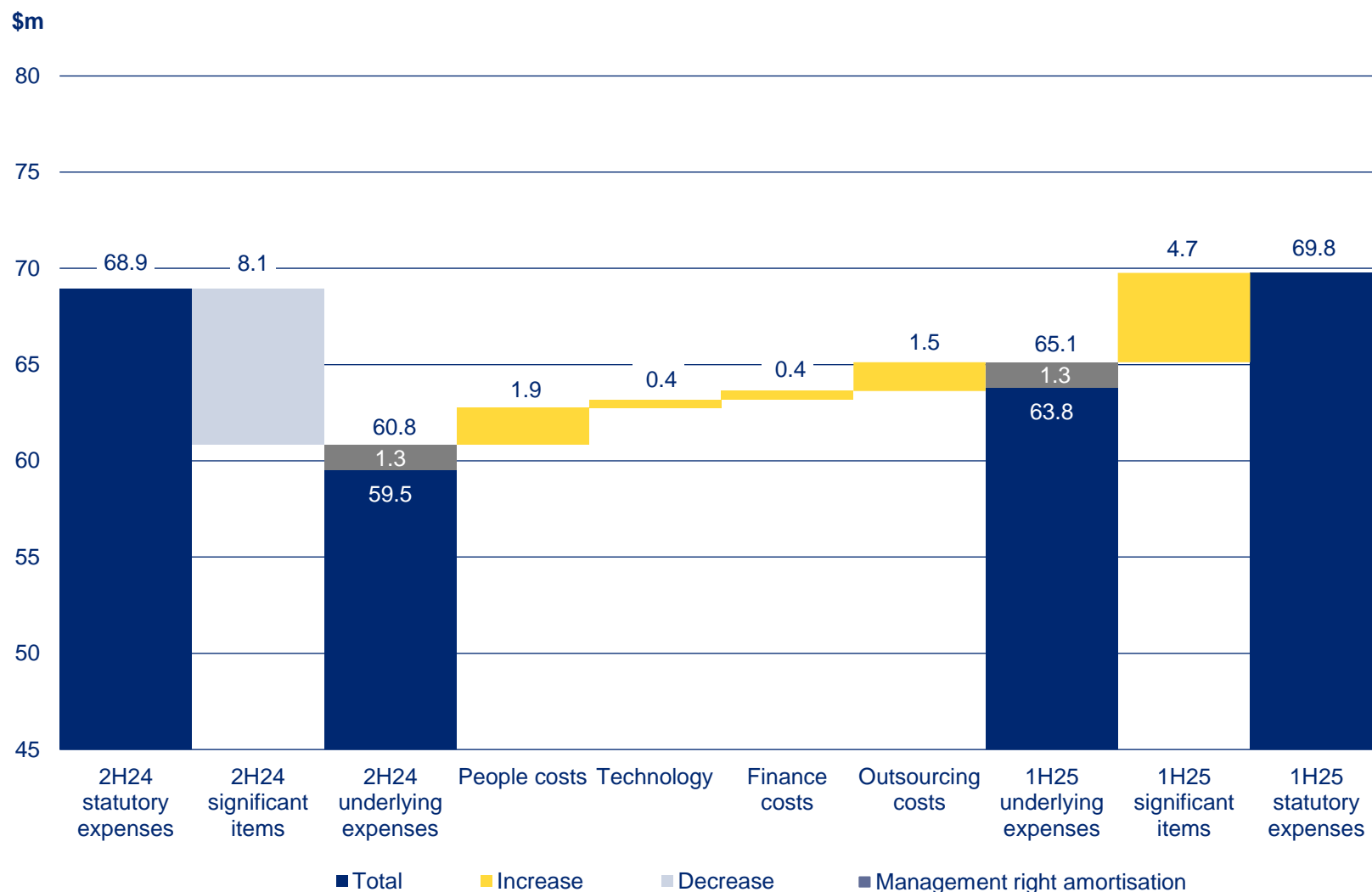
# GROUP FINANCIAL PERFORMANCE VS 2H24

CONTINUING OPERATIONS	1H25	2H24	1H25 V 2H24
	\$m	\$m	
Revenue	89.4	86.5	3.4%
Underlying expenses <sup>1</sup>	(63.8)	(59.5)	(7.2%)
Underlying NPBTA	25.6	27.0	(5.2%)
<i>Underlying NPBTA margin (%)</i>	28.6	31.2	(2.6)
Underlying NPBT	24.3	25.7	(5.3%)
Underlying NPAT	16.4	17.7	(7.2%)
Statutory NPAT	12.9	11.6	10.6%

