Chairman's address

AGM 17th November 2026

The 2026 Financial Year, our second full year as an ASX-listed company, continued to deliver against the Board's strategic objectives. AWAG reported a Net Profit Before Tax (NPBT) of $1.2 million, representing an approximate 30% increase on a normalised basis.

During FY2026, AWAG continued to selectively build out its investment portfolio:

- **Cotham Advisory**: An Australian Financial Services Licensee (AFSL) based in Kew, Victoria. The company operates primarily as a licensing body and principal for corporate authorised representatives and financial advice practices.
- **Springboard Wealth**: An AFSL focused on supporting advisers with strong governance, compliance framework, and flexible practice infrastructure.
- **SWR Chartered Accountants**: AWAG, in conjunction with Beattie Financial, acquired SWR, a Bendigo-based Chartered Accounting firm. This investment enables Beattie Financial to expand its presence across Central Victoria while increasing service levels and capacity across the broader group.

The total number of completed Equity Partner Share (EPS) investments, joint ventures, and partnerships now stands at twelve, surpassing the Board's original target of 8 to 10.

Strategic Alignment & Scale Expansion

During the year, AWAG made the strategic decision to sell its controlling stake in CHPW to Springboard Wealth. This transaction directly aligned with AWAG's core strategy to operate strictly as an investor in AFSLs rather than an owner-operator. Adopting this model eliminates structural conflicts of interest and allows AWAG to scale its investments across independent AFSL networks unhindered.

Subsequently, AWAG executed two further investments in boutique businesses, expanding the group's footprint significantly:

- Authorised Representatives (ARs): Increased from 27 to 122.
- Funds Under Management & Administration (FUMA): Grew from $3.6 billion to $4.1 billion.

The AWAG Co-Op Equity Partner Model

Under the EPS structure, AWAG acquires equity stakes of up to 20% in high-quality advice businesses alongside receiving a 3% to 5% revenue royalty stream. This capital-light model enables AWAG to rapidly scale its AR footprint. Operating as a co-operative platform, partner firms leverage group scale to drive operational efficiencies, including back-office support, professional indemnity insurance, platform terms, and cross business growth initiatives.

AWAG has completed due diligence and executed term sheets on several additional boutique practices. Once finalized, these transactions will deliver a material boost to the group's underlying AR and FUMA metrics.

Our near term target is to expand our network of earnings accretive EPS investments to cover 200 to 225 Authorised Representatives.

Industry Consolidation & Strategic Position in Centrepoint Alliance

The Australian wealth management sector is undergoing significant structural rationalisation. Consolidation is currently being led by four primary acquirer groups:

- Foreign financial institutions
- Domestic banks
- Industry superannuation funds
- Local wealth management operators

AWAG's clear objective is to be very active in this final stage. As part of this strategy, AWAG has increased its strategic stake in **Centrepoint Alliance (ASX: CAF)** to 19.26%. Centrepoint Alliance is a leading Australian financial services company supporting independent financial advisers through licensing, compliance, and professional development, alongside integrated lending, investment management, and advice technology solutions.

The Board views this cornerstone holding as highly strategic, positioning AWAG at the centre of industry consolidation while creating substantial long-term value for our shareholders.

Outlook

Looking ahead, the Board remains focused on three core priorities:

- Network Growth: Continue scaling our AFSL partner network from 122 toward our near-term target of 200–225 ARs.
- Consolidation Leadership: Maintain an active role in driving sector consolidation opportunities.
- Financial Discipline: Ensure AWAG remains soundly profitable with robust ongoing cash flow generation.

The Board views AWAG as a direct conduit into the ongoing consolidation of the Australian wealth management industry.

Finally, the Board extends its sincere gratitude to our staff, executive team, and business partners for their exceptional dedication throughout the year. We thank our shareholders for their continued support and wish you all a Merry Christmas.

Executive Chairman



Lee IaFrate

17th November 2026

About AWAG

WAG is a financial services business which operates in funds and investment management through Armytage Private; and in providing services to wealth management advisors via our network of licensees. AWAG also intends to participate in the rationalisation of the Australian financial services and wealth management sectors through corporate activism. Its directors are highly experienced financial services professionals who own key stakes in the company.

