

9 November 2022

ASX Limited ASX Market Announcements Office Exchange Centre 20 Bridge Street Sydney NSW 2000

Dear Sir / Madam,

#### **E&P Financial Group Limited 2022 Annual General Meeting**

E&P Financial Group Limited (EP1 or Company) makes the following announcements in respect of the Company's 2022 Annual General Meeting (AGM):

- 1. Chairman's & CEO's Addresses
- 2. 2022 AGM Presentation

The Company advises that the announcements include revisions to previous FY23 guidance, which can be found on page 5 of the Chairman's & CEO's Addresses announcement and page 19 of the 2022 AGM Presentation announcement.

Yours faithfully,

**Paul Ryan** 

Chief Financial Officer & Company Secretary

(Authorising Officer)



## 2022 Annual General Meeting

9 November 2022

### Important information



This presentation has been prepared by E&P Financial Group Limited (ASX:EP1) ACN 609 913 457 (EP1). This presentation is provided for information purposes only and has been prepared for use in conjunction with a verbal presentation and should be read in that context.

This presentation may include "forward looking statements". Forward looking statements can generally be identified by the use of the words "anticipate", "believe", "expect", "project", "forecast", "estimate", "likely", "intend", "should", "could", "may", "target", "plan", "guidance" and other similar expressions. Indications of, and guidance on, future earning or dividends and financial position and performance are also forward-looking statements. These forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of EP1 and its officers, employees, agents or associates, that may cause actual results to differ materially from those expressed or implied in those statements. Actual results, performance or achievements may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based. Readers are cautioned not to place undue reliance on forward looking statements and except as required by law, EP1 assumes no obligation to update that information. EP1 believes that any forecasts have been prepared with due care and attention and consider all best estimate assumptions, when taken as a whole, to be reasonable at the time of preparing this presentation. However, the forecasts presented in this presentation may vary from actual financial results. These variations may be material and, accordingly, neither EP1 nor its directors give any assurance that the forecast performance in the forecasts or any forward-looking statement contained in this presentation will be achieved. All dollar figures quoted are denominated in Australian dollars unless otherwise specified.

This presentation is not and does not constitute an offer to sell or the solicitation, invitation, recommendation or advice to purchase any securities or EP1 financial products, nor advice about any EP1 financial products or interests in EP1 financial products, and neither this presentation nor anything contained in it shall form the basis of any contract or commitment. The information contained in this presentation is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. Reliance should not be placed on the information or opinions contained in (or omitted from) this presentation. EP1 is not licensed to provide financial product advice in relation to EP1 financial products or interests in EP1 financial products. This presentation does not take into consideration the investment objectives, financial position or particular needs of any recipient. EP1 strongly suggests that investors consult a financial advisor prior to making an investment decision. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, EP1, its affiliates, related bodies corporate, shareholders and their respective officers, directors, employees, agents and advisors disclaim any liability (including, without limitation, any liability arising from fault or negligence) for any loss (whether direct, indirect or consequential) arising from any use of this presentation (or its content) or otherwise arising in connection with it.

This presentation includes financial information in relation to EP1 and its controlled entities. Certain financial data included in this presentation may not be recognised under the Australian Accounting Standards and is classified as 'non-IFRS financial information' (RG 230). This non-IFRS financial information to users in measuring financial performance and condition. The non-IFRS financial measures do not have standardised meanings under the Australian Accounting Standards and therefore may not be comparable to similarly titled measures presented by other entities, nor should they be interpreted as an alternative to other financial measures determined in accordance with the Australian Accounting Standards. No reliance should therefore be placed on any financial information, including non-IFRS financial information and ratios, included in this presentation. Any discrepancies between totals and sums of components in tables contained in this presentation may be due to rounding.

Important terms including terms used in presenting Non-IFRS financial information are defined in the Glossary at the end of this presentation.

In receiving this presentation, each recipient agrees to the foregoing terms and conditions.

E&P Financial Group Limited is a signatory to the United Nations Principles for Responsible Investment (UNPRI).

