SB2 INVESTOR PRESENTATION

THE DEVELOPING OPPORTUNITY IN AUSTRALIAN EMERGING COMPANIES

SALTER BROTHERS EMERGING COMPANIES LIMITED (ASX: SB2)

GREGG TAYLOR · PORTFOLIO MANAGER, EQUITIES

SALTER BROTHERS

EMERGING COMPANIES LIMITED

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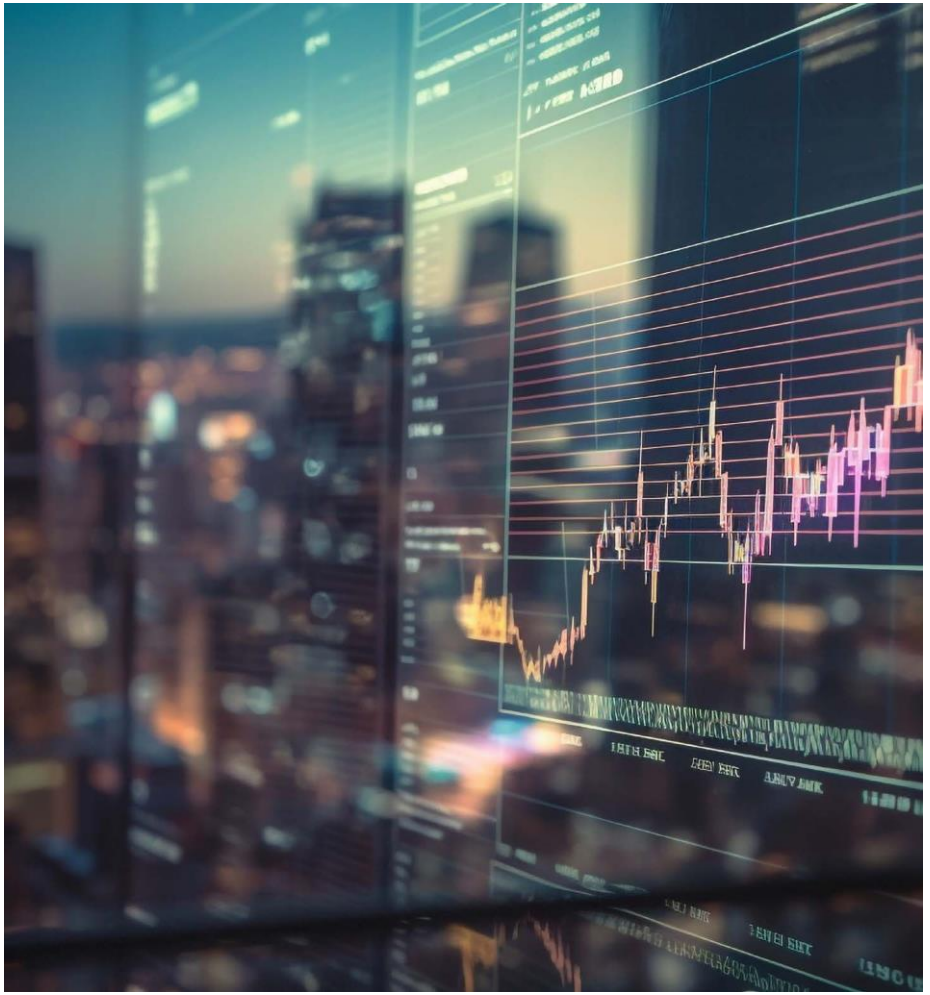
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1. EXECUTIVE SUMMARY

SB2 AT A GLANCE

Listed and unlisted

SB2 invests in listed and unlisted emerging companies. The objective is capital preservation and long-term capital growth, plus income.

~30% discount to NTA

SB2 trades at a ~30% discount to net tangible assets and pays a 4 cents per share partially franked dividend, a ~7% yield.

Near-term catalysts

The portfolio holds multiple underlying positions across listed and unlisted holdings with potential near-term catalysts.

