



***in*focus**



INFOCUS WEALTH MANAGEMENT LIMITED

ANNUAL GENERAL MEETING

25th November 2025



Disclaimer

This presentation is for general information purpose only.

This presentation does not provide recommendations or opinions in relation to specific investments or securities.

This presentation does not take into consideration the investment objectives, financial situation or circumstances of any particular investor. The information contained in this presentation is not intended to be exhaustive and must be considered in conjunction with all other publicly available information disclosed by Infocus from time to time.

Certain statements in the presentation relate to forward-looking statements. These forward-looking statements are not historical facts, but rather are based on Infocus' current expectations, best estimates and projections, with inherent assumptions and beliefs. Indications of, and expectations or outlook on future results, are also forward-looking statements. These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other important factors, some of which are beyond the control of Infocus, are difficult to predict and could cause actual outcomes to differ materially from those expressed in the forward-looking statements.

The forward-looking statements made in this presentation relate only to events as of the date on which the statements are made. Infocus has no obligation to disclose publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this presentation except as required by law or by any appropriate regulatory authority.

SUBTITLE GOES HERE

Agenda

The Big Picture

Roy McKelvie, Chairman

Performance & Strategy Update

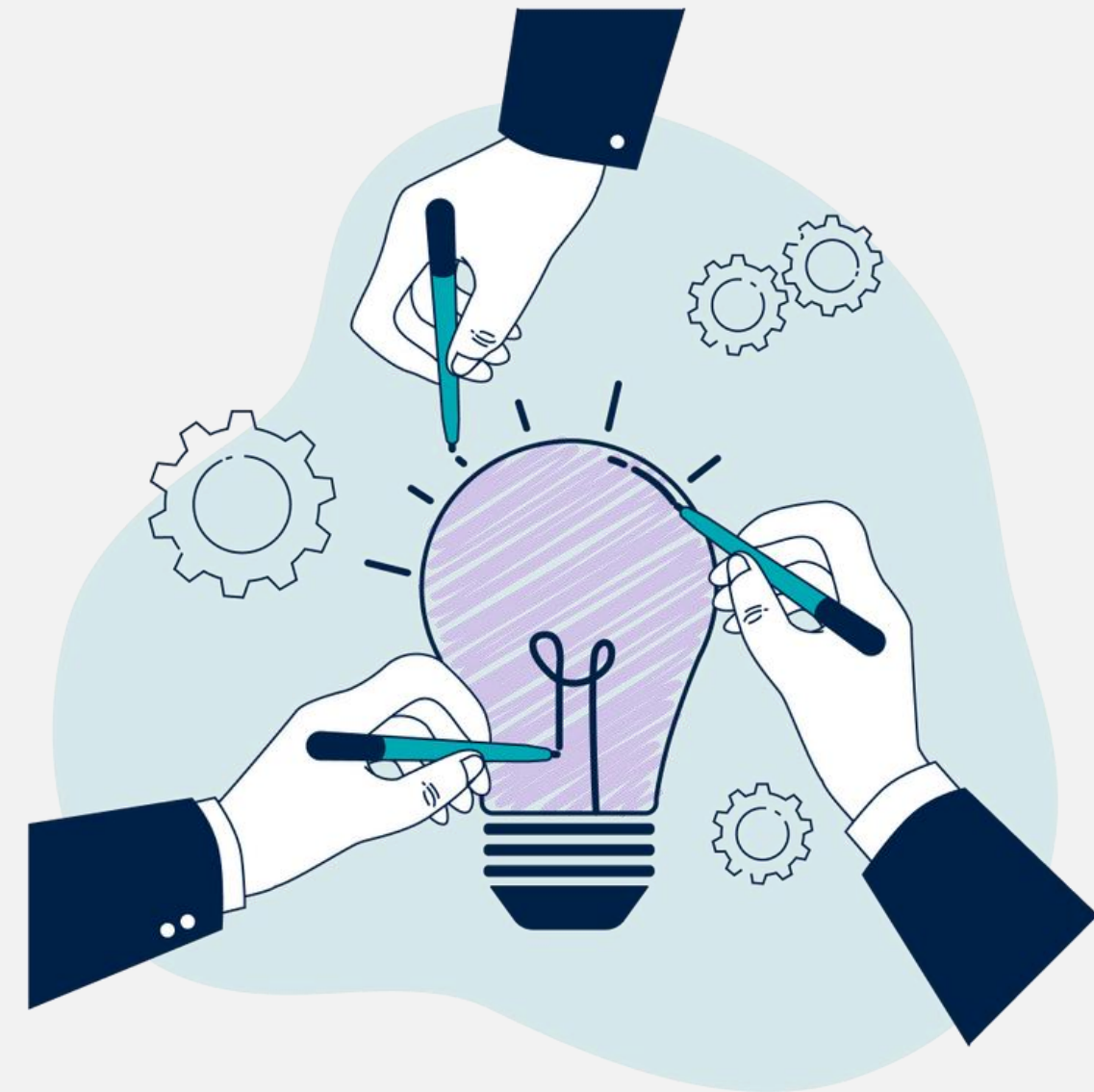
Darren Steinhardt, Managing Director

Financial Results

Hayley Briggs, Chief Operating & Financial Officer

AGM Ordinary Business

Roy McKelvie, Chairman





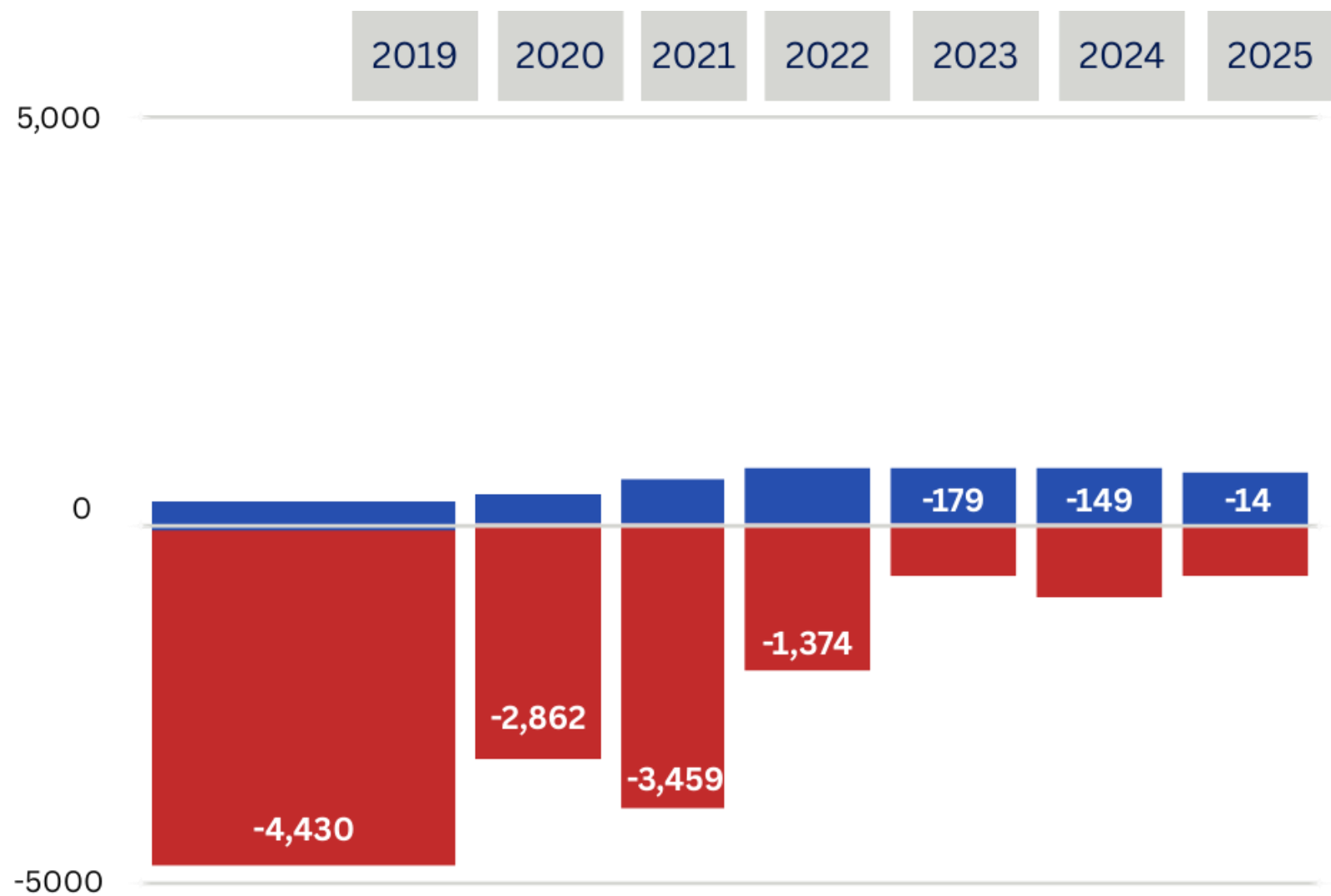
The Big Picture

ROY MCKELVIE

CHAIRMAN OF THE INFOCUS BOARD OF DIRECTORS

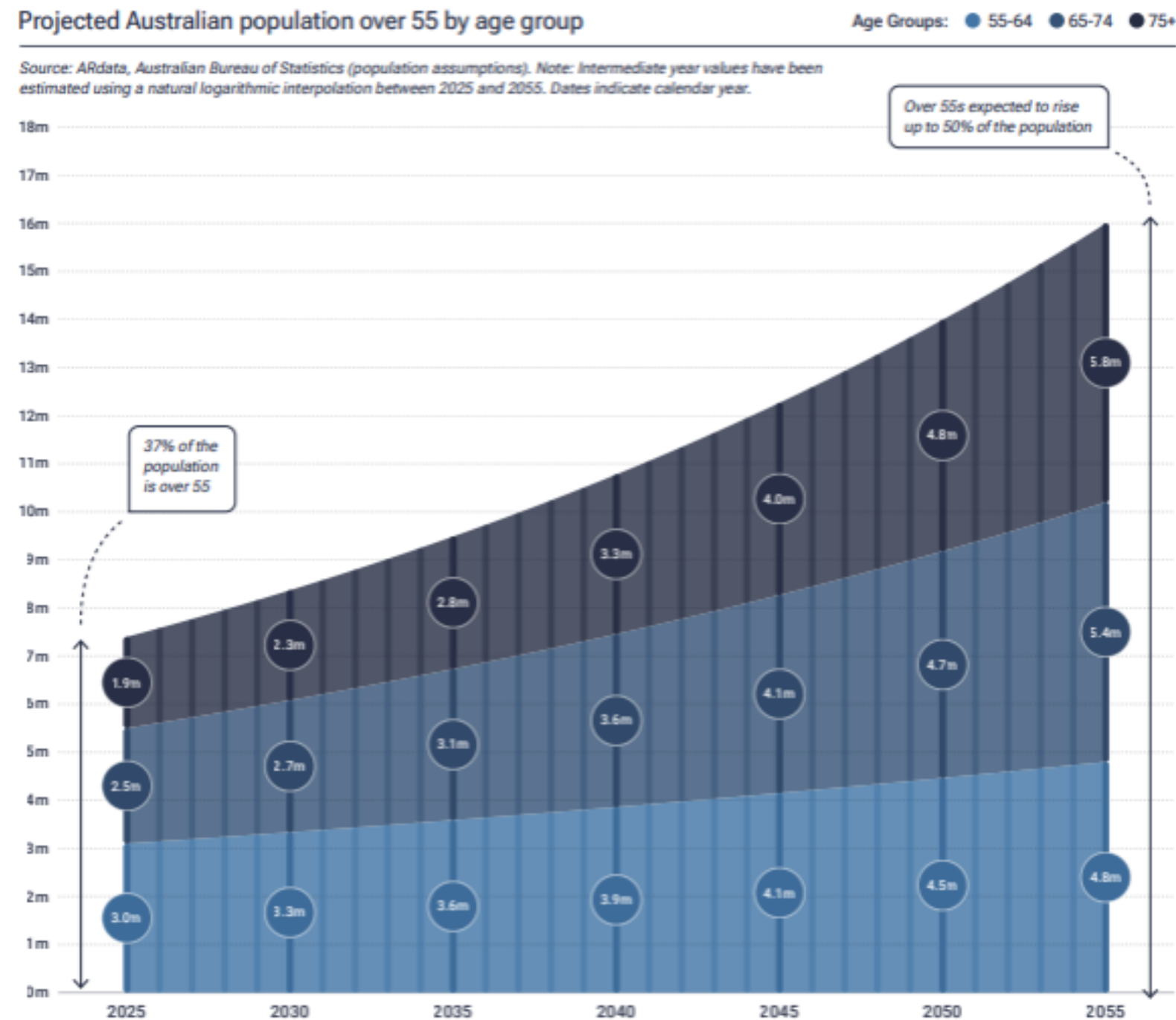
Industry Backdrop

Supply – tight with green shoots of growth



Source: Padua Wealth Data, 25/11/25

Demand – strong growth for over a generation



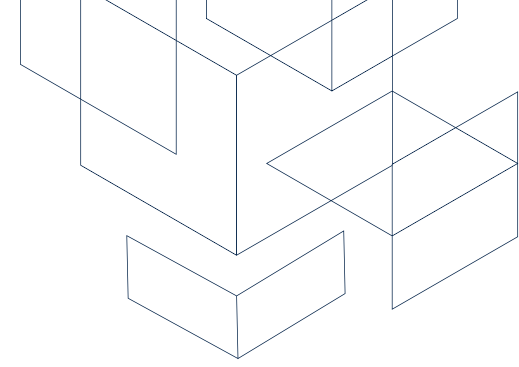
Source: ARData, Australian Bureau of Statistics

FY25 Objectives

- Implementation of our enhanced Engagement Program, covering Member and Partner Firms, and Enterprise Partners
- Growth:
 - Organic growth at above system rates
 - Sensible M&A
 - Effective integration
- Ongoing development of our SaaS and PaaS technology
- Sustained development and growth of our investment management function