Past performance cannot be relied on as a guide to future performance.

#### **Board of Directors**

## E&P



David Evans
Non-Executive Chairman



Peter Anderson
Chief Executive Officer
& Managing Director



Tony Johnson
Executive Director



Josephine Linden
Independent
Non-Executive Director



Sally McCutchan
Independent
Non-Executive Director

- Chairman of the Audit, Risk and Compliance Committee and member of the People, Nomination and Remuneration Committee
- Over 35 years in the financial services industry and 15 years with E&P Financial Group entities
- Founded Evans & Partners in 2007
- Previously Managing Director, Chief of Staff, Head of Private Wealth and Head of Institutional Equities at Goldman Sachs JBWere
- Director of Seven West Media, including a member of its People, Nomination & Remuneration Committee, a member of the Victorian Police Corporate Advisory Group and Chairman of Cricket Australia's Investment Committee

- Chief Executive Officer of E&P Financial group since July 2019 and Managing Director since November 2021
- Over 28 years experience in the restructuring industry, having led a number of large and complex engagements in Australia and internationally
- Had operational responsibility for the restructuring of many prominent listed Australian entities, including Slater and Gordon, Hastings Fund Management, Babcock & Brown, Arrium, Wiggins Island Coal Export Terminal, Coomboona Dairies and McAleese

- Appointed Executive Director of E&P Financial Group in June 2022 with a focus on identifying and developing growth opportunities across the group
- Non-executive Director of Bupa ANZ
- Chair of the Advisory Board of Fujitsu ANZ
- Previously enjoyed a successful 34-year career with EY including as Partner, Managing Partner of EY's Financial Services business across Asia Pacific and the CEO and Managing Partner of EY Oceania

- Independent Non-Executive Director since March 2018
- Chair of the People, Nomination and Remuneration Committee and Member of the Audit, Risk and Compliance Committee
- Founder and CEO of Linden Global Strategies
- Previously a Partner and Managing Director at Goldman Sachs for 26 years
- Chair of Lands' End, Director of Trine II and Ambassador Emeritus of Advance

- Independent Non-Executive Director since November 2021
- Member of the People,
   Nomination and Remuneration
   Committee and Audit, Risk and
   Compliance Committee
- Partner and CEO of Bridges
   Australia, an international impact investing fund manager
- Previously CEO of Impact Investing Australia and held senior roles with Accenture, JP Morgan Investment Management and SBC Warburg (now UBS)
- Director of Impact Investing Australia, titan Securities (a National Australia Bank securitisation company) and Oxfam Australia





**David Evans**Non-Executive Chairman



Peter Anderson
Managing Director &
Chief Executive Officer

## **Agenda**



1 Chairman's address David Evans

2 CEO's address Peter Anderson

Formal business David Evans

E&P

## **Section 1** Chairman's address



Improved underlying financial performance driven by successful execution of growth strategy; significant progress achieved in addressing legacy issues

1

#### **Execution of growth strategy**

Strong performances across our core businesses led by successful execution of consolidation and growth initiatives

2

#### Delivery of further value and liquidity initiatives across our Real Asset funds

Significant liquidity achieved for investors in Real Asset funds with systematic plan in place for remaining assets