<sup>1</sup>Excluding amortisation of management rights of \$1.3m in 1H25 and 1H24



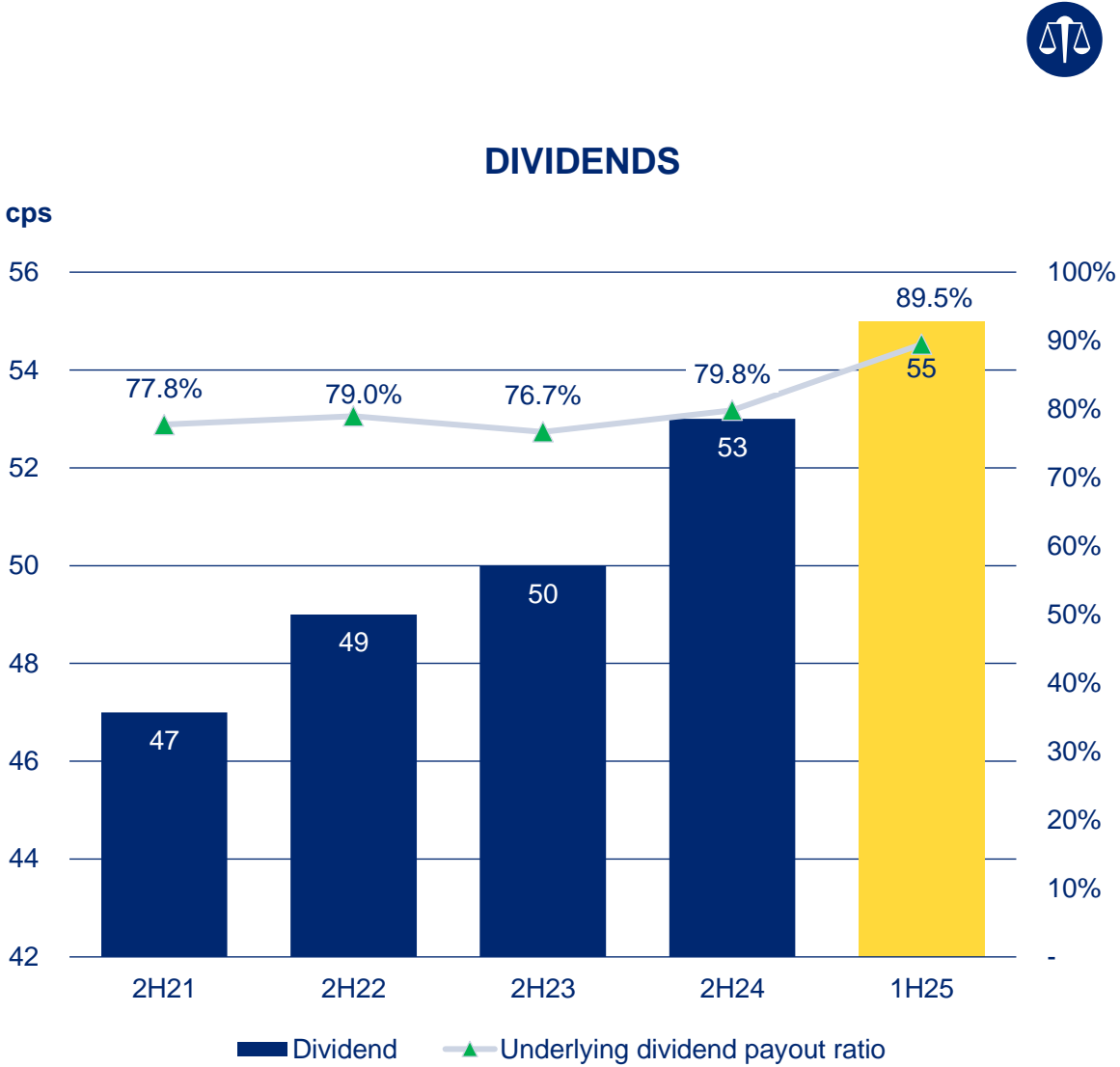
# EXPENSES VS 2H24



- Total expenses for continuing businesses increased by \$0.9m on prior half
- Significant expense items for 2H24 were \$6.6m AET integration, \$1.1m Technology initiatives and \$0.4m transaction costs relating to UK exit
- Underlying expenses increased by \$4.3m due to:
  - \$1.9m increase in people costs due to the impact of annual remuneration review including legislated superannuation guarantee uplift and long-term incentive scheme extension
  - \$0.4m increase in technology costs relating to infrastructure as a service
  - \$0.4m increase in finance costs
  - \$1.5m costs relating to outsourcing of custody services
- Significant expense items for 1H25 were \$2.5m AET integration, \$1.7m Technology initiatives and \$0.5m transaction costs relating to UK exit