THE OPPORTUNITY

Australian small caps trade at a deep discount to large caps, against a long history of trading at a premium. Fundamentals do not support this position.

Catalysts are emerging

Catalysts are emerging that could drive improved sentiment and a re-rating of the emerging companies sector.

A different playbook

Large-cap tools such as consensus estimates, index weights and easy liquidity do not translate. The small end of the market needs its own playbook.

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2. ABOUT SALTER BROTHERS

A global alternatives asset manager, investing across real estate, credit, equities and decarbonisation strategies for high-net-worth and institutional investors.

A$10.3bn+
Managed across the group's business lines

A$5.4bn+
Investment mandates

A$4.0bn+
Trustee and administration services

A$0.9bn+
Multi-family office

Offices | **Melbourne** (head office) | **Sydney** | **Brisbane** | **Singapore** | **Tokyo**

3. INVESTMENT TEAM



Gregg Taylor

Portfolio Manager, Equities

28 years' experience
Previously Schroders, Bombora

Gregg has extensive institutional investment experience in equities, actively managing money across both public and private markets. Gregg has led or structured over 30 unlisted investment transactions as an investment manager.

With over 28 years' experience investing in listed small caps, Gregg has extensive experience through multiple market cycles.

Gregg is also an experienced ASX director across multiple sectors, holding roles including non-executive chairman, non-executive director, head of audit & risk committee and head of remuneration & nominations committee.

Gregg holds a Bachelor of Commerce, Economics and Finance from the University of Wollongong and is a Chartered Financial Analyst (CFA).



Emily Mohan

Investment Director

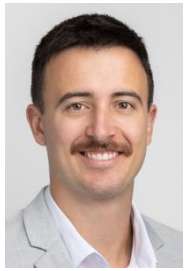
15 years' experience
Previously iPartners, Bombora

Emily has experience across funds management, equity capital markets, M&A and equity research, spanning both private and public markets.

She joined Salter Brothers as an Investment Director in December 2024, where she leads the firm's unlisted investments, from origination and assessment through to transaction execution and post-investment strategic management of portfolio companies.

Emily has invested in and partnered with private companies across a range of industries, including technology, telecommunications and healthcare. She has served as chair or non-executive director on several boards, bringing expertise in governance, strategy, growth and capital management.

Emily holds a Bachelor of Commerce from Macquarie University



Francis Crossle

Analyst
4 years' experience



Dane Grant

Analyst
3 years' experience



Oscar Salter

Analyst
3 years' experience

4. WHAT IS DRIVING THE MARKET?

Inflation and interest rates	**Rising**
Geopolitical risk and uncertainty	**Rising**
Initial public offerings (IPOs)	**Falling**
Institutional participation and broker research	**Falling**
Alternatives competing for diversification and returns	**Rising**

SEPTEMBER 2026 QUARTER

+3.3% *Emerging Companies Index, versus +0.1% for the ASX 200*

A strong August reporting season, one of the best for microcaps in many years, drove positive returns. The reprieve was short-lived: rising US and Australian interest rates and continued geopolitical uncertainty saw markets give back much of those gains in September.