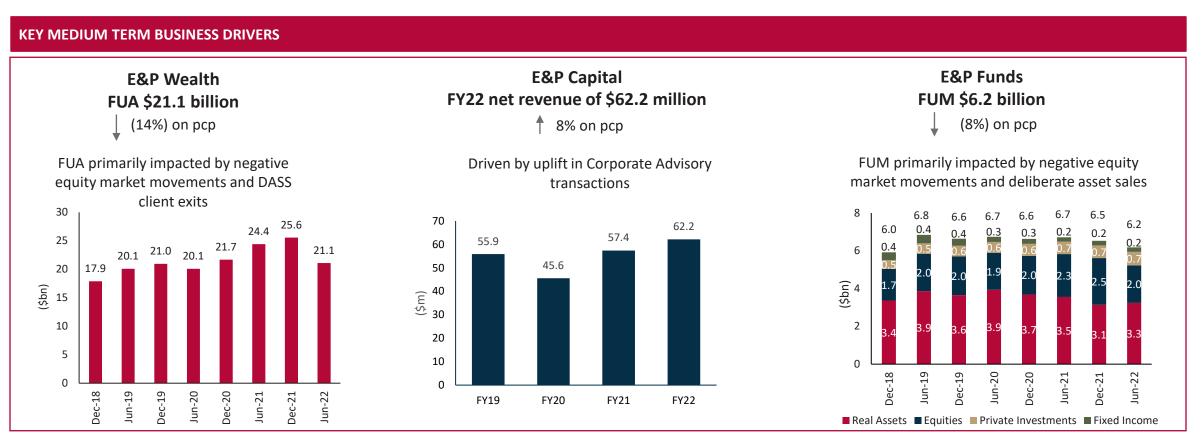
3

#### **Addressing legacy issues**

Progress made towards closing out the Voluntary Administration of DASS. E&P to sponsor a Deed of Company Arrangement. Class Action proceedings ongoing.



Lower FUA and FUM primarily driven by equity market declines, Dixon Advisory client departures and deliberate progressive exit from real asset strategies; E&P Capital revenue up 8% year on year





Stable underlying earnings notwithstanding significant structural changes in E&P Wealth and E&P Funds; supported by growth in core businesses despite challenging market conditions

# | \$28.9 million | \$10.3 million | FY22 Underlying EBITDA | \$3% on FY21 | \$42% on FY21



#### **BALANCE SHEET**

Strong cash position of \$74.2 million and no debt as at 30 June 2022

Non-cash impairments of \$0.6 million due to regulatory impacts in Wealth

Final dividend of 2.7 cents per share represents 80% of NPATA, in line with dividend policy

#### Notes

Calculated using weighted average shares outstanding and Underlying NPATA for the relevant periods.

#### Tony Johnson appointed as Executive Director; submitted for re-election today



#### **Tony Johnson**

- Tony Johnson was appointed Executive Director of E&P Financial Group in June 2022 with a focus on identifying and developing growth opportunities across the Group
- Non-executive director of Bupa ANZ and Chair of the Advisory Board of Fujitsu ANZ
- Previously enjoyed a successful 34-year career with EY where he amassed extensive experience in the financial services sector locally and internationally
- Mr Johnson was a Partner of EY, Managing Partner of EY's Financial Services business across Asia Pacific and the CEO and Managing Partner of EY Oceania leading over 600
  partners and 9,000 people providing over A\$2.3 billion of assurance, tax, transaction, strategic, technology and business consulting services
- Mr Johnson has a Bachelor of Economics, Master of Business Administration (Executive) and a Graduate Diploma in Applied Finance & Investment. He is a Fellow of Chartered
  Accountants in Australia and New Zealand, a Fellow of FINSIA and a Graduate and Member of the Australian Institute of Company Directors.

E&P

**Section 2 CEO's address** 



#### Successful execution of clearly defined strategy to drive medium and long-term growth

#### **E&P WEALTH**

Advice platform well positioned to add scale given successful transition to single wealth brand and model supported by strong systems and risk framework

- Optimisation of contemporary operating model with greater proportion of FUA-based revenue
- Continued execution and growth of market leading high net wealth offering
- Provision of scalable advice to underserviced mass affluent retail segment through Retail Wealth Management service offerings
- Significant investment in growth including adviser sales training, business development and enhanced marketing support
- Strong compliance and governance systems to position for industry and regulatory change

#### **E&P CAPITAL**

Growth from targeted investment in research, corporate and institutional businesses across increased sector specialisation

- Boutique service offering to corporate and institutional clients
- Targeted recruitment in key focus sectors to strategically increase market verticals
- Enhance ECM origination capability
- Investment in Research capability with focus on expansion of ASX100 coverage
- E&P Asia (HK) providing expanded access to platform for international clients and increased penetration in Asian market

