1H20 Results Briefing

Half-year ended 31 December 2019

February 2020

Important information

This presentation has been prepared by Evans Dixon Limited ACN 609 913 457 (**ED**). This presentation is provided for information purposes only and has been prepared for use in conjunction with a verbal presentation and should be read in that context.

This presentation may include "forward looking statements". Forward looking statements can generally be identified by the use of the words "anticipate", "believe", "expect", "project", "forecast", "estimate", "likely", "intend", "should", "could", "may", "target", "plan", "guidance" and other similar expressions. Indications of, and guidance on, future earning or dividends and financial position and performance are also forward looking statements. These forward looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of ED and its officers, employees, agents or associates, that may cause actual results to differ materially from those expressed or implied in those statements. Actual results, performance or achievements may vary materially from any projections and forward looking statements and the assumptions on which those statements are based. Readers are cautioned not to place undue reliance on forward looking statements and except as required by law, ED assumes no obligation to update that information. ED believes that any forecasts have been prepared with due care and attention and consider all best estimate assumptions, when taken as a whole, to be reasonable at the time of preparing this presentation. However, the forecasts presented in this presentation may vary from actual financial results. These variations may be material and, accordingly, neither ED nor its directors give any assurance that the forecast performance in the forecasts or any forward-looking statement contained in this presentation will be achieved. Past performance cannot be relied on as a guide to future performance. All dollar figures quoted are denominated in Australian dollars unless otherwise specified.

This presentation is not and does not constitute an offer to sell or the solicitation, invitation, recommendation or advice to purchase any securities or ED financial products, nor advice about any ED financial products or interests in ED financial products, and neither this presentation nor anything contained in it shall form the basis of any contract or commitment. The information contained in this presentation is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. Reliance should not be placed on the information or opinions contained in (or omitted from) this presentation. ED is not licensed to provide financial product advice in relation to ED financial products or interests in ED financial products. This presentation does not take into consideration the investment objectives, financial position or particular needs of any recipient. ED strongly suggests that investors consult a financial advisor prior to making an investment decision. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, ED, its affiliates, related bodies corporate, shareholders and their respective officers, directors, employees, agents and advisors disclaim any liability (including, without limitation, any liability arising from fault or negligence) for any loss (whether direct, indirect or consequential) arising from any use of this presentation (or its content) or otherwise arising in connection with it.

This presentation includes financial information in relation to ED and its controlled entities. Certain financial data included in this presentation may not be recognised under the Australian Accounting Standards and is classified as 'non-IFRS financial information' under ASIC Regulatory Guide 230 'Disclosing non-IFRS financial information' (**RG 230**). This non-IFRS information may provide information to users in measuring financial performance and condition. The non-IFRS financial measures do not have standardised meanings under the Australian Accounting Standards and therefore may not be comparable to similarly titled measures presented by other entities, nor should they be interpreted as an alternative to other financial measures determined in accordance with the Australian Accounting Standards. No reliance should therefore be placed on any financial information, including non-IFRS financial information and ratios, included in this presentation. Any discrepancies between totals and sums of components in tables contained in this presentation may be due to rounding.

Important terms including terms used in presenting Non-IFRS financial information are defined in the Glossary at the end of this presentation.

In receiving this presentation, each recipient agrees to the foregoing terms and conditions.

Agenda

1	**Strategy and 1H20 update**	Peter Anderson
2	**Financial results**	Paul Ryan
3	**Outlook**	Peter Anderson

Section 1 Strategy and 1H20 update

Peter Anderson

FY20 a year of transition

EVANS DIXON

Building a platform for growth – what have we done since July 2019?

Improved business integration	◊ Refined management structure and operations ◊ Increased inter and intra-divisional interactions; co-location where practical ◊ Enhanced communications ◊ Co-ordinated strategic business development
Financial discipline	◊ Exited non-core businesses and deliberately transitioning away from related party revenues ◊ Rationalised cost base (people, premises, discretionary overheads) ◊ Enhanced focus on return on capital ◊ Increased managerial accountability against defined metrics
Leveraging existing infrastructure	◊ Identified core strengths and focus areas for each business division ◊ Clear strategic objectives to capitalise on strengths and optimise integration

Divisional strategies

EVANS DIXON

Optimising our infrastructure to leverage future growth

Wealth Advice

Strong advice platform, systems and risk framework

- ◊ Differentiated service offering of highly educated, quality advisers supported by specialised research and investment staff
- ◊ Compliance and governance focused infrastructure positions business well for industry change
- ◊ Best of breed risk and compliance system supports significantly increased scale

E&P

Growth from improved integration across corporate and institutional businesses

- ◊ Co-ordinated program to leverage inter and intra-divisional industry and client relationships
- ◊ Core value proposition is continued investment in quality research and idea generation overlaid by market leading M&A/ECM/DCM capability

Funds Management

Expand and diversify distribution along with enhanced governance

- ◊ Enhanced distribution of strong performing high conviction equities portfolios and alternative investment strategies
- ◊ Increased alignment with investors through co-investment and improved governance

Positioning the business for the Australian financial services landscape of the future