FY25 Achievements



- **Growth:**
 - We successfully relaunched and re-designed our Partner Program.
 - We launched our Enterprise Partnerships, where Infocus acts as the operating partner for mid-tier sized advisory networks, leveraging our finance, administration, governance, technology and investment management infrastructure.
 - We successfully acquired and integrated the Madison network into our advisory community.
 - Record numbers across advisers, clients, and FUA.
- **Technology:**
 - We successfully completed the acquisition of the industry leading financial modelling tool from Optimo Financial. The integration of this tool into the Platformplus ecosystem under the name PRO, has had strong early uptake.
 - Material enhancements across all sectors of the SaaS and PaaS platform, with record numbers across users and FuAdministration.
- **Investment Management:**
 - Strong investment performance across all portfolios with solutions now on the most major platforms.
 - Record numbers in FUM, with very strong growth in OCIO solutions.
- **Other:**
 - We hosted industry leading events like iCON25 in Adelaide and our Business Forums.
 - We concluded all outstanding legal matters, allowing us to finally jettison the negativity from legacy.
 - We completed a capital raise (overlapping into FY2026) to provide funding for our FY2026 growth plans.
 - We continued the development and strengthening our team, adding two new members to our Executive team and conducting multiple internal promotions.

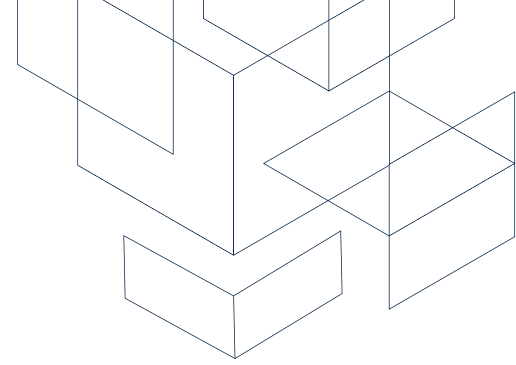


FY25 Disappointments

- We obtained FUM growth in our PaaS platform, but at a slower rate than sought
- Organic growth of member firms was slower than sought



The Year Ahead



REGULATORY ENVIRONMENT

1. It's still a HOT MESS ... the year had a lot of promise with a change in minister and a new commitment to implementing QAR. We're quickly approaching the end of the year and do not hold much hope of change.
2. ASIC continue to drop the ball, e.g., Shield and First Guardian.
3. AFCA is off the reservation
4. CSoLR is broken

INDUSTRY RESPONSE / IMPACT

1. Well-meaning but conflicted industry associations seeking convenience in regulatory progression
2. Strong collaboration amongst larger advisory networks driving a commonsense approach to regulatory progression
3. Influx of foreign capital continues, with some change in focus

STRATEGIC DIRECTION

1. Growth in scale and development of advisory community
2. Efficiency enhancements across technology and investment management to facilitate more / better advice and enhanced commercial outcomes
3. Partner Program expansion, including Enterprise Partnerships
4. High performance culture

FINANCIAL IMPLICATIONS

1. Client wins
2. Adviser wins
3. We win

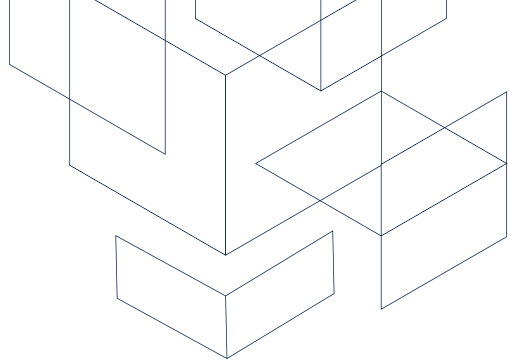
Performance & Strategy Update

DARREN STEINHARDT

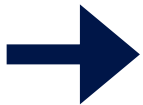
FOUNDER & MANAGING DIRECTOR



CORPORATE STRUCTURE



GOVERNANCE



Audit & Risk
Committee

infocus
Board of Directors

Research & investment
Committee

GROUP SERVICES



Risk
Management

Finance &
Administration

Strategy

People & Culture

Marketing

COMMERCIAL DIVISIONS



infocus
advisory

The 10th largest advisory community in Australia*, 125 firms, 245 advisers, \$19.5Bn FUA

- Member Firms x 122
- Partner Firms x 3
- Enterprise Partners x 1

infocus
technology

Industry leading^ integrated end-to-end wealth technology solution covering both SaaS and PaaS

- Fintech and Regtech is consistently highest ranked via NPS in Australia
- Integrated investment, super and pension platform with \$737m FuAdministration

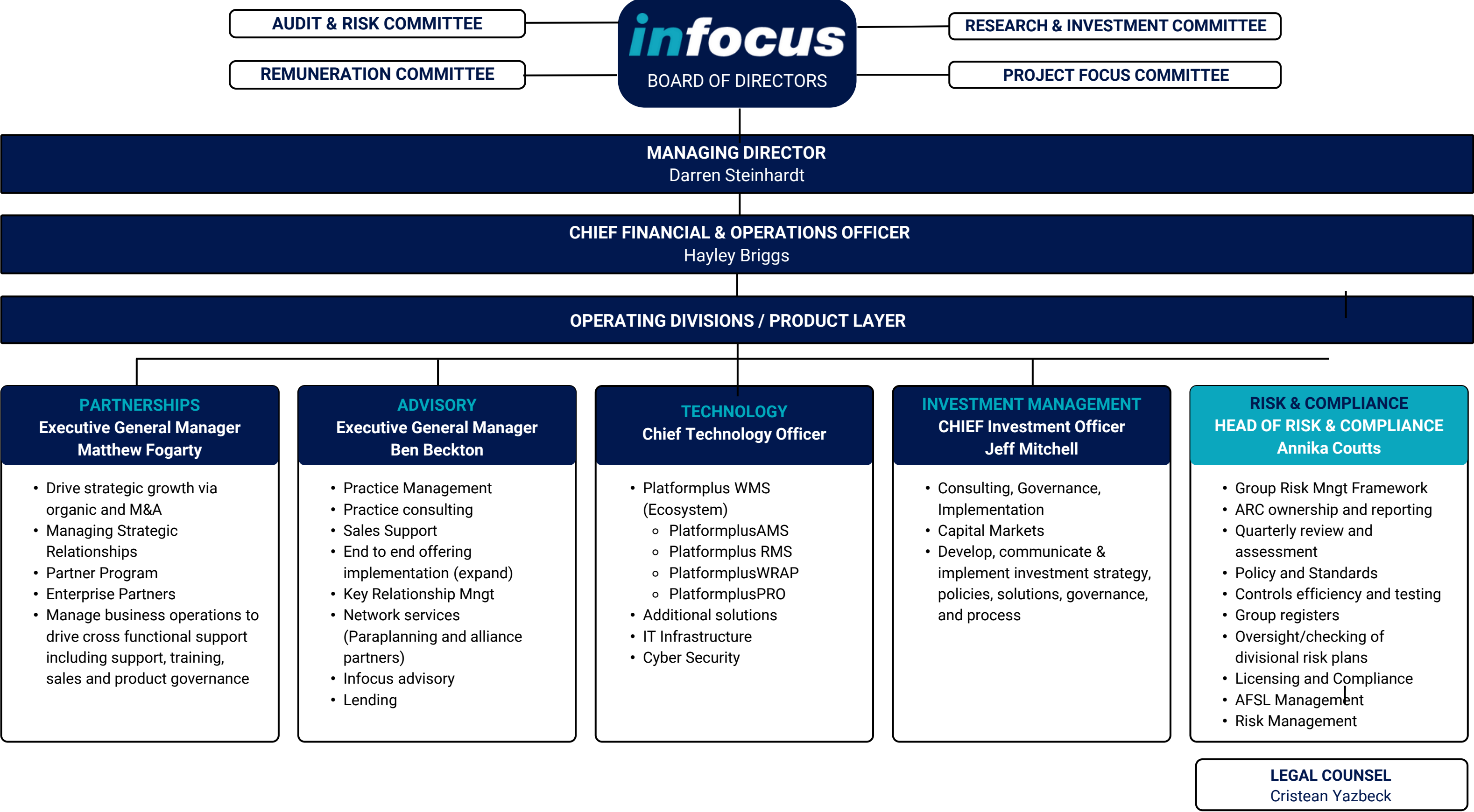
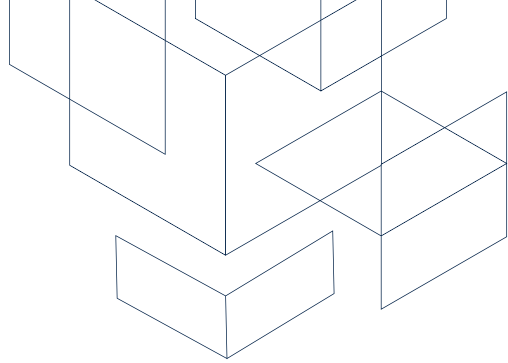
infocus
investment management