#### **E&P FUNDS**

Expand and diversify distribution of core equities funds along with liquidity and value initiatives in Real Asset funds

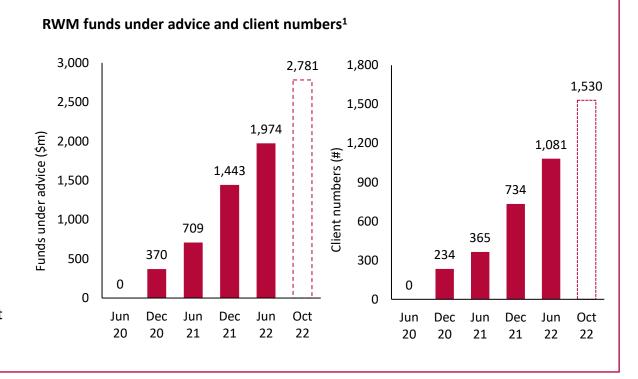
- Focus on external distribution of high conviction core equities offering with improved access to strategies on key platforms
- Improved liquidity to high-performing private equity funds
- Continuation of value and liquidity initiatives for investors in Real Asset funds with significant progress made
- Exit related party and non-core activities



## Market leading high net wealth service and growing Retail Wealth Management offering underpinning divisional earnings

## GROWTH INITIATIVES

- Continued transition from transaction and fixed fees to FUAbased full-service annuity revenue, consistent with contemporary wealth model and greater independence
  - ✓ Further growth in the Retail Wealth Management (RWM) service offering over FY22, assisted by the transition of Dixon Advisory clients to Evans & Partners
  - ✓ RWM FUA grew by \$1.3 billion (+178%) with a 716 (+196%) net increase in number of clients in FY22
    - At 30 June 2022, 1,081 clients on RWM representing approximately \$2 billion in FUA
    - Strong start to FY23, with 1,530 clients on RWM representing approximately \$2.8 billion in FUA by the end of October 2022
  - ✓ Further investment in Evans & Partners Family Investment Office through addition of full-time Family Investment Office staff



#### Notes

<sup>1.</sup> Prior periods included DA Private client and FUA figure, which now form part of RWM.



#### Underlying earnings fell due to a softer 2H driven by the one-off impact of the DASS VA and Dixon Advisory client exits

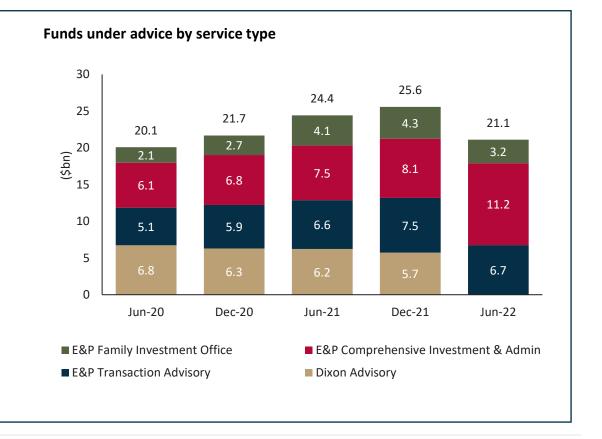
#### BUSINESS PERFORMANCE

#### Underlying EBITDA of \$10.9m was down 29% on pcp

Margins were affected by one-off impacts of the DASS VA in 2H.
 This included services provided for nil consideration (estimated at \$1.5 million over the half) and additional costs of \$0.4 million incurred in retaining clients and staff

#### Operational highlights:

- FUA decrease of 14% on pcp primarily reflects equity market declines and client exits
- Client numbers of 8,000 were down from 9,100 at 30 June 2021 due to Dixon Advisory exits following the DASS VA.
- Just over three quarters of former Dixon Advisory clients chose to transition to Evans & Partners
- Industry standard pricing for fixed fee clients rolled out progressively from June 2022, accelerating transition to RWM
- Enhancements to our client portal through the addition of a suite of ESG data and metrics against investment holdings
- Significant investment in adviser growth with sales training, business development and enhanced marketing support