12 MONTHS TO SEPTEMBER 2026

+3.2% *Emerging Companies Index, versus −0.7% for the ASX 200*

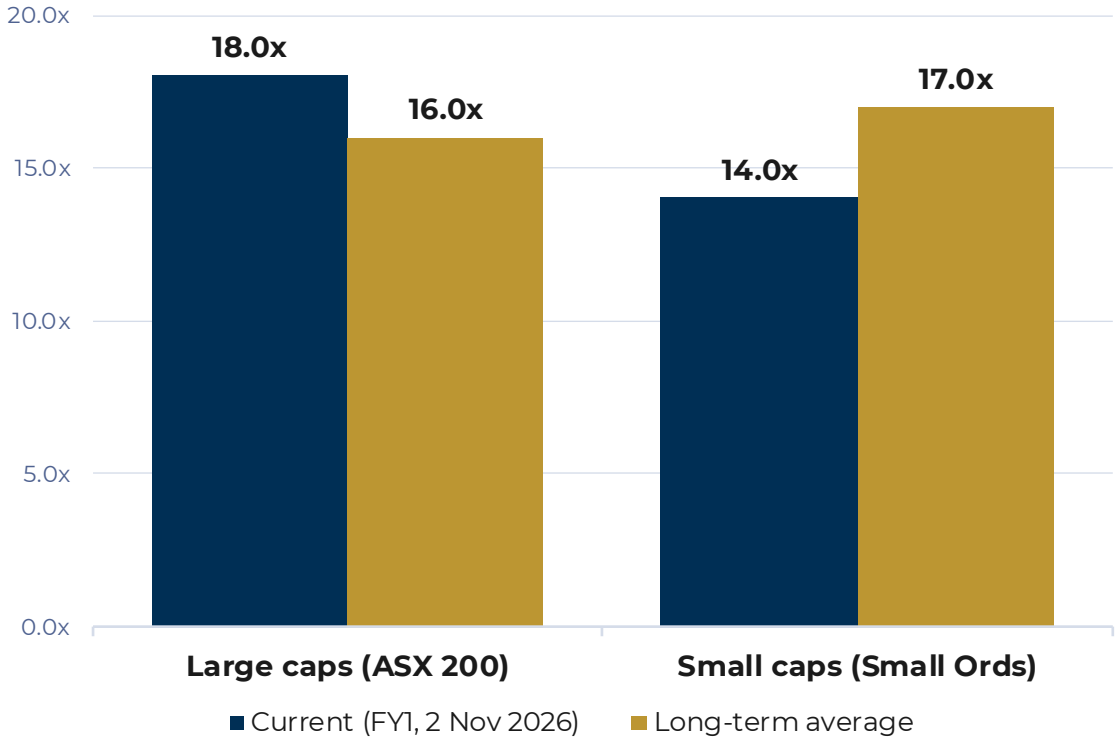
Positive December 2025 quarter returns, driven by global rate cuts and an improving outlook, gave way to a sharp sell-off as geopolitical events weighed on the economy and interest rates rose.

Source: Salter Brothers analysis; Market Index closing levels (30 September 2025, 30 September 2026). Price returns.

5. AUSTRALIA: SMALL VS LARGE CAPS

Australian small caps trade at a deep discount to large caps, against a long history of trading at a premium.

FORWARD P/E: CURRENT VS LONG-TERM AVERAGE



−22%
Small Ords FY1 P/E discount to the ASX 200 (14.0x vs 18.0x)

~+6%
Historical premium of small caps over large caps on long-term average P/Es (~17x vs ~16x)

−18% / +13%
Small Ords below its own long-term average; large caps above theirs

Small Ords total return −8.4% in 2026 to 30 September, versus +3.7% for the ASX 200.

Source: State Street SPDR fund data (FY1 P/E, 2 Nov 2026); long-term averages per Hawkesford/Livewire (Small Ords ~17x, ASX 100 ~16x); S&P/State Street index returns to 30 Sep 2026.

5. AUSTRALIA: WHY THE GAP LOOKS EXTREME

Near a 25-year extreme

Relative valuations between small and large caps may be near levels not seen in about 25 years (Bell Asset Management, July 2026).

