

**ASX Announcement – 16 February 2026**

**WTL HALF-YEAR INDICATIVE RESULTS BRIEFING  
REGISTRATION LINK AND PRESENTATION DECK**

WT Financial Group Limited (“WTL” or “the Company”) will today hold an investor briefing to discuss its indicative results for the half year to 31 December 2025. The presentation deck for the briefing is attached to this release. Details below for registration.

**WT Financial Group Half Year Indicative Results Livestream**

12.30pm AEDT (9.30am AWST)

Monday 16 February 2026

Presenter: Keith Cullen, founder and CEO

Please register using the following link:

[https://zoom.us/webinar/register/WN\\_34gD0oK\\_S-2r2gxRe8Rrig#/registration](https://zoom.us/webinar/register/WN_34gD0oK_S-2r2gxRe8Rrig#/registration)

Those registering will receive a confirmation email with information about joining the livestream. Questions will be able to be submitted throughout the presentation; however, registrants are encouraged to send through questions via email beforehand to: [info@wtfglimited.com](mailto:info@wtfglimited.com)

**ENDS**

**About WT Financial Group Limited**

WT Financial Group Limited (ASX: WTL) has established itself as one of the largest financial adviser networks in Australia. Its wealth management, retirement planning, and personal risk insurance advice services are delivered primarily through a group of around **400 privately-owned advice practices** whose advisers operate as authorised representatives under its **Wealth Today, Sentry Advice, Synchron Advice, and Millennium3** subsidiaries.

WTL’s B2C division delivers a range of financial advice services directly to wholesale and retail clients through its **Vesta Wealth Partners** brand.

The Group’s **Wealth Adviser division** acts as the Company’s central services hub and also offers market-leading support, training, and financial literacy resources — including over **100 financial handbooks and manuals** — to advisers and clients both within and outside WTL’s network.

Through **WTL & MWP Investco Pty Ltd**, WTL’s joint venture with Merchant Wealth Partners, the Company is pioneering a new growth model for financial advice practices by providing long-term, non-controlling capital that enables corporatisation, consolidation, and expansion.

**Authorised for release by the Board of WT Financial Group Limited.**

**Authorised for release by:**

Keith Cullen  
Managing director  
(02) 9248 0422

**For further information:**

Tim McGowen  
Investair Investor & Media Relations  
0422 285 666  
[tim@investair.com.au](mailto:tim@investair.com.au)

# WT | FINANCIAL GROUP

## H1 FY2026 Indicative Results briefing

---

Keith Cullen, Founder and Managing Director

16 February 2026

# Important information

## Issuer and Date

This investor presentation (Presentation) has been prepared by WT Financial Group Limited (ACN 169 037 058) (WTL) and is dated 16 February 2026.

## Summary Information

This Presentation contains summary information about WTL and its subsidiaries (the Group) and their respective activities which is current as at the date of this Presentation. Information contained herein is of a general nature and does not purport to be complete, nor does it contain all the information which a prospective investor may require in evaluating a possible investment in WTL or that would be required in a prospectus, or other disclosure document prepared in accordance with the Corporations Act. This Presentation should be read in conjunction with WTL's other periodic and continuous disclosure announcements lodged with the ASX, which are available at [www.asx.com.au](http://www.asx.com.au).

## Not financial product advice

This Presentation does not constitute investment or financial product advice (nor tax, accounting or legal advice) nor a recommendation to acquire Shares. Recipients of the Presentation should make their own enquiries and investigations regarding information herein, which is not intended to be relied upon as advice and has been prepared without taking account of any person's individual investment objectives, financial situation or needs. Before making an investment decision, investors should have regard to their own objectives, financial situation and needs and seek appropriate financial, legal, accounting and taxation advice.