2026

ANNUAL GENERAL MEETING

November 2026

AWAG

THE AUSTRALIAN WEALTH ADVISORS GROUP

EST. 2021

ASX:WAG

Disclaimer

This presentation is intended for general informational purposes only and should be read alongside the Full Year Financial Report for the twelve months ended 30 June 2026, as well as the Appendix 4D submitted to the Australian Securities Exchange by **The Australian Wealth Advisors Group Ltd (ASX:WAG)** on 24 August 2026. It does not offer any recommendations or opinions regarding specific investments or securities.

The presentation has been prepared with reasonable care and in good faith. However, neither WAG nor any other party guarantees the accuracy, reliability, reasonableness, or completeness of its content, including projections, forecasts, estimates, prospects, and returns, nor does it address any omissions. To the fullest extent allowed by law, WAG and its officers, employees, and advisors disclaim and exclude all liability for any loss or damage, foreseeable or not, that may arise from acting on any information (including projections, forecasts, estimates, prospects, and returns) provided in, or omitted from, this presentation or any other information provided by or on behalf of WAG.

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All figures are accurate as of 30 June 2026 unless stated otherwise. Figures may not sum precisely due to rounding.

This announcement has been authorized for release by the Board of Directors.

Key Highlights

$11,167,459
Revenue, down 1.9%

$1,209,906
Profit before tax, up from $931,000* normalised.

$4.1B
Funds under management and administration (FUMA), up from $2.3B.

$3.9M
Cash reserves, up from $3.3M. Strong balance sheet with no debt.

12
Equity Partnership Scheme (EPS) as of August 2026.

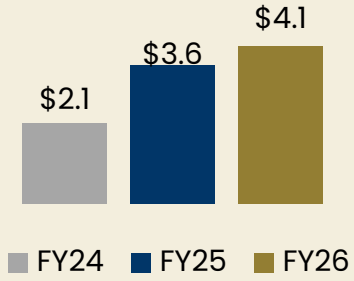
Good pipeline of EPS opportunities. Strong focus now on licencees and financial wealth advisory practices.

Very active market for M&A. AWAG is very well positioned.
→ AWAG has a **19.26% position** in **Centre Point Alliance (ASX:CAF),** 2nd largest operator of Authorised Representatives (ARs)

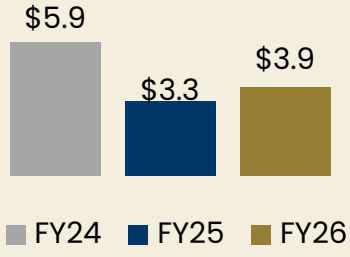
**Normalised for $250,000 profit arising from reduced consideration for business acquisition.*

FY26 Snapshot

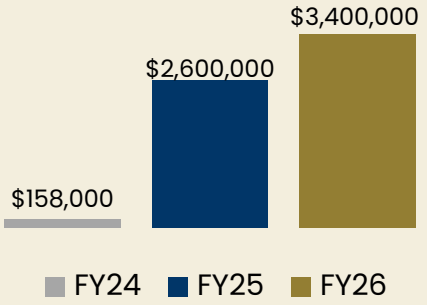
FUMA ($billion)



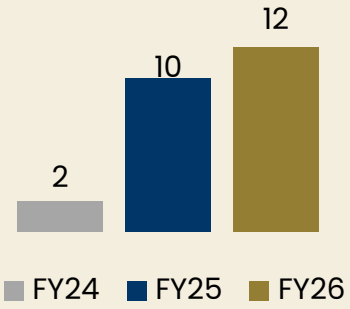
CASH ($million)



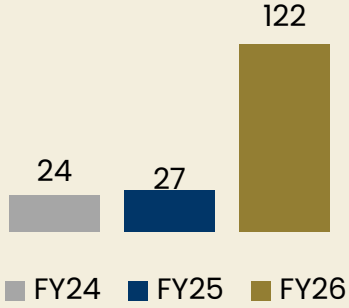
Group Investments ($)