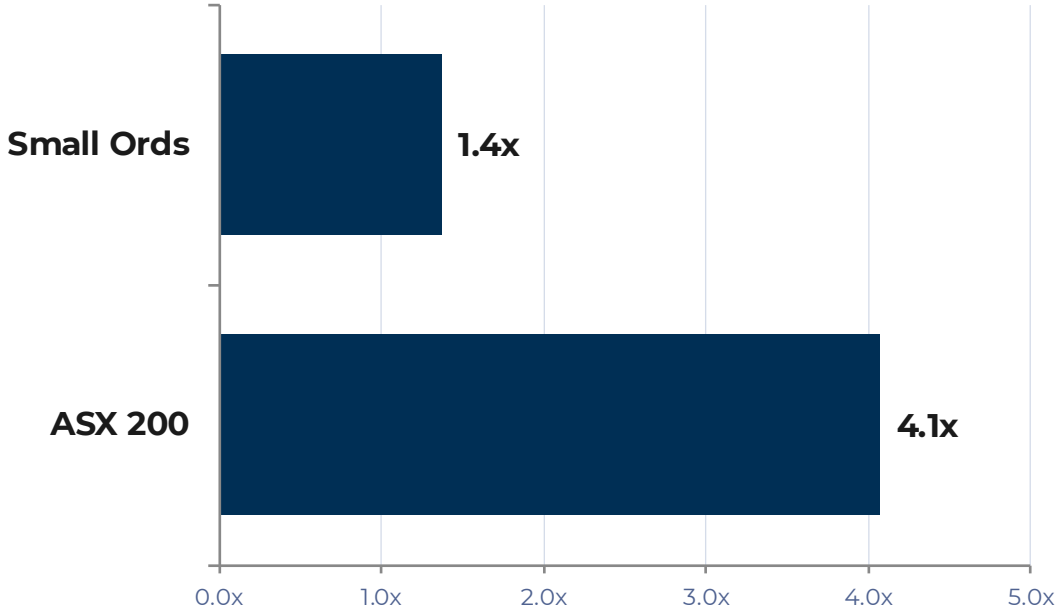
Rare and temporary

Gaps this wide have appeared only a handful of times in 30–40 years, each closing within three to five years (Datt Capital).

Growth is on the small side

Small Ords consensus 3–5 year EPS growth of 10.3% against 4.4% for the ASX 200 (State Street, Nov 2026).

PRICE PAID FOR GROWTH (P/E ÷ 3–5 YEAR EPS GROWTH)



WHAT COULD CLOSE THE GAP

- **A peak in the rate cycle: small caps re-rate on expected rate paths, not the level itself**
- **Earnings delivery after a strong August reporting season**
- **Takeover activity as buyers target cheaper small caps**
- **Easing of Geopolitical uncertainty**

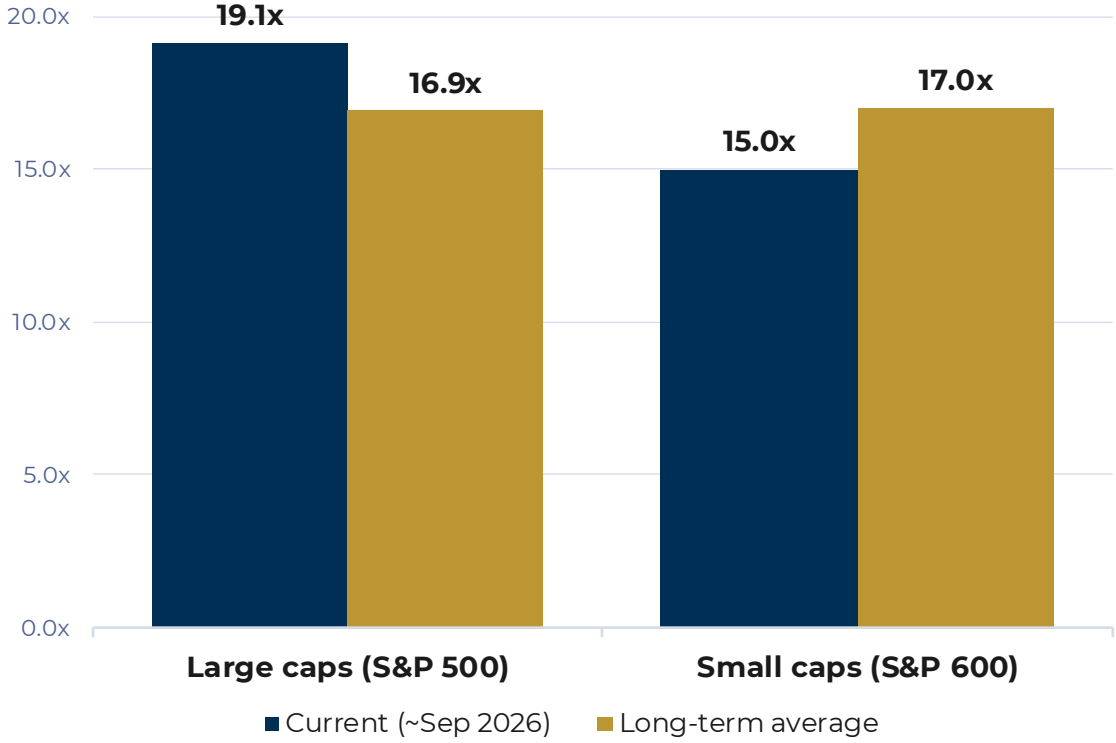
What could keep it wide: further RBA hikes, weaker consumers, and continuation of geopolitical uncertainty.