A leading# Australian investment management company with \$3.15Bn in FUM

- Our High Growth, Growth, Balanced and Moderate funds top quartile
- All SMAs in Top decile

* As per Wealth Data report June 2025.
^ As per Adviser Ratings annual review for 2020, 2021, 2022, 2023, and 2024.
#As per Morningstar peer group ratings

OPERATING STRUCTURE



REVENUE DRIVERS

Diversified mix of revenue with drivers that respond to our strategic focus

Revenue Drivers	
Member Firms	AFSL / administration, PI and Cyber Insurance fees, plus Alliance Partner fees
Partner Firms	AFSL / administration, PI and Cyber Insurance fees, plus a share of profit according to % equity held
Enterprise Solutions	AFSL / service / administration fees
Investment Management	% bps fee on funds under management
SaaS	Monthly User fees from Member and Partner Firms, Enterprise Partners, and external adviser clients
PaaS	Member fee, % bps fee on funds under administration, % bps fee on cash and governance fees
Other	M&A support, paraplanning, mortgage broking

FY2025 KEY RESULTS

Leading Indicators

Financial Advisers	Funds Under Advice	Funds Under Administration	Funds Under Management
245	\$19.5bn	\$737mn	\$3.15Bn
+3%	+18%	+ 58.4%	+ 54.5%

Lagging Indicators

Gross Revenue	Net Revenue	EBITDA	NPAT
\$111,417	\$19,787	\$3,723	\$3,699
+ 47%	+ 31%	+ 147%	+ 244%

FY2025 REVENUE ANALYSIS

Financial Results	FY2025	FY2024	% change from FY2024
Gross Revenue	111,417	75,770	+47%
Net Revenue	19,787	15,102	+31%

Division	FY2025	FY2024	% change from FY2024
Advice Infocus	3,044	3,581	-15%
Advice Network	6,757	4,894	+38%
Advice Member Services	1,102	1,247	-12%
Investment	4,459	2,893	+54%
Partnerships	206	123	+67%
Technology	4,219	2,364	+78%
Net Revenue	19,787	15,102	+31%

We delivered our key 2025 objectives and the financial results are visible;

- Successful integration of acquisitions; [Advice Network revenues up 38%](#)
- Ongoing development of SaaS and PaaS Technology; [Technology Revenues up 78%](#)
- Refresh and implementation of our engagement program; [Partnership revenues up 67%](#)
- Continued growth in our Investment Management Division; [Investment Revenues up 54%](#)

GROWTH STRATEGY



ADVICE

1. Grow our Member Firm footprint, targeting a 3% market share
2. Grow our Partner Program to each capital and major regional centre
3. Grow Enterprise Partnerships, targeting a 7% market share
4. Expansion of the Excellence Collectives to drive productivity enhancement



TECHNOLOGY

1. Evolution of PlatformplusAMS functionality to drive efficiency gains, and growth in user numbers, targeting a market share of 10%
2. Evolution of PlatformplusWRAP capabilities and growth in user numbers and flows towards FUAdmin of \$5Bn in the short term and \$20Bn in the mid term