# EPS & DIVIDENDS VS 2H24

	1H25	2H24	1H25 V 2H24
	\$m	\$m	
Underlying earnings per share (cents)	61.49	66.45	(7.5%)
Continuing earnings per share (cents)	48.16	43.65	(10.3%)
Interim dividend (cents per share)	55	53	3.8%
<i>Underlying payout ratio (%)</i>	<i>89.5</i>	<i>79.8</i>	<i>9.7</i>



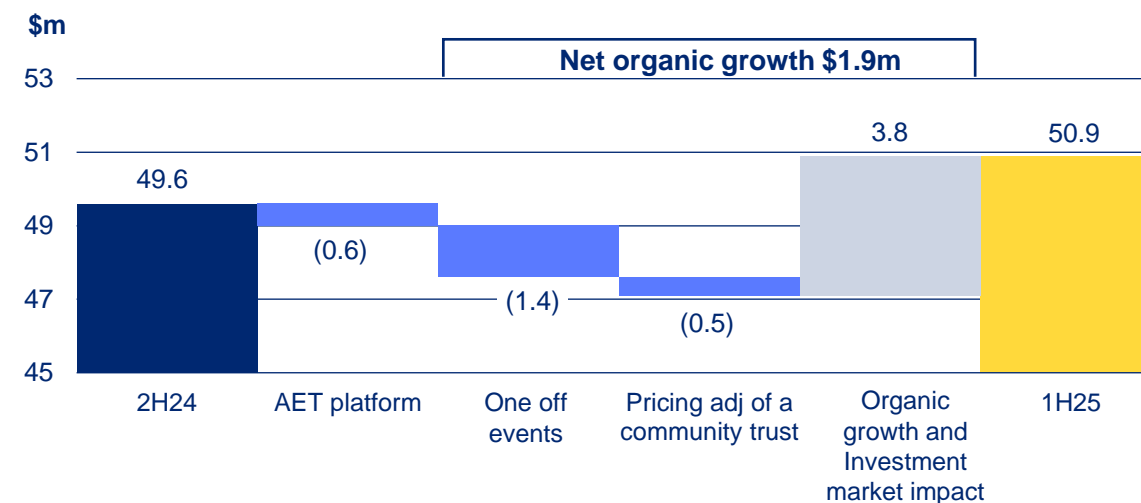
# TWS FINANCIAL RESULTS VS 2H24

	1H25	2H24	1H25 V 2H24
	\$m	\$m	
Revenue	50.9	49.6	2.7%
Underlying expenses <sup>1</sup>	(36.0)	(34.1)	(5.6%)
Underlying NPBTA	14.9	15.5	(3.9%)
<i>Underlying NPBTA margin (%)</i>	29.3	31.3	(2.0)
Underlying NPBT	13.7	14.3	(4.2%)
FUMAS (\$b)	20.1	17.7	13.6%
Average basis points	53.88	58.35	(7.7%)

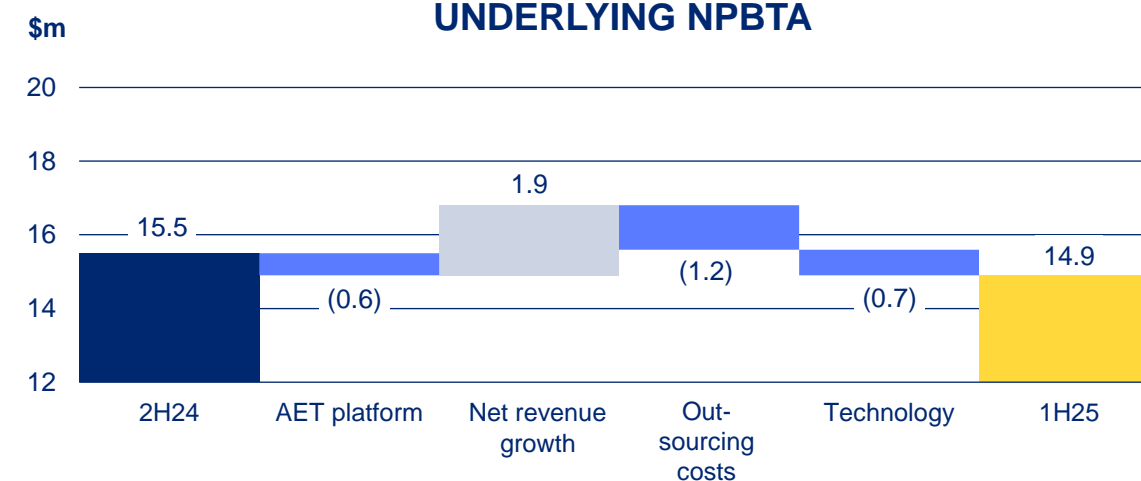
<sup>1</sup>Excluding amortisation of management rights of \$1.2m in 1H25 and 1H24