Source: Bell Asset Management via Financial Newswire (14 Jul 2026); Datt Capital (2026); State Street SPDR fund data (2 Nov 2026); Salter Brothers analysis.

5. US: SMALL VS LARGE CAPS

US small caps also trade at a wide discount, but it has narrowed in 2026 as small caps rallied.

FORWARD P/E: CURRENT VS LONG-TERM AVERAGE



~−20% S&P 600 forward P/E discount to the S&P 500

~+7% Historical median premium of small caps over large caps on P/E

Bottom 5% Where relative valuations sat before April 2025; the gap has narrowed since

US small caps returned 22.9% in the first half of 2026 versus 9.6% for large caps, their best first half on record.

Source: J.P. Morgan Guide to the Markets (30 Sep 2026); First Trust (S&P 600 16.6x CY26 / 14.2x CY27 at 31 Aug 2026, blended); WisdomTree; Janus Henderson (Sep 2026); State Street.

6. HOW SB2 REVIEWS LISTED COMPANIES

THE FUNNEL

We screen emerging companies, with an industrial and tech enabled bias. Every candidate is tested on all five pillars, then screened and continually monitored against the thesis.

1

People and alignment

Skin in the game, track record and capital allocation discipline

2

Business quality

Unit economics, revenue durability, customer concentration and pricing power

3

Funding runway

Cash burn, dilution history and a credible path to self-funding

4

Valuation and catalysts

Value against growth, plus a clear trigger for a re-rating

5

Liquidity and exit

Position size and the ability to exit shape whether we invest at all

7. SB2 UNDERLYING PORTFOLIO METRICS

	FY26A	FY27F	FY28F
Key Ratios			
EV / EBITDA	8.0x	6.2x	5.4x
EV / EBIT	10.8x	7.7x	6.2x
P / E	11.9x	11.5x	9.9x
Portfolio Financials			
Revenue growth	11%	17%	13%
EBITDA margin	7%	11%	13%
EBIT margin	-3%	2%	5%
NPAT margin	-7%	0%	2%

Weighted averages of the listed portfolio based on SB2 forecasts as at 30 September 2026, adjusted for abnormalities; key ratios exclude loss-making entities.

Source: SB2 Investment Report & NTA Update, September 2026.

c.15% Weighted average FY27–28F revenue growth

c.10.7x Weighted average FY27–28F P/E

$355m Weighted average market cap (30 September 2026)

~30 Listed Companies held (30 September 2026)

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7. SB2 UNDERLYING PORTFOLIO METRICS

Asset allocation



Listed 83.9% **Unlisted 12.1%** **Cash 4.0%**

Sector weights

Info. technology	**42.0%**
Industrials	**28.4%**
Cons. discretionary	**10.4%**
Financials	**9.7%**
Health care	**9.5%**

As at 30 September 2026. Source: SB2 Investment Report & NTA Update.
Past performance is not a reliable indicator of future performance.

8. CASE STUDY: WRKR

TOP-FIVE HOLDING | ASX:WRK

Provides cloud-based workforce and payroll compliance software that helps Australian businesses manage employee payments, superannuation, onboarding, and regulatory obligations.