## Forward-looking statements and forecasts

This Presentation contains certain "forward-looking statements" that are based on management's beliefs, assumptions and expectations on information currently available to management. Forward looking statements can generally be identified by the use of forward-looking words such as, "expect", "anticipate", "likely", "plan", "propose", "believe", "forecast", "estimate", "target", "guidance" and similar expressions within the meaning of securities laws of applicable jurisdictions. Such forward-looking statements include statements regarding the plans, objectives and strategies of the Group and about the markets in which the Group operates and about future performance. Indications of, and guidance or outlook on, future earnings or financial position or performance, future earnings and distributions are also forward-looking statements. You should not place undue reliance on forward looking statements, which are provided as a general guide only and are not indications, guarantees or predictions of future performance. The success of any of WTL's business strategies is subject to uncertainties and contingencies beyond its control, and no assurance can be given that they will be effective, or the anticipated benefits will be realised in the period for which the forward-looking statements may have been prepared or otherwise.

## Investment Risk

An investment in WTL shares is subject to known and unknown risks, some of which are beyond the control of the Group. WTL does not guarantee any particular rate of return or the performance of the Group, nor does it guarantee any particular tax treatment. Other risks may materially affect the future performance of WTL and the price of WTL's shares including risks and uncertainties not presently known to management or that management currently believe not to be material may also affect WTL's business.

No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including WTL or any of its advisers). Except as required by law or regulation (including the ASX Listing Rules), WTL disclaims any obligation or undertaking to update forward looking statements in this Presentation to reflect any changes in expectations in relation to any forward-looking statement or change in events, circumstances or conditions on which any statement is based.

## Past performance

Historical financial information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of the Group's views on its future financial performance or condition. Investors should note that past performance, including past share price performance, of WTL cannot be relied upon as an indicator of (and provides no guidance as to) future WTL performance including future share price performance.

## Disclaimer

None of WTL nor any of their respective advisers nor any of their respective affiliates, related bodies corporate, directors, officers, partners, employees or agents (together, the Beneficiaries), have authorised, permitted or caused the issue, submission, dispatch or provision of this Presentation and, except to the extent referred to in this Presentation, none of them makes or purports to make any statement in this Presentation and there is no statement in this Presentation which is based on any statement by any of them.

# WT Financial Group Limited brands and services

We are one of Australia’s largest financial advice networks with 500+ advice professionals, offering a scalable, technology-enabled platform with a proven acquisition track record and a clear pathway to lead the next wave of industry consolidation.

ASX LISTED  
PARENT COMPANY

WT | FINANCIAL GROUP

B2B ADVISER HUB  
AND LICENSEE  
SERVICES

 **Wealth Adviser**

B2B LICENSING  
SOLUTIONS FOR  
ADVICE PRACTICES

 **SENTRY**  
 **wealthtoday**

 **Synchron**  
 **millennium3**  
leadership | advice | community

B2C FINANCIAL  
ADVICE SERVICES  
FOR CONSUMERS

 **VESTA** | WEALTH PARTNERS

## Company Data

|                       |                |
|-----------------------|----------------|
| ASX Code              | WTL            |
| ASX Price             | 0.14           |
| Shares on issue       | 342M           |
| Market Capitalisation | \$49.6M        |
| 12-month price range  | \$0.08-\$0.155 |

WT | FINANCIAL GROUP

# Alignment with shareholders

WTL is founder led with the board and management owning ~30% of the company.



**Guy Hedley**  
Non-Executive Chairman

15 years as head of Macquarie Bank global private banking unit and BNP Private Banking. Now Chair at Stoic Asset Management. Has helped steer WTL through industry upheaval and supported executive and management team with WTL's transformation to a B2B focussed enterprise, to emerge as one of the largest advice networks in Australia.



**Keith Cullen**  
Founder and Managing Director

WTL founder and largest (non-institutional) WTL shareholder. 40 years' experience as a corporate executive and entrepreneur across the broadcast media, technology and financial services sectors. Successfully conceived and implemented the strategy to pivot WTL to B2B through acquisition of Wealth Today, Sentry, Synchron and Millennium3.



**Chris Kelesis**  
Non-Executive Director

Foundation director and significant shareholder of WTL with 15 years' experience as an equities trader and technical analyst. Private and wholesale client adviser roles with Spring Equities, Ark Equities and the Rivkin Group. Has helped steer WTL through its transformation to a B2B focussed enterprise.