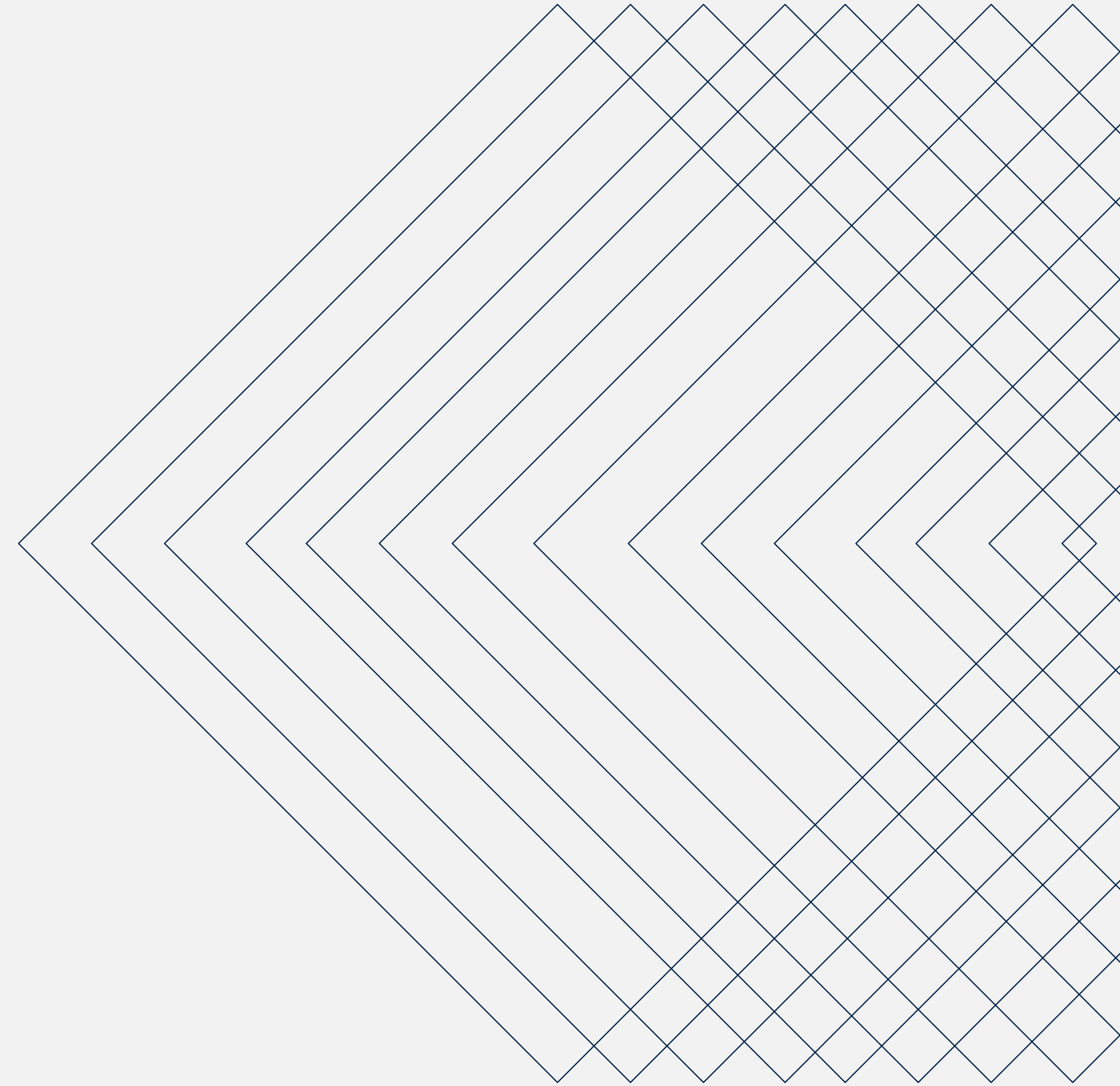
INVESTMENT MANAGEMENT

1. Enhance our independent research rating
2. Continue to build flows towards our suite of implemented portfolio solutions
3. Expansion of OCIO solutions both within and external to our advisory community

Financial Results

HAYLEY BRIGGS

CHEIF OPERATING & FINANCIAL OFFICER



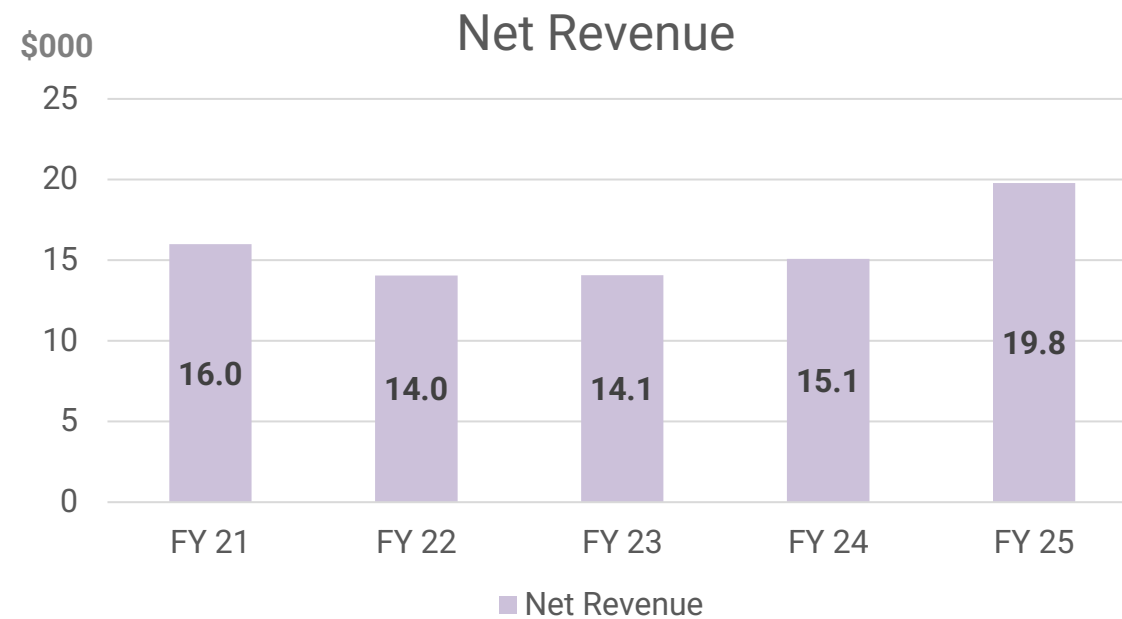
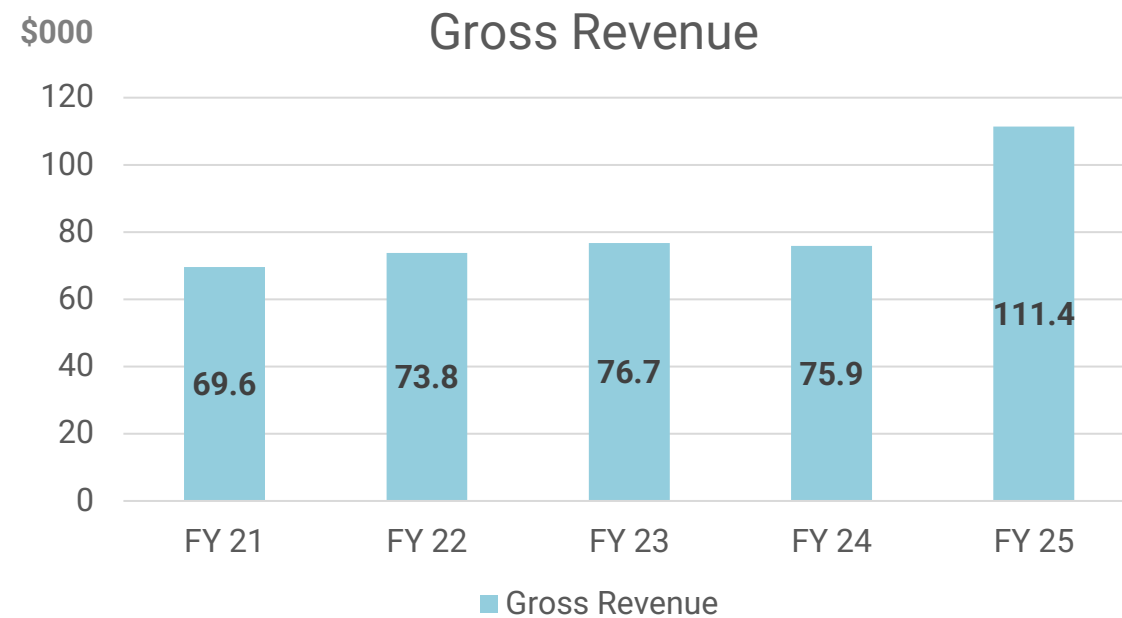
FINANCIAL RESULTS

	FY2025	FY2024	% change from FY2024
Gross Revenue	111,417	75,770	up 47%
Net Revenue	19,787	15,102	up 31%
Direct Costs	12,211	10,986	up 11%
Overheads	4,396	3,984	Up 10%
EBITDA	3,723	1,357	Up 174%
NPBT	535	(2,525)	Up 120%
NPAT	3,699	(2,575)	Up 244%
Borrowings	21,891	17,843	Up 23%
Shareholders Equity	10,471	6,498	Up 61%

Results as per the audited financial statements contained in the Annual Report.