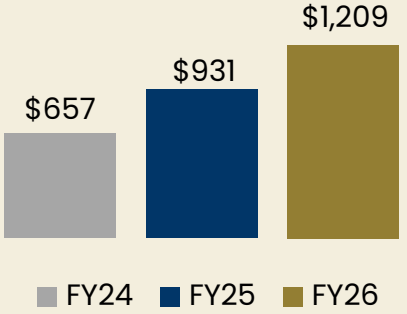
Equity Partnership Schemes



Authorised Representatives



NPBT* ($ '000)



**Normalised for one offs*

Board of Directors



Lee IaFrate

Chairman

- 37+ years in the funds management industry.
- Founded and chaired Treasury Group (now Pacific Group), Prime Financial Group and Easton Investments (now Diverger).



Mike Fitzpatrick

Non-Executive Director

- 40+ years in financial services.
- Founded Hastings Funds Management.
- Non-executive director of **Carnegie Clean Energy (ASX:CCE).**



David Slack

Non-Executive Director

- 40+ years building equity management businesses in Australia.
- In 1984 he laid the foundation for County NatWest/Invesco.
- Founded Karara Capital in 2007, which grew to over $3B in assets.



Paul Young

Non-Executive Director

- 35+ years giving independent corporate advice to Australian and overseas clients.
- Co-founded and is a director of Baron Partners.
- Non-executive director of **Byron Energy (ASX:BYE).**



Christopher Kelaher

Non-Executive Director

- 30+ years scaling Australian wealth platforms.
- MD and CEO of IOOF Holdings (2009–2019), where FUMA grew from $94.6B to $149.5B through acquisitions.

Corporate Timeline

April 2021

AWAG Incorporated
Capital raise $2m

May 2022

Acquisition
of Dealer Group
CPHW Financial

Sept 2023

Acquisition
of Fund Manager
Armytage Private

Feb 2024

Listing of AWAG (ASX: WAG)
2 Equity Partnership Scheme Investments
Succession Fund Established