**Chelsea Pottenger**  
Non-Executive Director

One of Australia's most popular keynote speakers and corporate wellbeing presenters and the author of The Mindful High Performer. Founder of EQ MINDS, a corporate performance and wellbeing platform that works with leading global brands to train thousands of executives and staff each year across many industries including financial services.

WTL is expecting to report a **16.1% increase** in *net revenue & other income* for the underlying business to \$15.58M (PCP \$13.07M) after a 12.8% increase in gross revenue to \$120M (PCP \$106M).

**Statutory net profit after tax** is expected to increase **12.6%** to \$2.41M (PCP \$2.11M).

The board anticipates declaring a  
**FULLY FRANKED INTERIM DIVIDEND**

**0.25 cps**

NET REVENUE & OTHER INCOME is expected to be up 16.1% after gross revenue & other income was up 12.8%

↑ **16.1%**

TO \$15.58M (PCP \$13.07M)

EARNINGS BEFORE INTEREST & TAX (EBIT) is expected to increase after total operating expenses of \$8.05M (PCP \$6.99M)

↑ **12.9%**

TO \$3.43M (PCP \$2.99M)

STATUTORY NET PROFIT AFTER TAX (NPAT) is expected to increase after interest expense of \$574K (PCP \$399K)

↑ **12.6%**

TO \$2.41M (PCP \$2.11M)

NET OPERATING CASH FLOW was up 35.2%. Cash and cash equivalents up by \$1.72M

↑ **35.2%**

TO \$2.63M (PCP \$1.95M)