- Gross Revenue up 47% to \$111.4m
- Net Revenue up 31% to \$19.8m
- Direct costs increase driven by growth in Platformplus WRAP and software support costs for Madison Financial Group.
- EBITDA more than doubled, up 174% to \$3.7mn an increase of \$1.4m from prior year.
- Net Profit After Tax (NPAT) up primarily through recognition of tax losses following our return to profitability.
- Borrowings increased to \$21.9m reflecting further investment in technology, the final component of our software offering, a modelling and optimization tool
- These results show the power of disciplined execution and strategic investment. We've delivered record revenue, and returned to profitability, signs that our strategy is working and we are set up for continued success.

5 YEAR REVENUE



Over the past five years, our Gross revenue has increased by more than 60%, rising from \$69.6 million in FY21 to \$111.4 million in FY25 as a direct result of strategic initiatives and focused objectives;

Rebuilding Technology and Investment Management Divisions:

After the challenges posed by the Hayne Royal Commission, significant investments in technology and investment management capabilities are driving revenue growth.

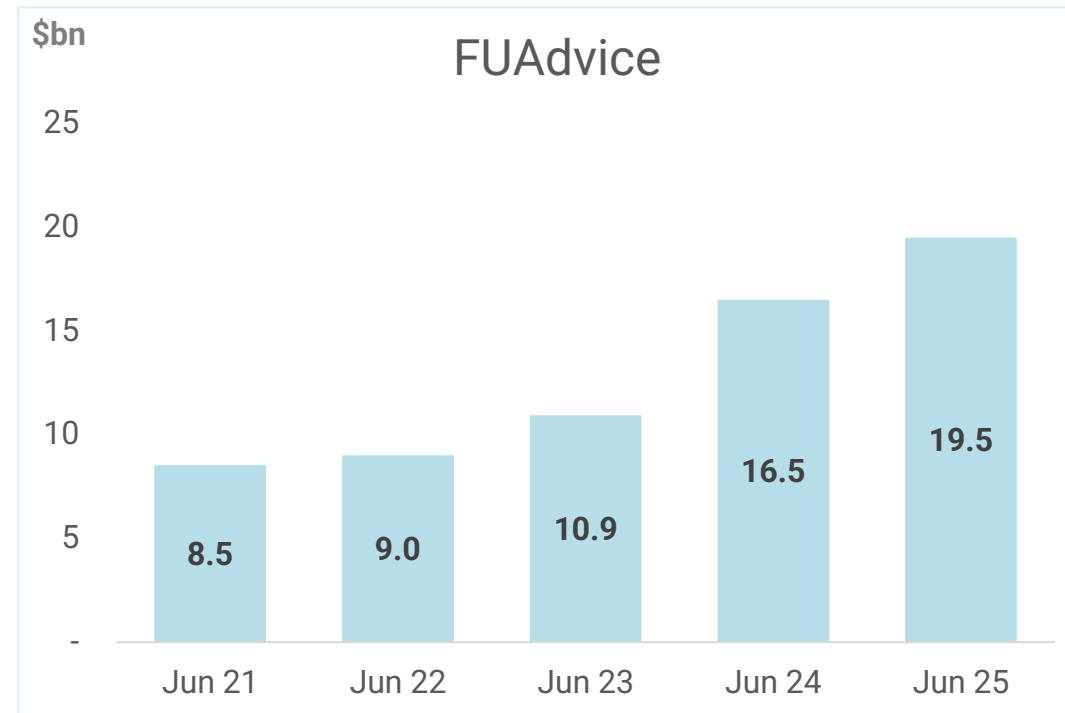
Successful Integration of Madison Financial Group:

The acquisition and successful integration of Madison Financial Group has provided substantial growth within our Advice Network and strengthened our position in the market.

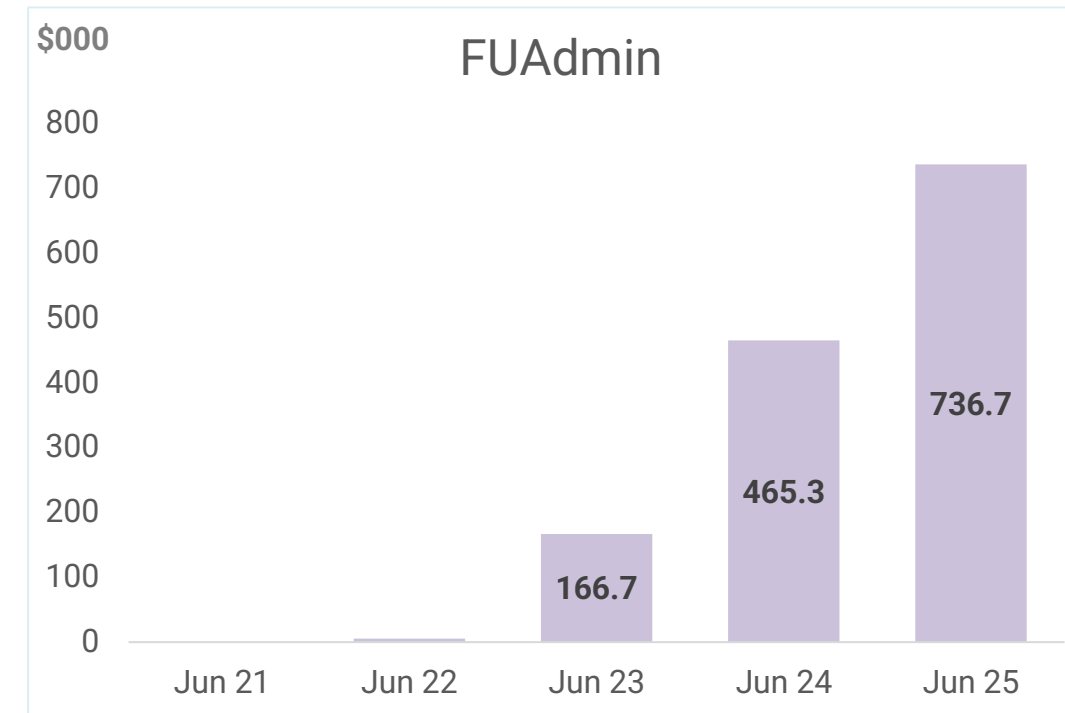
Diversification and Innovation:

Our long-term commitment to diversifying revenue streams and innovating across our business lines has enabled us to recover from regulatory and market changes and positioned us to lead in a rapidly evolving market.