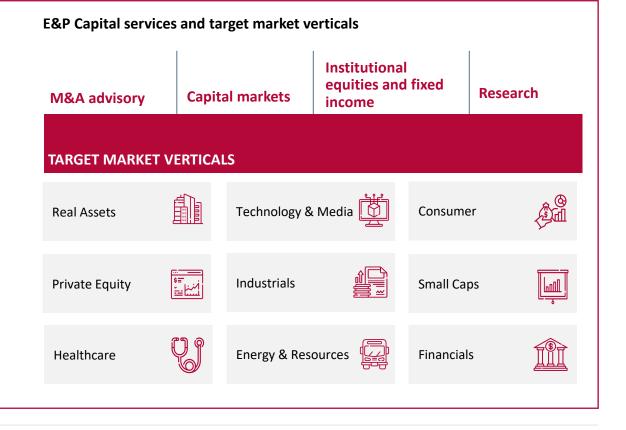




#### Continue to execute the division's clearly articulated strategy across its target market verticals

#### GROWTH INITIATIVES

- Expanded sector coverage
  - Enhanced position across target sectors and key products with senior recruitment
- Revenue growth
  - Record number of completed M&A advisory transactions supported by selected Capital Market mandates
- Institutional business continues to perform solidly in competitive environment
  - ✓ Further investment in people and systems
  - ✓ Hong Kong institutional desk increasing penetration in Asian market and broadening platform reach
- Refined research coverage with focus on expansion of ASX100 coverage
  - √ 136 securities under coverage representing approximately 73% of the ASX200 by market cap
    - 28 initiations in FY22



## **E&P Capital (cont'd)**



#### Strong result from E&P Capital due to high levels of Corporate Advisory activity and solid Institutional brokerage

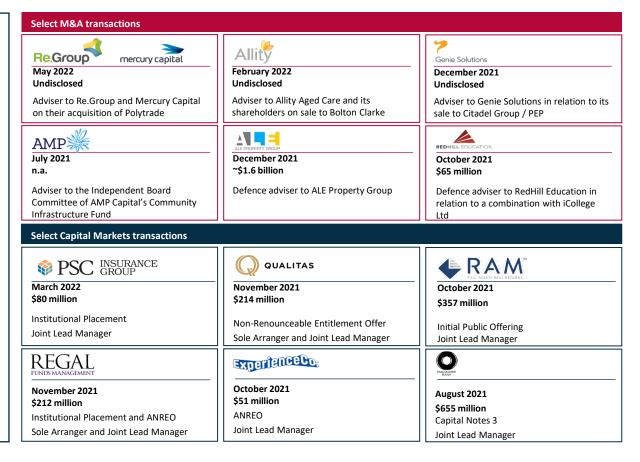
#### BUSINESS PERFORMANCE

#### Underlying EBITDA of \$14.6m was up 3% on pcp

- Due to strong revenue growth from M&A advisory compared to pcp, resilient Capital Markets revenue despite challenging market conditions in 2H22 and contribution from E&P Asia during the period
- Margins were impacted by a more competitive market in which to retain key staff and our investment in senior recruitment to drive future growth

#### Operational highlights:

- Record year delivered in extraordinary market dynamic given new entrants and record transaction levels in 1H22
- Strong result in most recent Peter Lee Associates Australian Equity Investors Report:
  - Sales #2 in sales team capability
  - Research excellent recognition for sector research top three ranked analysts in three sectors; top five in five sectors
  - Trading #2 ranked for best execution in small caps



**E&P Funds** 



Improved outcomes for investors in Real Asset funds, resilient performance from core equities offering and private equity funds noting challenging market conditions