# H1 FY2026 – strong revenue and profit growth

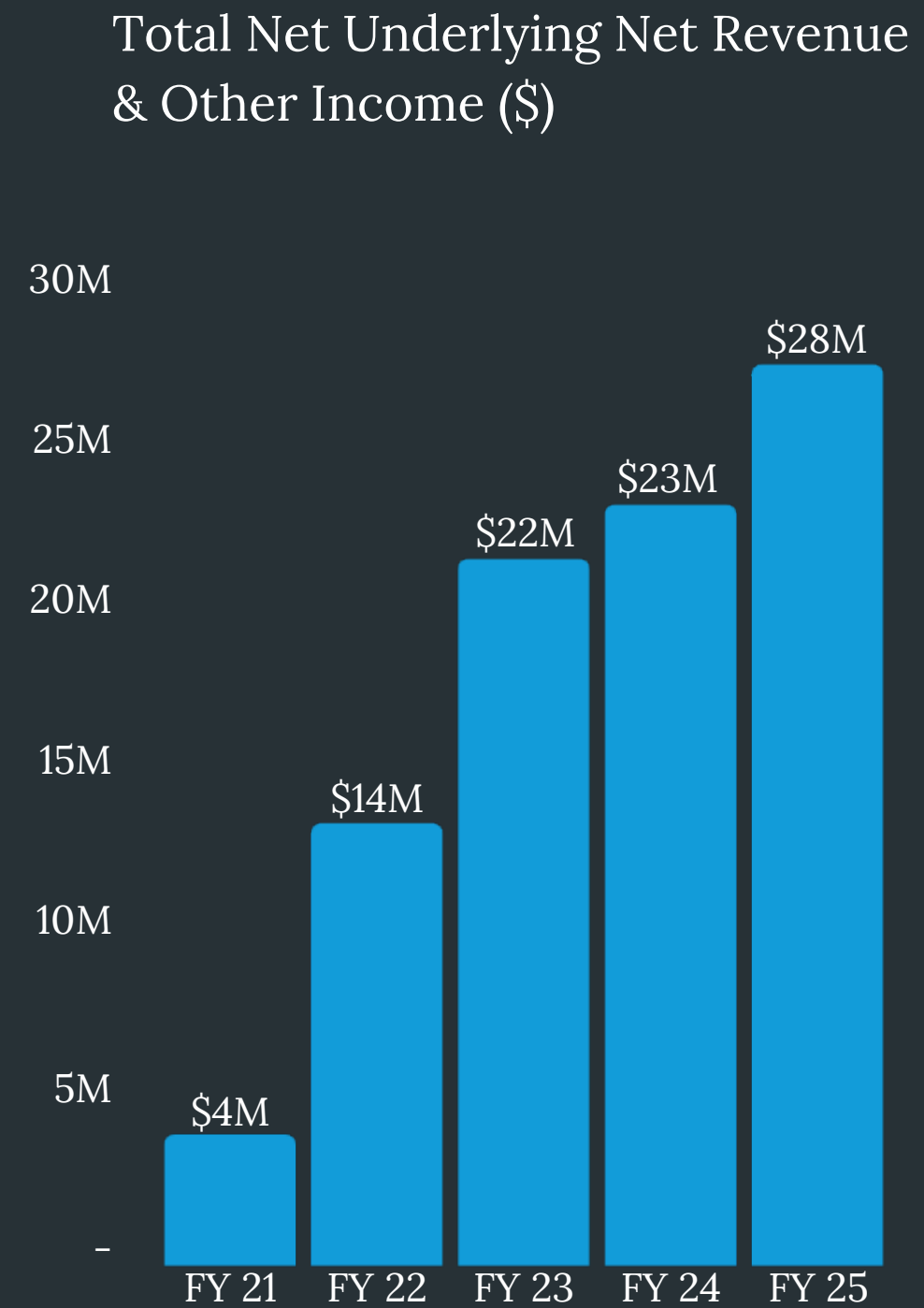
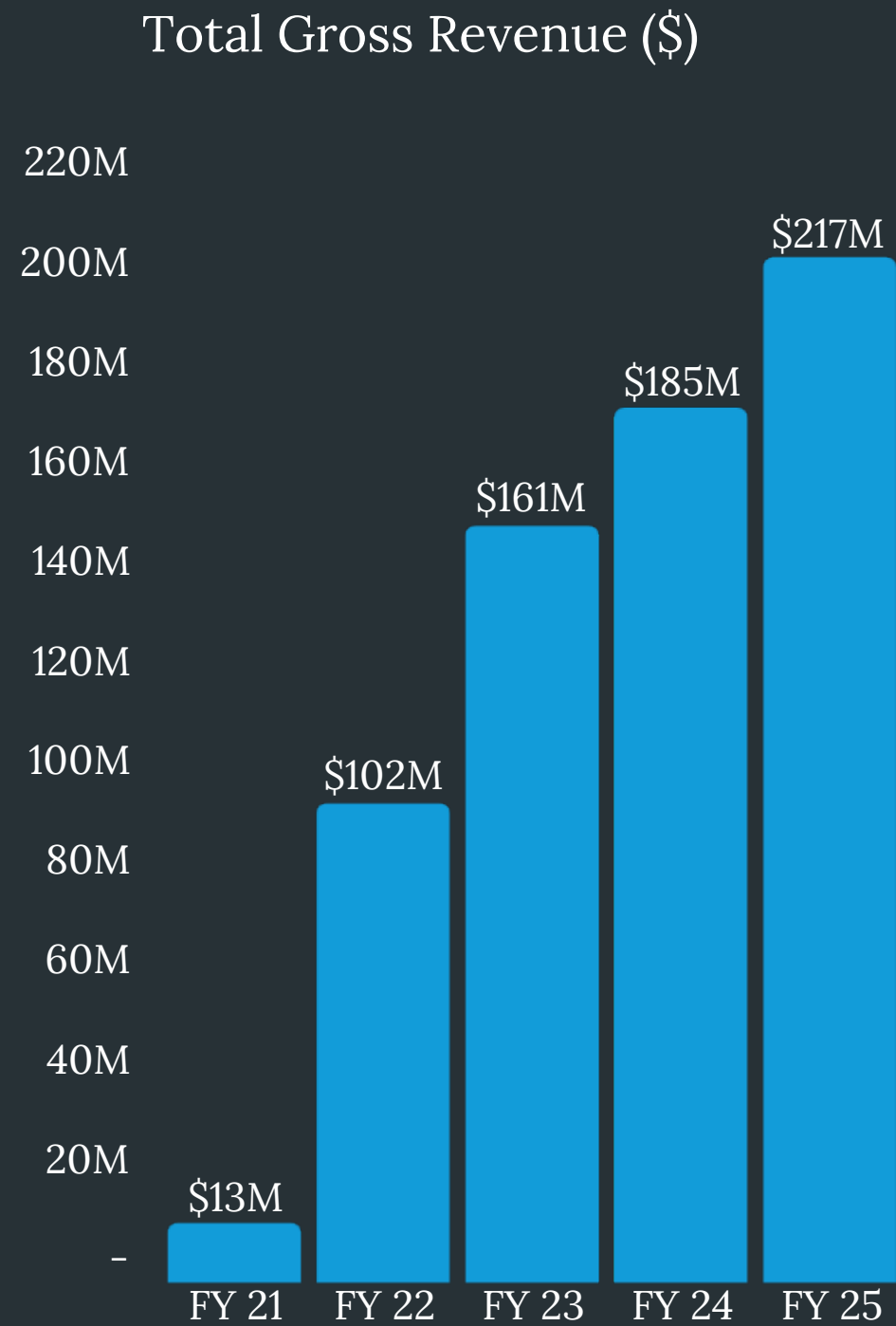
|                                      | H1 FY2025     | H1 FY2026     | PCP var.     |
|--------------------------------------|---------------|---------------|--------------|
| <b>Underlying P&amp;L</b>            | \$'000        | \$'000        | %            |
| Gross Revenue                        | 106,406       | 120,045       | 11.4%        |
| <b>Net Revenue</b>                   | <b>13,069</b> | <b>15,584</b> | <b>16.1%</b> |
| Direct Costs                         | (2,793)       | (3,783)       | 26.2%        |
| Gross Profit                         | 10,276        | 11,802        | 12.9%        |
| Total expenses                       | (6,992)       | (8,052)       | 13.2%        |
| Underlying EBITDA                    | 3,284         | 3,750         | 12.4%        |
| Depreciation & amortisation          | (294)         | (319)         | 7.8%         |
| <b>Underlying EBIT</b>               | <b>2,989</b>  | <b>3,431</b>  | <b>12.9%</b> |
| Interest/financing expense           | (399)         | (574)         | 30.5%        |
| Underlying NPBT                      | 2,590         | 2,857         | 9.3%         |
| <b>Statutory P&amp;L adjustments</b> |               |               |              |
| Net one-off income/expenses          | -             | (36)          |              |
| Statutory NPBT                       | 2,590         | 2,820         | 8.2%         |
| Income tax benefit/(expense)         | (482)         | (407)         |              |
| <b>Statutory NPAT</b>                | <b>2,108</b>  | <b>2,413</b>  | <b>12.6%</b> |
| EBITDA ratio to Net Revenue          | 25%           | 24%           |              |
| NPBT ratio to Net Revenue            | 20%           | 18%           |              |