## REVENUE



## UNDERLYING NPBTA



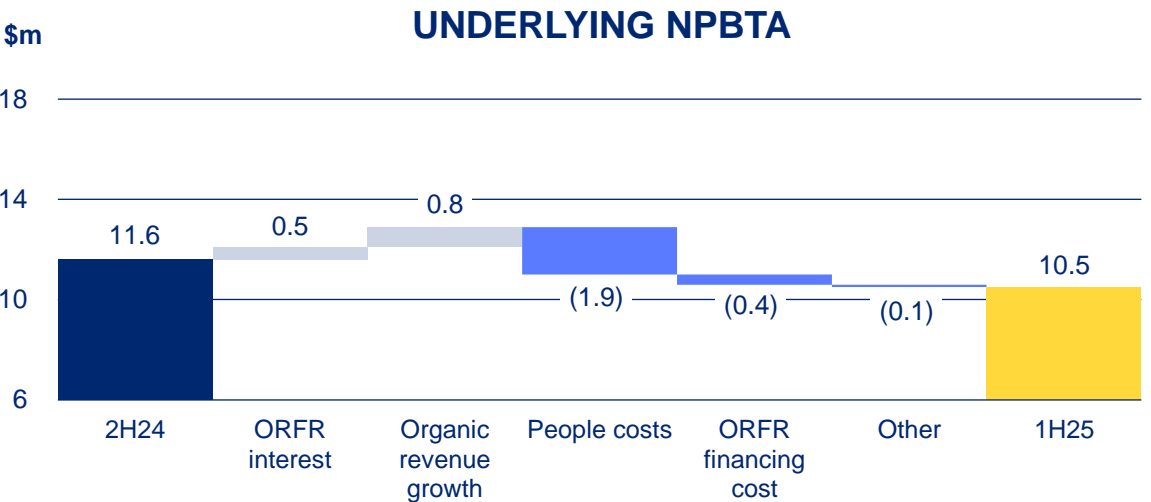
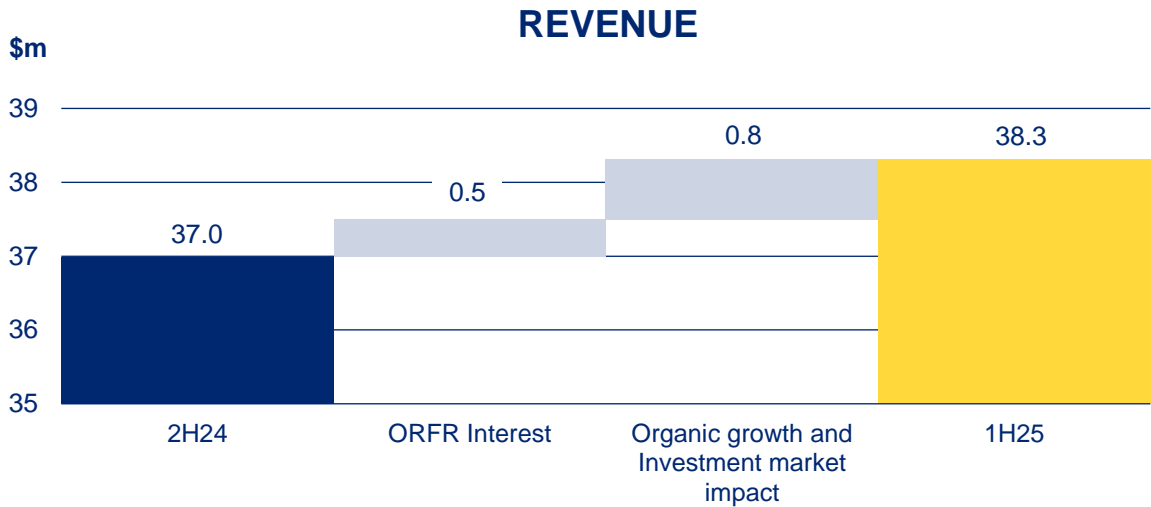