IMPROVED
OUTCOMES FOR
INVESTORS

- Continued several major structural initiatives to achieve value and liquidity for investors in internally managed Real Asset funds
  - ✓ FSREC exit from manager of FSREC Property Fund, withdrawal offers totalling \$425 million completed in FY22 plus up to \$96 million¹ in July 2022
  - ✓ URF US\$200 million of asset sales completed since commencement of sale program, further significant operating platform cost reductions, on-market buybacks and exploration of alternative structures such as outsourcing
  - ✓ NEW sale of Australian assets in July 2021 for \$288 million followed by debt reductions and buyback. In August 2022 announced that it had entered an agreement to dispose of its remaining US assets at approximately NAV and has subsequently received unitholder approval<sup>2</sup>

GROWTH INITIATIVES

- Strategic focus on core equities offering
- ✓ Claremont Global received upgraded "recommended" investment ratings from Lonsec and Zenith
- ✓ Increased access to Claremont Global strategies through key platforms; total net inflows of \$91 million for FY22 notwithstanding market down 8.1%³

#### **E&P Funds equities**



| $\neg$ |                  |
|--------|------------------|
| $\sim$ | CINDS MANAGEMENT |

| EQUITIES OFFERING FUM <sup>4</sup>                            | FUM AS AT 30 JUNE 2022<br>\$1,080m |  |
|---|------------------------------------|--|
| Claremont Global / E&P International strategies               |                                    |  |
| Orca Global Disruption Fund / E&P Global Disruption portfolio | \$316m                             |  |
| Orca Asia Fund  | \$52m                              |  |
| Orca Global Fund  | \$72m                              |  |
| E&P Australian equities strategies                            | \$423m                             |  |
| Other (Global Healthcare / Sprott Gold <sup>5</sup> )         | \$17m                              |  |
| Total Equities FUM  | \$1,960m                           |  |

#### Notes:

- 1. The third FSREC Property Fund withdrawal offer of up to 53,928,771 securities at a price of \$1.78 per security closed on 8 July 2022.
- Completion of the sale remains subject to regulatory approval, following which it will result in the return of all remaining capital, delisting from the ASX and wind-up of the company.
- 3. MSCI AC World Accumulation Index ex. Australia (AUD).
- 4. Gross funds under management.
- 5. The Sprott Gold Portfolio was closed on 30 May 2022.

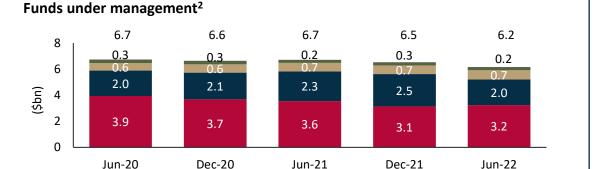


■ Fixed Income

Resilient result with growth from core equities business during challenging period over 2H22, supported by returns on principal investments and Solar asset disposal fees

#### BUSINESS PERFORMANCE

- Underlying EBITDA of \$14.0m was up 46% on pcp driven by increase in non-FUM based revenue
- Core equities strategies base management fees up 5% on pcp, though impacted by 2H equity market decline
- Non-FUM based revenue benefitted from Solar asset disposal fees
- Private equity investments continued to perform well benefitting principal position in CD Private Equity Fund series
- Lower direct expenses driven by lower staff costs and operating expense efficiencies following rationalisation of strategies
- Operational highlights:
  - Claremont Global ranked #1 performing global equity manager in Australia in 2021 (+42.1%)<sup>1</sup>
  - CD Private Equity Funds announced return of \$86 million to investors in FY22



■ Private Investments

Equities

■ Real Assets

| SELECT PRODUCT PERFORMANCE AS OF 30 JUNE 2022 <sup>3</sup> |         | TOTAL RETURN (P.A.) <sup>4</sup> |                                 |          |  |
|--|---------|----------------------------------|---------------------------------|----------|--|
| FUND   | 1 YEAR  | VS INDEX                         | SINCE<br>INCEPTION <sup>4</sup> | VS INDEX |  |
| Claremont Global Fund                                      | (1.5%)  | 6.6%                             | 13.3%                           | 3.0%     |  |
| Orca Global Disruption Fund                                | (37.0%) | (28.4%)                          | 9.0%                            | (0.6%)   |  |
| E&P Australian Equities Growth Portfolio                   | (3.2%)  | 2.0%                             | 11.8%                           | 2.6%     |  |