Net  
revenue:  
up 16.1%  
to \$15.58M

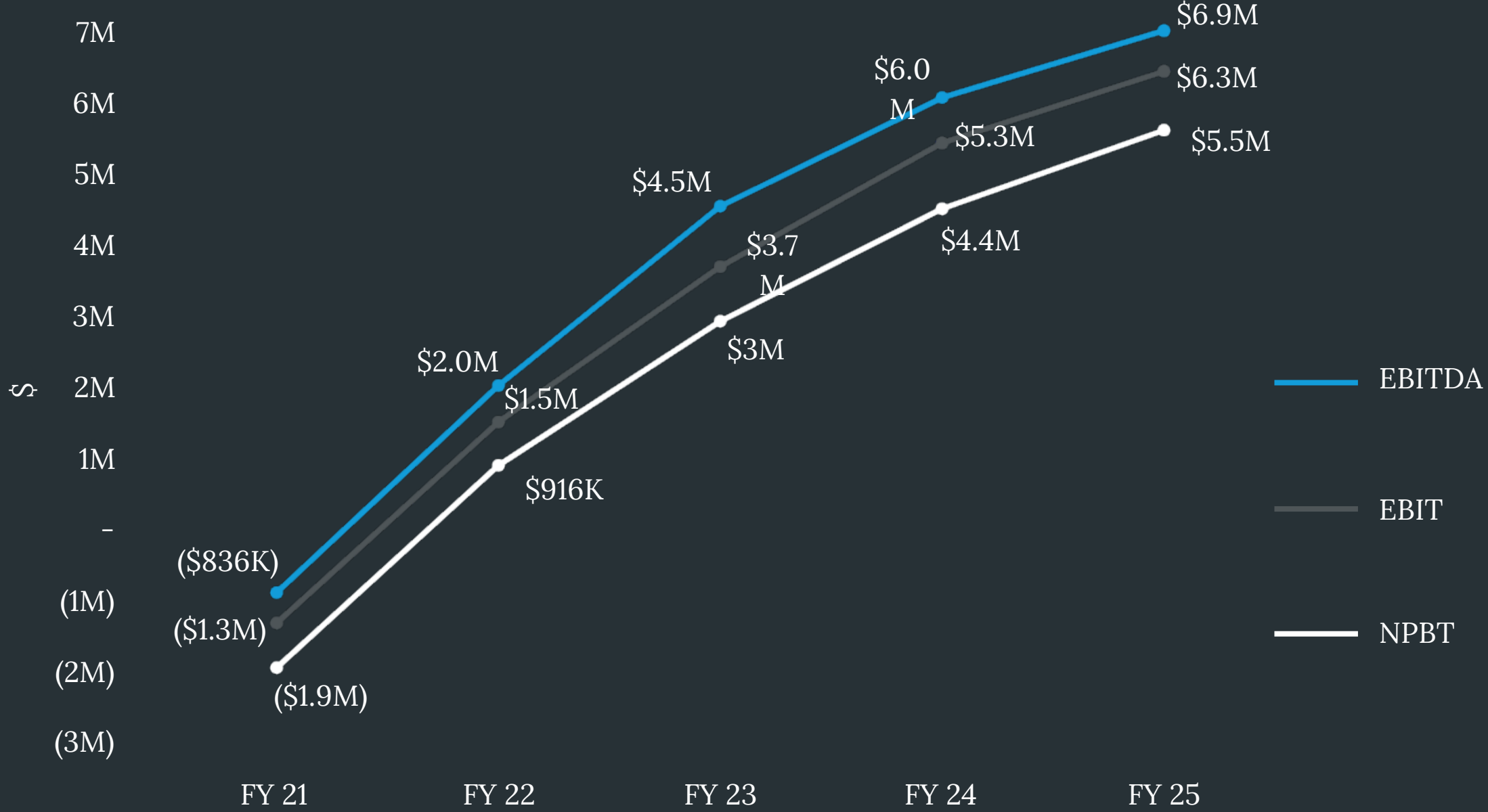
Underlying  
EBIT:  
up 12.9%  
to \$3.43M

Statutory NPAT:  
up 12.6%  
to \$2.41M

# Five years of revenue growth



# Five years of profit growth



Source: WTL FY2025 accounts

# Four Compounding Growth Levers



## 1. Industry Leading Consolidator: Future M&A

Over the past seven years WTL has been an industry leader in licensee acquisitions. We have a proven track record of successful integration and execution.



## 2. Structural Tailwinds supports

Tailwinds for the profession remain strong. With adviser numbers down, demand is being driven by \$4T super pool and an aging population headed for retirement.



## 3. Investco JV with Merchant Wealth Partners

This partnership enables the corporatization of advice practices, unlocking equity value and improving yield. WTL is helping drive a more profitable and robust profession.



## 4. Industry-Leading Proprietary Technology

Our custom-built AI powered peer review system is world leading and enables risk to be managed in real time. It presents industry wide commercialization opportunities.

