

ASX Release, 28 August 2025

FY25 Financial Results

Sequoia Financial Group Limited (ASX: SEQ) ("Sequoia" or "Company"), an integrated financial services company, today released its results for the full year ended 30 June 2025 (FY25). The Group reported operating profit of \$9.9m for the year, an increase of 13.7% on the prior year.

Results highlights:

- Revenue \$124.1m, in line with FY24
- Operating profit* \$9.9m, up 13.7%
- Net profit before tax \$5.9m
- Total funds under advice \$18bil, up from \$12.5bil in FY24
- Final dividend 2.0 cents, fully franked
- Full year dividends 4.0 cents

*Operating profit or normalised EBITDA is a non-IFRS financial measure that Sequoia uses to assess performance as it excludes certain non-cash and one-off or non-operational items.

FY25 revenue was in line with the previous year despite five divestments in 2024, however net profit before tax was \$5.9m, compared to a loss after tax of \$1.5m in FY24, reflecting the improved strength of core operations. Net profit after tax of \$3.2m was not directly comparable as the prior year result included a large one-off gain on a divestment.

The Group maintained a strong balance sheet at years end with net cash of \$4.4m and further ASX listed investments totaling over \$16m.

Sequoia is therefore pleased to deliver another solid return to shareholders and declared a final dividend of 2 cents per share, taking full year dividends to 4 cents per share, all fully franked. The record date for the final dividend is 4 September 2025, payable on 23 September 2025.

Garry Crole, Sequoia Managing Director and Chief Executive Officer, said 'Sequoia made significant progress in FY25. We further simplified our operational structure by reducing from four Divisions to two, thus lowering shared costs and improving efficiency. This also provided us with a leaner operating model from which we can generate strong future business growth'.

‘Following a soft 1HFY25 where we incurred abnormal restructure costs, we produced a strong 2HFY25 where we benefited from growth and higher margins across our Licensee and Adviser Services Division. We also implemented technological improvements in our Legal and Administration Division which assisted us in improving operating profit for the year.

‘Our investment in compliance systems and additional personnel further enabled the Group to be more proactive, with real-time oversight of adviser activity to support license integrity.”

Licensee & Adviser Services

Funds under advice grew significantly to approximately \$18bil at the end of FY25. This was driven by the industry trend of advisers moving from a transactional revenue model to annual service fees based on funds under management. The Group’s high-net-worth wealth management services also experienced strong growth. Revenue rose to \$113m and EBITDA margin was 7.4%.

Legal & Administration Services

Divisional revenue was \$9.7m for FY25. An improved technology platform allowed economies of scale and increased margins, and EBITDA margin grew to 41%. We are operating in a fragmented market providing legal structures and documents for Australian accounting firms and focused on margin share growth.

Investments

The Group’s investments in associates Euree Asset Management (20.0%) and Morrisons Securities (20.0%) continued to perform well. We also increased our investment in Centrepont Alliance to 16.52% in May 2025. Over the 12-month period the total gains in our investment portfolio were \$3.6m.

Capital Management

In addition to dividend distribution the Group used cash generation from operations to support a continuing share buy-back which ran from May 2022 and concluded in May 2025 seeing us purchase 14,089,743 shares for \$6.4m reducing issued shares to 123,596,901 at June 30.

Sequoia plans to maintain its dividend payout in the range of 40-60% of normalized EBITDA.

Shield Master Fund and First Guardian Master Fund

The Group is committed to upholding the highest standards of client advice and licensee conduct and continues to work closely with the Regulators who are investigating the Shield Master Fund and First Guardian Master Fund. We empathise with all clients that have been affected by the failure of these Funds and urge them to contact InterPrac’s salaried advice team who will assist them regarding their personal situation. We will continue to work closely with the Regulators who are investigating this matter and possible remedies to assist affected customers.

Additional Governance

Post the end of FY25 we significantly strengthened oversight of our AFSL structures with the establishment of a new independent compliance and governance committee. This team will oversee compliance and client support mechanisms but does not participate in the Regulatory investigation process. It is independently chaired by a highly respected former ASIC operative.

Outlook

Garry Crole said 'We enter the new financial year with positive momentum. We are positioned to continue benefiting from the ever growing \$4 trillion Australian superannuation market. Having strengthened our products and services available to both self-employed and salaried advisers, we anticipate continued funds under advice growth for the foreseeable future'.

'We expect margins in our Legal and Administration Services operations to remain strong as we continue to improve our technological solutions options, and our shared platforms are providing scale across the group. Our focus is to build high-margin, recurring revenue streams that align with our adviser and accountant clients.'

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About Sequoia Financial Group Ltd

ASX-listed Sequoia Financial Group Ltd (ASX: SEQ) provides services to retail and wholesale clients of financial planners, brokers, accounting firms, and legal practitioners with businesses in:

- financial services licensing via three separate AFSLs
- salaried advice
- corporate advisory and capital markets expertise
- establishment of legal structures and documents
- media
- SMSF administration