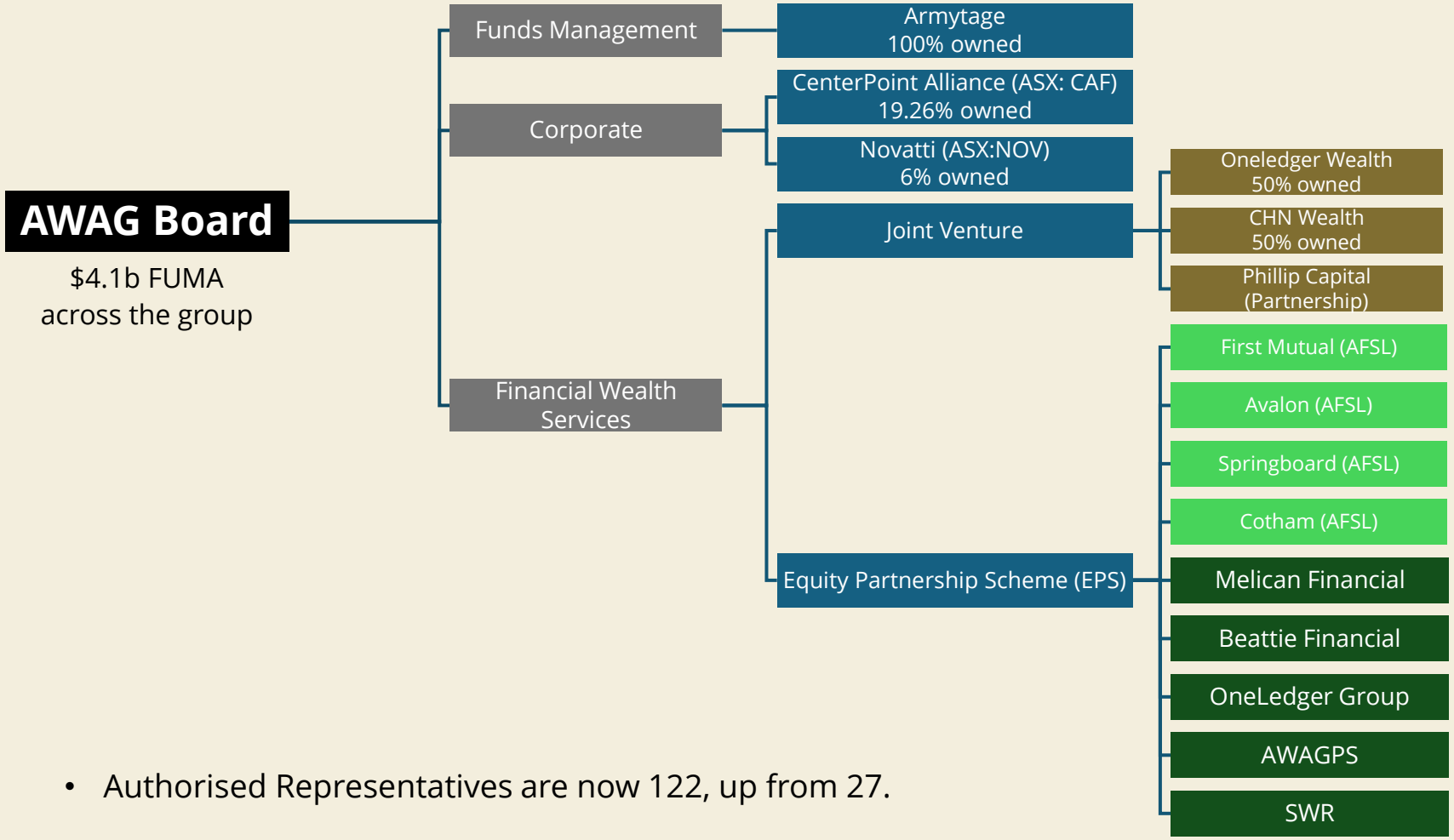
Dec 2025

- **Equity Partnership Investments**: 10
- **FUMA**: $3.6B
- **Authorised Reps**: 80

June 2026

- **Equity Partnership Investments**: 12
- **FUMA**: $4.1B
- **Authorised Reps**: 122

AWAG Organisational Chart



- Authorised Representatives are now 122, up from 27.

Equity Partnership Scheme (EPS)

- AWAG acquires up to a 20% strategic stake in a financial services business, targeting sectors such as financial planning, insurance, mortgage brokering, and accounting.
- Consideration may consist of cash, scrip, or a combination of both.
- As of June 2026, AWAG has completed twelve EPS transactions. All twelve investments are generating monthly revenue / cash towards AWAG's Net Profit Before Tax (NPBT). At the current run rate, the contribution to 2027 NBPT is tracking towards $500,000.
- AWAG now has a formal EPS onboarding process and established a solid foundation for the model, covering due diligence, legal, compliance and general admin for future transactions.
- AWAG has a pipeline of EPS prospects, that are in due diligence stage. The objective was to have completed 10 to 12 transactions by June 2026. With this objective already achieved, the company has the potential to complete a further 2 to 4 investments prior to December 2026 to grow to 14-16 EPS investments.

Outlook

- The Board is pleased to have reported a NPBT of $1,209,960 for the year. All three operating divisions contributed to this result. AWAG, is well positioned to continue this growth going forward. February 2027 will celebrate AWAG's third calendar year as a public company.
- AWAG recently completed its twelveth EPS investment. AWAG's portfolio of investments is now well established and over time should appreciate in value as the respective earnings continue to grow.
- At the current run rate, the royalties earnt are tracking towards $500,000 for June 2027.
- Of considerable value to AWAG's asset base were the 2 investments in boutique AFSL's being. Springboard and Cotham. These have grown the authorized representatives for the group to now 122.
- The Board's objective is to grow this number to 150 by December 2026. There is currently due diligence being conducted on several boutique AFSLs. This would have AWAG in the top 10 of adviser numbers in Australia via its investments in AFSL licencees.
- The financial services industry continues to go through active regeneration. There have been several corporate events occur recently. AWAG is actively positioned to be a participant in any industry consolidation.

AWAG

THE AUSTRALIAN WEALTH ADVISORS GROUP

EST. 2021

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THANK YOU

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