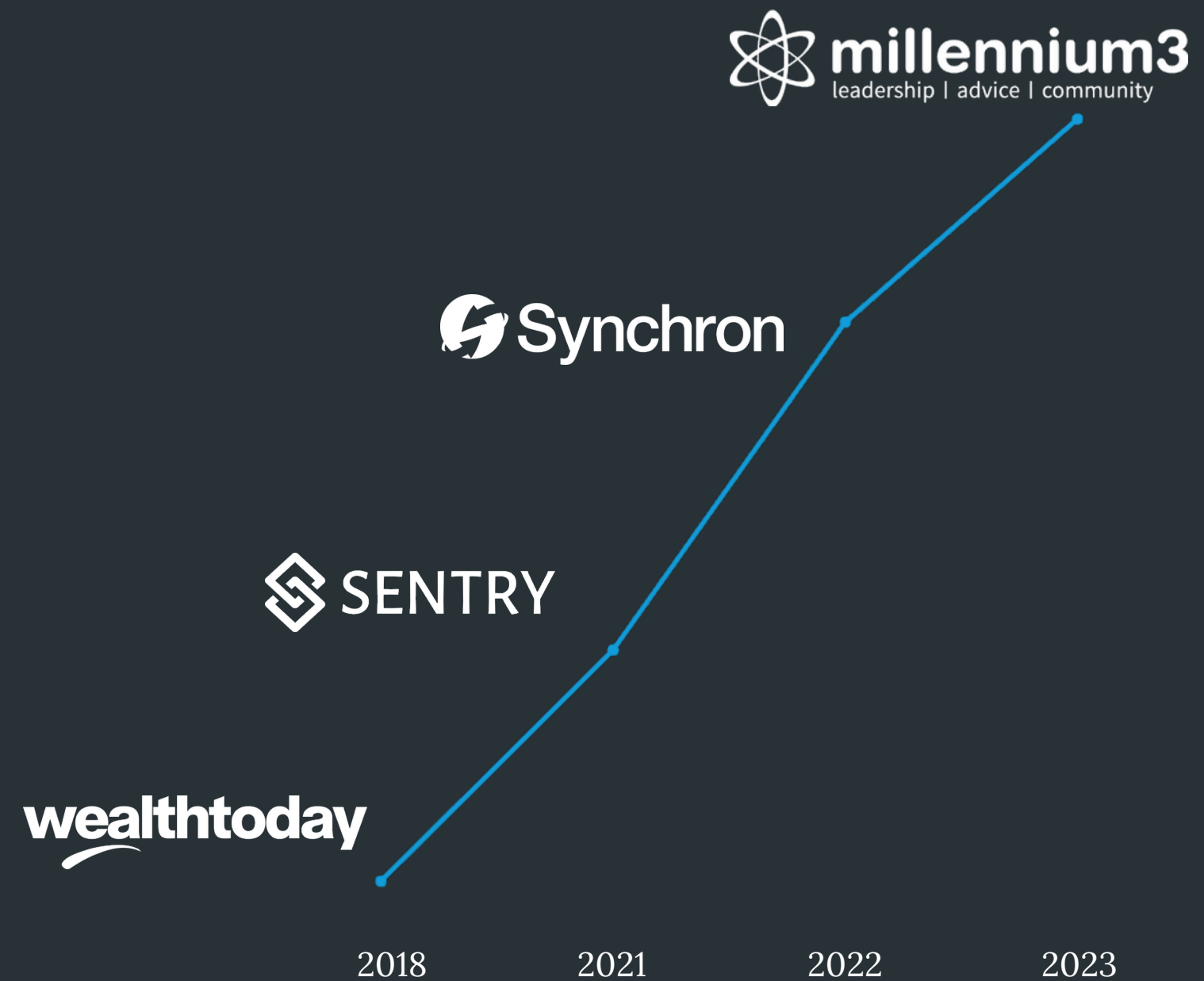
# 1. Industry Leading Consolidator

Industry consolidation continues - valuations rising – Global PE increasingly active

We have built scale through a series of successful acquisitions that have delivered improved services for the professionals we support and created value for our shareholders.

Each integration has been underpinned by our **Risk Management Framework** (RMF) deployment, delivering significant recurring synergies.

We see more consolidation coming.



## 2. Structural tailwinds only getting stronger

### Strong demand growth:

- ~\$4.0Tn superannuation pool.
- Ageing population driving retirement advice needs.
- ~250,000 people reaching retirement age each year.

### Supply-side constraints:

- Adviser numbers down ~45% since 2019, creating a scarcity premium for scaled practices and advice networks.
- Supply side constraints are driving tech and process gains and a need to consolidate for those seeking efficiency gains.

### Regulatory reform:

- Policy settings supportive of growth and adviser recruitment through education pathway reform.
- This presents the opportunity for a wave of growth in adviser numbers as and when reform comes.