The business case (August 2024)

- Entered through $0.025 placement.
- Solid existing business with unique offering supported by regulatory tail wind and strong pipeline of opportunities.
- Continued building on the position over time for a total investment of $3.7m at an average price of $0.0514

FY26 in brief

- Revenue $16.2m (+52.6%); cash receipts $18.2m (+84%).
- All six administered funds live and onboarding ahead of Payday Super (1 July 2026).
- Acquired PaidRight; raised $12m in July 2026.

What we are watching

- Continued onboarding of contracted users from signed super funds.
- Organic user growth from signed super fund contracted users, payroll customers, SMSF users and conversion of remaining target super funds.
- Cost control during hyper care as super users onboard, cost optimisation following this process.
- Proof of cross sell opportunity in pay compliance and secondary proof in compliance checks.

$16.2m
FY26 revenue, +52.6%

~650k
Existing Super Users (Click Super + SMSF)

+45%
IRR p.a., Aug 2024 to Oct 2026

~4.4m
New Super Users

FRAMEWORK LENS

- **Substantial contracted recurring revenue base ~$40m.**
- **Significant regulatory tailwind as Payday super is enforced.**
- **Large sales pipeline in super products, substantial cross sell opportunity in payroll and compliance checks.**

Source: Wrkr FY26 results (20 August 2026), Q4 FY26 update and July 2026 investor presentation.

8. CASE STUDY: PYC THERAPEUTICS

TOP-FIVE HOLDING | ASX:PYC

Clinical stage biotech developing precision therapies for rare genetic diseases, built on a proprietary drug delivery platform.

The business case (April 2024)

- Entered via the 8c entitlement offer ($0.80 post 10:1 consolidation)
- Four clinical programs targeting rare kidney, neurological and eye diseases from one delivery platform
- Followed on at $1.25 in the Feb 2025 entitlement; added at $0.88 in Sep 2025

FY26 in brief

- Raised approximately $600m in early 2026, providing funding runway through to 2030
- Advanced lead kidney disease program (PYC-003) into multiple ascending dose trials, with recruitment progressing towards completion
- Continued progress of three additional clinical programs targeting rare eye and neurological diseases

What we are watching

- Upcoming PYC-003 clinical readouts, including early efficacy signals from the multiple ascending dose trial
- Potential strategic partnerships and licensing opportunities
- Advancement of the broader pipeline

$0.89
Average entry price

$1.62
Avg exit price to date

+93%[1]
Total return
(~$3.6m gain on $3.9m)

~48%
IRR p.a.,
Apr 2024 to Oct 2026

FRAMEWORK LENS

- **Strong balance sheet: ~$655m cash supporting development through 2030**
- **Key Catalysts: PYC-003 clinical data in Jan 2027 and 3Q27**
- **Exit discipline: Trimmed to maintain target portfolio weighting and manage risk reward exposure**

Source: PYC 3Q26 Quarterly Activities Report, October 2026, Salter Brothers analysis.

1. The 93% total return is inclusive of the current holding position in SB2

9. THE UNLISTED EQUITY GROWTH GAP

Established, founder-led Australian businesses that have outgrown venture capital but remain below the radar of mid-market private equity, most pre-IPO funds, and the listed market

< $20m
Angel, seed and venture capital

$20–200m market cap – SB2 focus
Growth Equity
Under-served by capital providers, and now accessible to SB2 shareholders through a listed vehicle

> $200m
Mid market private equity and IPO

Why the gap exists

1

Growth Equity underserved

- Limited capital is available for unlisted growth equity.
- Higher interest rates have widened the funding gap.