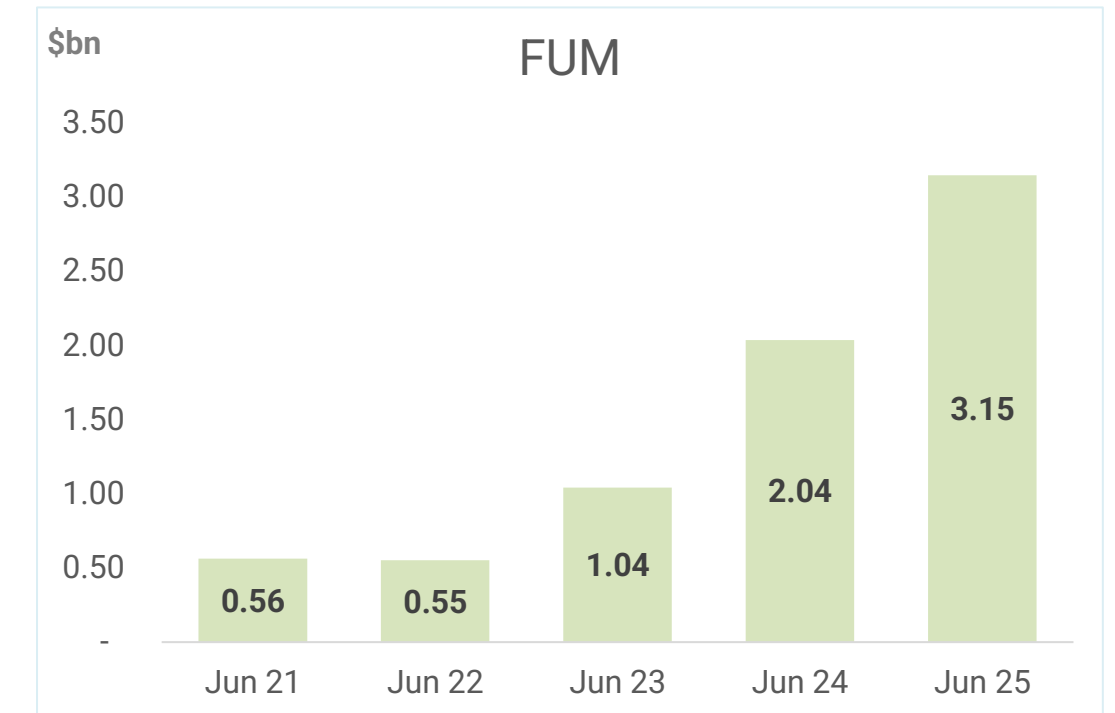
5 YEAR FUNDS SUMMARY



- ➡ Funds under advice up 18% from prior year to \$19.5bn
- ➡ Growing steadily through the Madison acquisition, organic growth within the network and our Enterprise & Partner program offering.



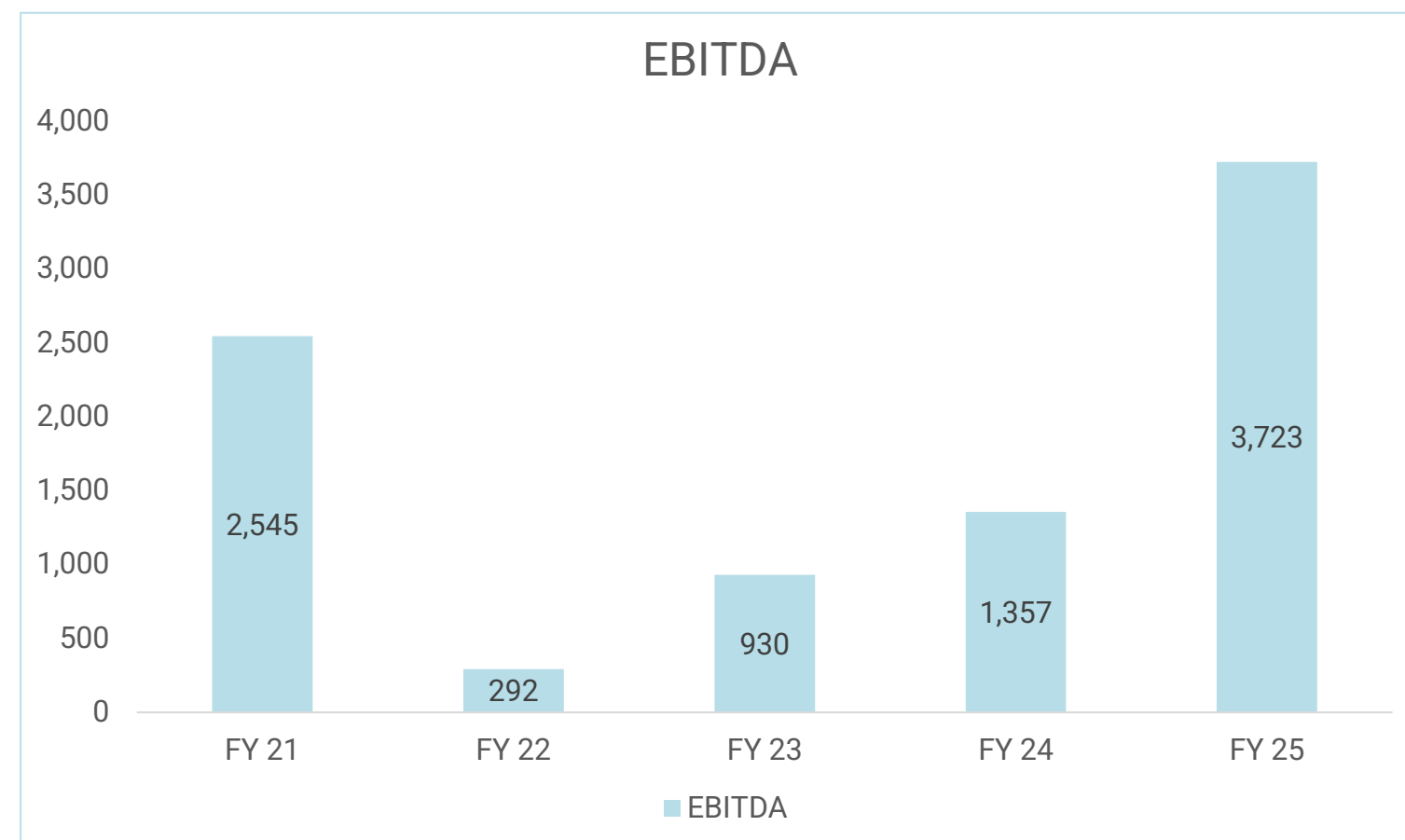
- ➡ Funds under administration up 58% from prior year to \$737m in Platform Plus WRAP.