# 3. Investco JV: Creating Equity At Scale

WTL has established a **50/50 joint venture** (JV) with Merchant Wealth Partners Pty Ltd (Merchant), a subsidiary of the New York-based Merchant Wealth Partners, LLC, to **invest in and grow Australian financial advice practices**.

WTL & Merchant Investsco Pty Ltd (Investsco), this partnership is providing **strategic, long-term “patient capital”** to high-potential practices.

WTL receives upfront advisory fees, converted to equity, with the ongoing benefits of dividends and upside equity participation.

With more Hubs and more acquisitions in the pipeline.

## Investco Hubco highlights

HUBCO 1 - TITAN ADVICE GROUP

**FORMED:** FY2025

**FOUNDING PRACTICES:** Titan Financial Planning, Darwin Financial & Retirement Services, Wealth Connect Financial Services

**CEO:** David McLean

**FIRST ACQUISITION:** Rushby Financial

- \$2.8m valuation, fully debt funded

**SECOND ACQUISITION:** Fusion Partners Accounting

- \$1.6m valuation, 85% debt funded



### OWNERSHIP:

- 35% WTL's Investco JV
- 5.4% WTL directly
- Balance founding principals

HUBCO 2 - SELECT ADVICE GROUP (AUST)

**FORMED:** Announced FY2025

**FOUNDING PRACTICES:** Select Advice Group, Newleaf Tailored Financial Solutions

**CEO:** Eric Bohl

**FOCUS:** Client growth + targeted M&A

**FIRST TWO ACQUISITIONS:** Funded through a combination of vendor shares and debt, expected to complete late q1, early Q2 2026



### OWNERSHIP:

- ~36% WTL's Investco JV
- ~6% WTL directly
- Balance founding principals

# Investco JV: Creating Equity Value at Scale

This partnership allows WTL to partner in and help drive their long-term capital growth while strengthening its network scale and profitability.



\*Based on average 40% EBIT margin and typical ~6 x valuation for smaller practices

^Based on 50% EBIT margin and up to 8.5 x valuation for corporatised and scaled practices

NB: The best practices in our network are achieving up to 65% EBIT margin and we believe multiples will exceed 10 x for scaled and corporatised practices in a few years

US multiples already well exceeding 10 x

# 4. Industry Leading Proprietary Technology

Over the last year our **AI powered technology** has reviewed 10,000+ advice documents in real time resolving issues before regulatory or client impact.

Whilst our **Risk Management Framework (RMF)** has become the industry benchmark.

This technology-enabled approach represents a fundamental competitive advantage that traditional advice networks cannot readily replicate.

There is potential to commercialize this software across the industry.

10,588

ADVICE DOCUMENTS AND  
FILES REVIEWED



PEOPLE, PROCESSES, AND TECHNOLOGY  
POWER OUR WORLD-LEADING  
RISK MANAGEMENT FRAMEWORK

7,472

DOCUMENT AND FILE  
IMPROVEMENTS



AI + OCR TOOLS SURFACE  
INCONSISTENCIES OR INCOMPLETE  
COMPLIANCE ACTIONS

38 .6

HOURS AVERAGE REVIEW  
TURNAROUND TIME



POWERBI DASHBOARDS ENABLE LIVE RISK  
MONITORING BY ADVISER, BY PRACTICE, AND  
SYSTEMWIDE

# WTL Investment Case

- **Strong financial performance** continues to be supported by industry tailwinds, execution & innovation.
- **Solid balance sheet and strong cash** -flow generation from recurring adviser fees.
- Scalable cost base means incremental network growth drives **disproportionately higher profitability**
- **Cheap v peers** in an industry ripe for further consolidation



Q&A

Advice is at the heart of everything we do.

**WT** | FINANCIAL GROUP

# Thank you.

## Keith Cullen

Founder and Managing Director

WT Financial Group

Level 5, 95 Pitt Street

Sydney NSW 2000

[keith.cullen@wtfglimited.com](mailto:keith.cullen@wtfglimited.com)

+61 (02) 9248 0422

Advice is at the heart of everything we do.

**WT** | FINANCIAL GROUP