#### Note

- 1. Morningstar Top-performing global equity fund managers in calendar year 2021 (Large Blend) report (1 year performance).
- Gross funds under management.
- 3. Illustrative performance of a \$10,000 investment after fees with dividends reinvested since inception to 30 June 2022 and exit unit price from this date, if applicable. Past performance is not a reliable indicator of future performance.

4. Inception date for Claremont Global Fund on 18 February 2014, Orca Global Disruption Fund on 25 July 2017 and E&P Australian Equities Growth Portfolio on 16 March 2011.



#### Strategic direction and medium-term growth initiatives are providing opportunities, platform is well positioned for growth

#### **FINANCIAL**

## Subdued market conditions and uncertainty expected to persist in the near term

- This presents challenges for FUM-based revenue in E&P Wealth and E&P Funds and headwinds for E&P Capital in particular
- Corporate Advisory has made a solid start to the year, but the transaction pipeline is softening with ECM activity and Institutional trading very subdued across the market
- E&P Wealth remains in transition with 1H23 impacted by the provision of services for no consideration to transitioned DASS clients
- Transition in E&P Funds is ongoing with the contribution from Real Assets expected to reduce as structural changes continue
- In that context, and subject to key transaction completion in E&P Capital, we expect 1H23 Underlying EBITDA excluding asset disposal fees to be circa 10% below budget. If challenging market conditions persist, then FY23 earnings are likely to be materially below those reported in FY22.

## STRATEGIC PRIORITIES

## Operational platform enhancements have positioned the business for growth

- Growth initiatives are well progressed, allowing for the scaling of operations across all three core business divisions
- Clearly defined strategy and disciplined capital management expected to drive medium-term profitability
- Increased focus on performance, training, development, leadership and succession in order to foster and retain talent in competitive environment
- Close out legacy issues through conclusion of DASS VA, resolution of class actions and finalisation of exit from Real Asset funds

## **GROWTH INITIATIVES**

## Execution of medium to long-term growth initiatives

- E&P Wealth scalability of advice infrastructure positions Wealth to increase presence in underserviced mass affluent retail market in combination with core high net wealth offering
- E&P Capital increased advisory and capital markets deal flow, expanded access to our platform for international clients and recruitment to expand targeted verticals
- E&P Funds focused on external distribution of core equities offering with further near-term initiatives to increase value and liquidity for investors in internally managed Real Asset funds

## VOLUNTARY ADMINISTRATION AND CLASS ACTIONS

## Continued investment necessary to manage both processes

- The convening period for the second meeting of DASS creditors was recently extended until 30 November 2022. E&P intends to propose a DOCA as part of comprehensive settlement of all DASS related claims against the Group
- The formulation of a DOCA proposal is progressing and remains subject to further discussion with the Voluntary Administrators. E&P does not intend to comment further until the specific terms of a proposed DOCA have been finalised
- In June, the Federal Court made orders that only the Shine Lawyers class action would proceed against EP1, with the Piper Alderman action stayed until the Shine Lawyers proceeding resolves. Since then, the Court has ruled on an application by Shine Lawyers for access to insurance policies, but orders concerning the scope of policy information to be produced are yet to be made

We are positioning the business for growth off an integrated platform unique in the Australian financial services industry

01

Fully integrated financial services group operating under a unified brand and leveraging the core strengths of each division

02

Consolidated Wealth business under a single brand with a leading market presence across the High Net Wealth and mass affluent retail client spectrum, underpinned by a scalable advice platform

03

A leading provider of corporate advisory, capital markets and investment research solutions in our chosen sectors – occupying a unique position in the market due to client relationships, scale and focus

04

A high-quality suite of thematic equity strategies with a diversified investor base