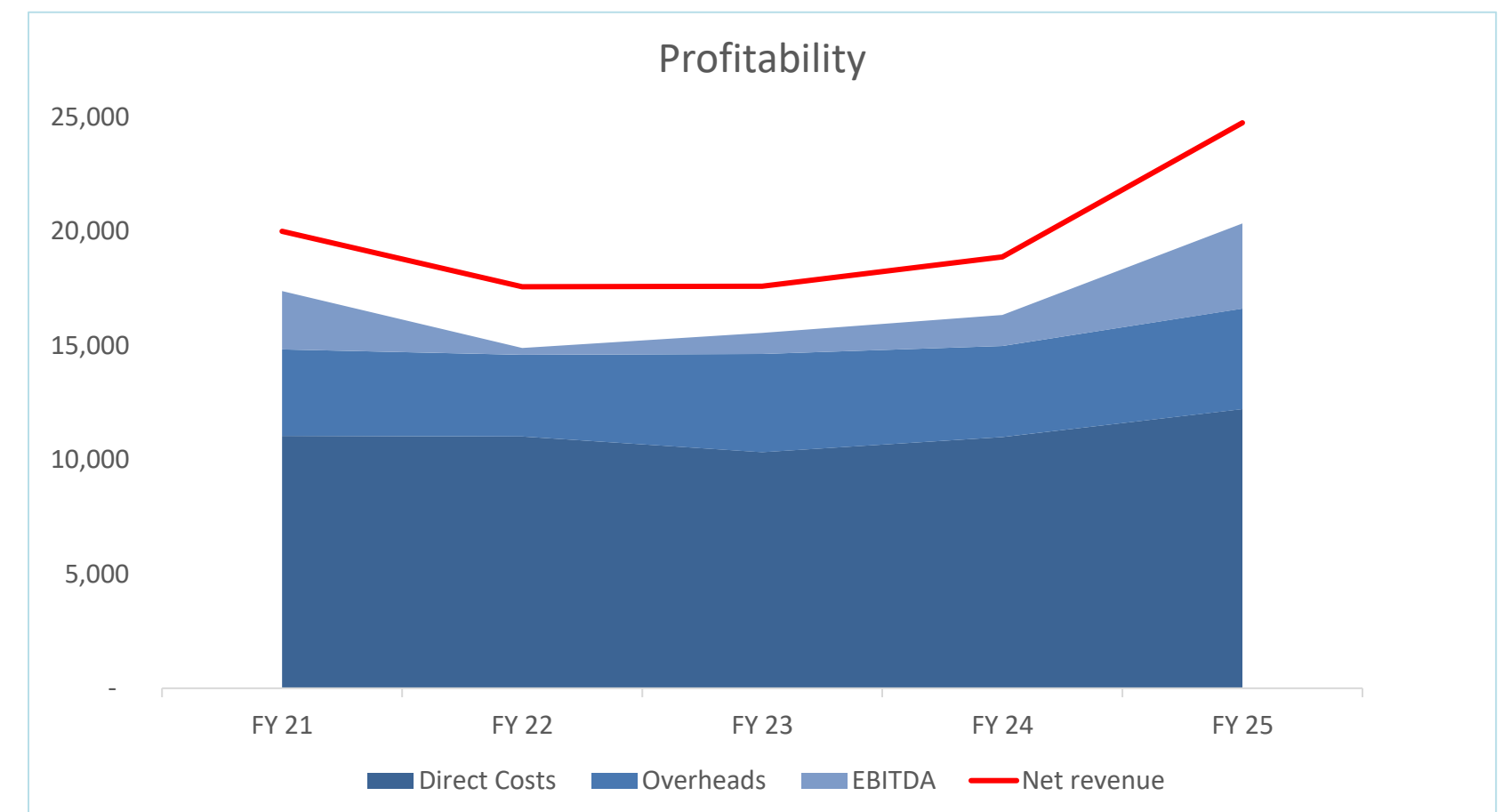
- ➡ Funds under management within our Alpha investment solutions continue to grow rapidly, up 54% to \$3.15bn
- ➡ FUM at 30 June 2025 is 17% of Funds under Advice, so significant upside opportunity remains.

5 YEAR PROFITABILITY

- ➡ EBITDA up 174% from prior year to \$3.7m
- ➡ Significant investments in Technology and Investments as well as the acquisition of Madison are starting to flow through to the bottom line
- ➡ Rigorous cost management has kept expenses in check, whilst some resourcing is required to support future costs, additional fixed costs are expected to be minimal.
- ➡ Profitability is projected to rise.

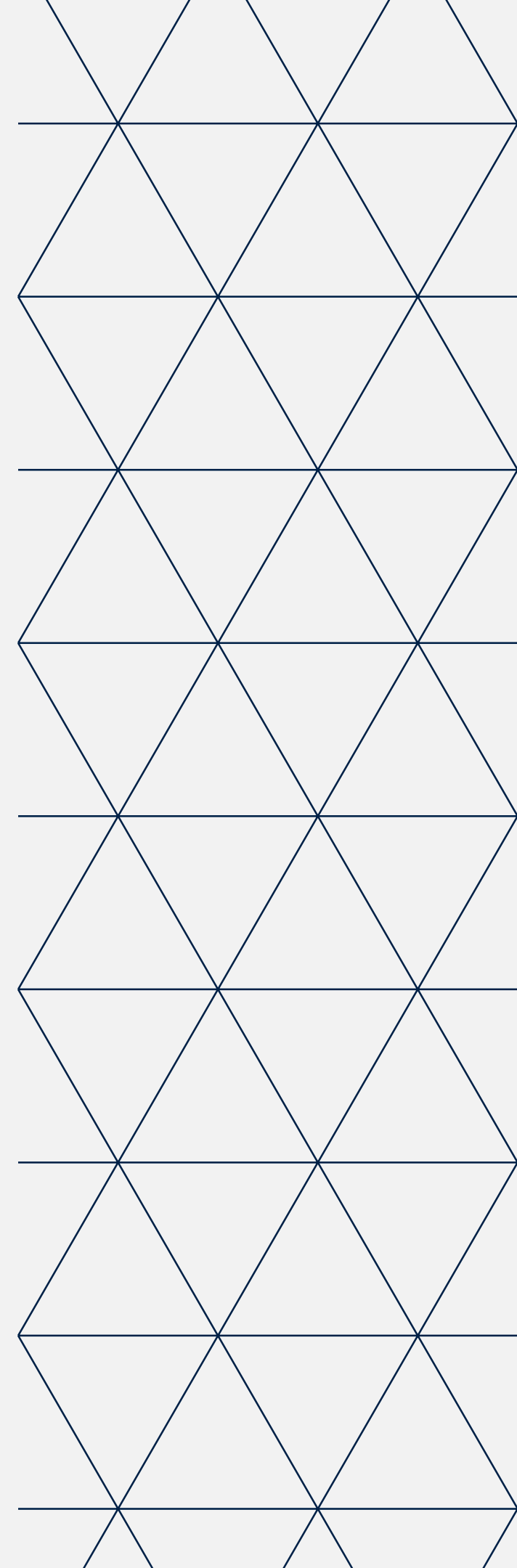


EBITDA as per the audited financial statements contained in the Annual Report.



Infocus AGM

ORDINARY & SPECIAL
BUSINESS



AGM - ORDINARY & SPECIAL BUSINESS

- Update from Chair of Audit Committee re. this year's audit
- **Resolution 1:**
Re-election of Director – Mr. David Hasib



AUDIT RESULTS

- Clean Audit Results
- Audit & Risk Committee

Composition

Meets Quarterly

Areas of Focus

Management Presentations

Detailed risk oversight

Setting of and compliance with internal policies, assures

legislative compliance

Reports to full board in detail



RESOLUTIONS TO BE PASSED

Resolution 1 - Re-election of Director – Mr. David Hasib

To consider and if thought fit, pass the following resolution as an ordinary resolution:

That Mr. David Hasib who retires in accordance with Rule 15.4 of the Company's Constitution, and being eligible for re-election, be elected as a Director of the Company.



Other Business & Questions





***in*focus**