

ASX AND MEDIA RELEASE

Monday 10, January 2022

SEQUOIA FINANCIAL GROUP ANNOUNCES LEGAL PRACTICE ACQUISITION

Sequoia Financial Group Limited (ASX: **SEQ** or the **Company**) is pleased to announce it has acquired the incorporated legal practice previously known as Topdocs Legal Pty Ltd (**TDL**) now renamed Docscentre Legal Pty Ltd (**DCL**).

TDL has been a national provider of specialised legal services, focusing on advice solutions for SMSFs, business structuring and succession for more than 10 years.

Clients of TDL have traditionally been accounting, financial planning and other legal practices, as well as SMEs and HNW clients who are seeking a high-quality legal service. Enhancing the breadth of services to the advice community is consistent with SEQ's mission of providing multiple services to advice intermediaries and related professionals parties to assist in bringing down the cost of advice provision.

DCL will retain all existing TDL staff and will relocate the business to the SEQ Melbourne offices. All current work in progress will be completed under the DCL branding.

Specifically, this acquisition will enhance SEQ's existing document businesses which already establishes and manages large numbers of trust and SMSF documents. The current industry focus on reviewing outdated family trust and other structures was an area of strength for TDL, and this will be a specific area of focus for DCL as we introduce this service offering to our existing planning and accounting networks.

From our adviser's perspective, this specialist expertise will significantly enhance the advice they can provide in relation to SMSF compliance, preparing deeds of ratification / rectification, estate planning and other death benefit issues. It will also assist intermediaries in areas such as alternative SMSF investment structures and most importantly allow Sequoia to assist advisers in reducing the cost of providing financial advice to the investment community.

This announcement was authorised for release by the Board of Directors.

For further information please contact:

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Rebecca Weir, Company Secretary +61 431 240 642

ABOUT SEQUOIA FINANCIAL GROUP LTD

ASX-listed Sequoia Financial Group Ltd (ASX: SEQ) is an integrated financial services company providing products and services to self-directed retail and wholesale clients and those of third-party professional service firms.

It provides:

- Investment and superannuation products
- Wealth management and advisory services
- Corporate advisory and capital markets expertise
- Retail, wholesale and institutional trading platforms
- Market data and financial news services

Sequoia operates various AFS Licenses and its subsidiary Morrison Securities Pty Ltd is an ASX Market Participant.

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The Sequoia Professional Services Division has recently launched a new annual SMSF deed update service, which provides advisers the necessary tools to address areas such as account-based pensions, child pensions, death benefit pensions, pension reversion amendments and pension commutation, as the various inevitable changes to legislation are implemented.

The \$330K purchase price will be funded from existing cash reserves and is in line with our previously stated objective (in recent investor presentations), where we announced our targeted revenue increase for the Professional Services Division to > \$15M by 2024 (FY21 \$7M) and will immediately provide earnings accretion to the consolidated groups operating earnings.

-ENDS -

www.docscentre.com.au

www.constitute.com.au

www.panthercorp.com.au

www.sequoiasuper.com.au

www.smsfengine.com.au

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