# CSTS FINANCIAL RESULTS VS 2H24

	1H25	2H24	1H25 V 2H24
	\$m	\$m	
Revenue	38.3	37.0	3.6%
Underlying expenses <sup>2</sup>	(27.8)	(25.4)	(9.4%)
Underlying NPBTA	10.5	11.6	(9.5%)
<i>Underlying NPBTA margin (%)</i>	<i>27.4</i>	<i>31.4</i>	<i>(4.0)</i>
Underlying NPBT	10.4	11.5	(9.0%)
FUMAS (\$b)	203.9	181.5	12.3%
Average basis points <sup>1</sup>			
Trustee	4.22	4.33	(2.5%)
Directed trustee	0.99	1.32	(25.0%)
Super	4.14	4.72	(11.9%)

<sup>1</sup>Basis point calculations exclude Custody and DSS clients

<sup>2</sup>Excluding amortisation of management rights of \$0.1m in 1H25 and 1H24







# GLOSSARY OF TERMS

TERM	DEFINITION
AET	Australian Executor Trust (business acquired by EQT in November 2023)
AUM	Assets under management
Average basis points	Average revenue yield based upon average FUMAS over the reporting period
Continuing	Financial measures excluding discontinued operations
CTS-EU	Former Corporate Trustee Services business segment (UK and Ireland)
CSTS-A	Australian Corporate and Superannuation Trustee Services
EPS	Earnings per share – Net profit after tax and available for share holders divided by weighted average number of shares on issue over the reporting period
FUMAS	Funds Under Management and Supervision
GDP	Gross Domestic Product
M&A	Merges and Acquisitions
NPAT	Net Profit After Tax
NPBTA	Net Profit Before Tax and Amortisation of Management Rights
NPBT	Net Profit Before Tax
Payout Ratio	Declared dividend / earnings per share
PCP	Prior comparative period
RE	Responsible Entity
Revenue	Statutory reported revenue
SAF	Small APRA Fund
STS	Superannuation Trustee Services (business segment)
SMSF	Self-managed Superannuation Fund
TWS	Trustee Wealth Services
Underlying	Financial measures for continuing operations excluding the impact of the integration of AET, and the three-year technology programme

## **EQT Holdings Limited**

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## **DISCLAIMER**

### **Forward Looking Statements**

This Presentation contains forward-looking statements. Forward-looking statements include all statements other than statements of historical or present fact, and include statements regarding projected financial performance, expected business results, and future growth prospects of EQT Holdings Limited – EQT (the “Company”). These statements are based on the Company’s current expectations, estimates, assumptions and other information available as at the date of this Presentation, and are subject to various risks, uncertainties, and factors beyond the Company’s control.

These statements do not represent guarantees or predictions of future financial or operational performance. Actual results may differ materially from those expressed or implied in this guidance due to a range of risks, uncertainties and other factors, including but not limited to changes in market conditions, economic factors, regulatory developments, competitive pressures, operational risks, and other factors described in the Company’s periodic filings with the Australian Securities Exchange (ASX).

While the Company has taken reasonable care in preparing this guidance, it does not undertake any obligation to update or revise forward-looking statements to reflect new information, future events, or changes in circumstances, except as required by law. Investors are cautioned not to place undue reliance on this guidance when making investment decisions.

### **Financial Data**

All financial amounts contained in this Presentation are expressed in Australian dollars. Certain financial information included in this Presentation is “non-IFRS financial information” under Regulatory Guide 230 “Disclosing non-IFRS financial information” published by ASCI. EQT believes this non-IFRS financial information provides useful information to users in measuring the financial performance and condition of EQT. The non-IFRS financial information does not have standardised meanings prescribed by Australian Accounting Standards and, therefore, may not be comparable to similarly titled measures presented by other entities, nor should it be construed as an alternative to other financial information determined in accordance with Australian Accounting Standards. You are cautioned, therefore, not to place undue reliance on any non-IFRS financial information or ratio included in this Presentation

### **Past Performance**

Past performance and historical information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

### **Information Reliance**

The information is supplied in summary form and is therefore not necessarily complete. The material contained in this Presentation may include information derived from publicly available sources that have not been independently verified.

This Presentation should be read in conjunction with EQT’s other periodic and continuous disclosure announcements lodged with the ASX which are available at [www.asx.com.au](http://www.asx.com.au) or the Company’s website ([eqt.com.au](http://eqt.com.au))