2

Public markets/PE gap

- Public markets are shrinking as quality small caps stay private for longer.
- Private Equity moving upmarket

3

Founders seeking a partner

- Companies are seeking more than just passive investment
- Expertise required across growth, scaling, capital, partial liquidity and longer term succession

4

Secondary opportunities exist

- Opportunity to invest in quality assets at meaningful discounts via secondary sell downs by early investors and other funds

9. UNLISTED INVESTMENT CRITERIA

THE FUNNEL

Unlisted universe
Australian private growth companies

Proprietary opportunity
Salter Brothers network deal flow

$20–200m valuation
Under-served by VC and mid-market PE

$5m+ revenue
Profitable, proven unit economics

SB2 targets
Meet all six criteria

INVESTMENT CRITERIA

1 Clear Growth Trajectory

- Meaningful opportunity to accelerate scale through growth and expansion capital domestically or internationally

2 Defensible Competitive Advantage

- Core intellectual property and high barriers to entry or defensible moat

3 Strong Financial Profile

- Minimum revenue thresholds, proven unit economics and positive underlying earnings and profitability

4 Aligned Executive Team

- Management and board aligned to execute and deliver on the strategic growth plans and ultimate exit

5 Established Exit Pathway

- Clear exit approach in a two to four year window with defined trade or financial buyers

6 Active Management Advantage

- Salter Brothers can add operational and strategic value (more than just capital)

9. UNLISTED INVESTMENT PROCESS

A proven unlisted equity track record from sourcing to exit

1 Sourcing

- Proprietary deal flow from the Salter Brothers network of industry advisors and partners
- Specialists bring sector-specific opportunities where we can add genuine value

2 Diligence

- 4-6 months of detailed due diligence across commercial, financial, tax, technology and legal review
- Regular management meetings to ensure alignment
- Exit approach defined and agreed

3 Structuring

- Assess and mitigate risks via structuring
- Consider board seats, information and protective rights
- Incentive plans that deliver stakeholder returns

4 Value add

- Active board role across growth, strategy, scaling and capital
- Appoint operational support to scale revenue, margin and profitability
- Consider accretive M&A

5 Exit

- Exit pathway defined at entry and potential buyers kept up to date with progress of company
- Target an exit via a trade sale, financial sponsor (i.e. mid-market PE) or IPO

The same disciplined investment approach applied across the investment teams 20+ years of investing in private assets

10. CASE STUDY: IPSI

REALISED INVESTMENT | IPSI

IPSI has developed innovative payment technology solutions designed for merchants and payment industry partners to simplifying an increasing complex payments landscape

The business case (Dec 2022)

- SB2 led an investment into IPSI in December 2022
- Technology and value proposition proven by market leading customer base
- Two core SaaS payments products delivering strong recurring revenues and further cross sell and upsell opportunities
- Disciplined entry valuation

Salter Brothers Active Management

- Appointed a seasoned CEO and strengthened the board and executive team to drive growth in a 2-year window
- Introduced several new clients over the investment period increasing recurring revenues

Exit (Feb 2026)

- Increased revenue by 115% between FY23 – FY26 and took the company from loss making to profitability
- Sold IPSI to a big 4 bank delivering SB2 a ~59% IRR on the investment.

$0.57
Average entry price

$2.01
Exit Price

+252%
Total return
(~$10m gain on $4m)

~59%
IRR
Dec 2022 to Feb 2026

FRAMEWORK LENS

- **Defendable IP:** only dynamic solution referenced in the RBA's Merchant Costs and Surcharging paper (Oct 2024)
- **Value beyond capital:** appointed CEO and strengthened the board with industry expertise to drive continued and sustained growth over the hold period
- **Exit:** actively engaged with the buyer and managed the transaction to successful completion

11. SUMMARY

1. SB2 offers a diversified exposure to the Australian small cap sector

Offering attractive risk versus reward metrics complemented by multiple catalysts across listed and unlisted holdings. Professionally managed by a large experienced team.

2. Attractive dividend yield and trading at a discount to NTA

~7% partially franked dividend yield and trading at a ~30% discount to NTA

3. Australian Small Cap sector trading at 25-year historical record discount to large caps

Small cap sector trading at a ~18% discount to long term average trading multiples despite strong consensus earnings growth being forecast.

4. Recent headwinds for small caps showing early signs of easing

Inflation, interest rates and geopolitical uncertainty landscape improving which historically bodes well for small cap returns

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Q&A

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