Key medium term drivers

EVANS DIXON

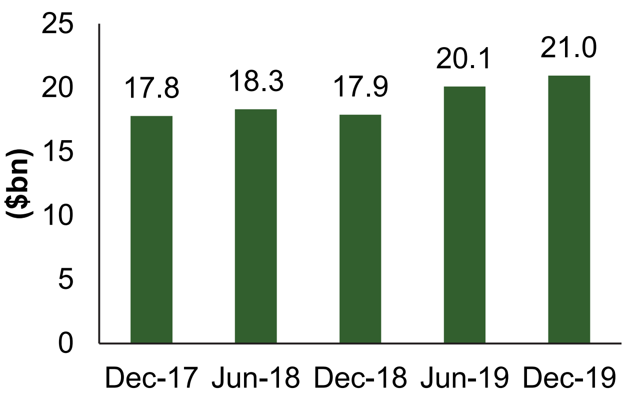
Fundamentals stable as business positions for growth and industry changes

Wealth Advice

Funds under advice ($bn)

$21.0bn

4%
on prior period

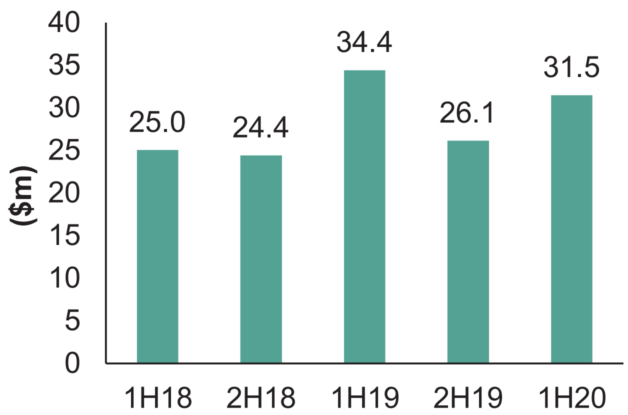


E&P

Revenue ($m)

$31.5m

21%
on prior period

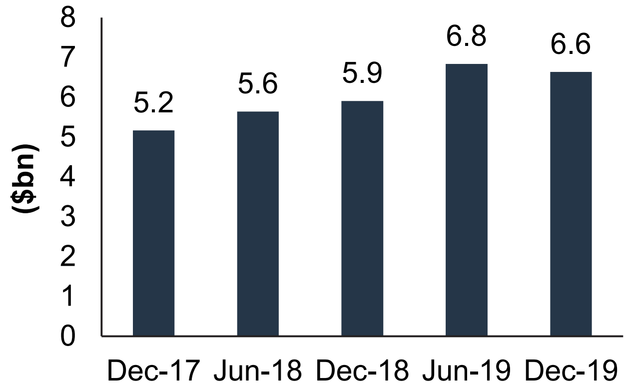


Funds Management

Gross funds under management ($bn)

$6.6bn

3%
on prior period

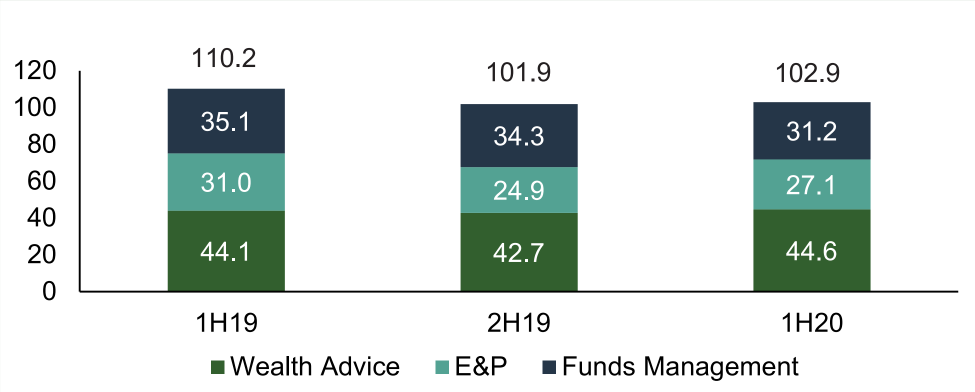


Note:
Past performance is not a reliable indicator of future financial performance.

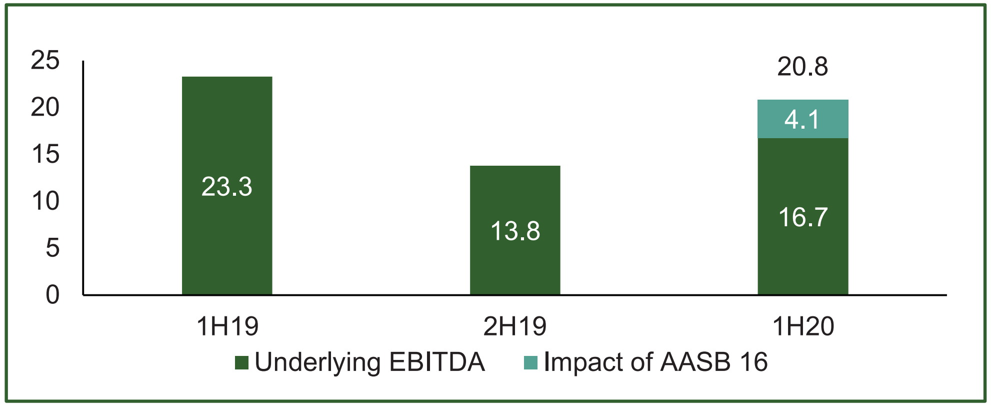
1H20 result

An improvement on prior half as cost and business initiatives take shape

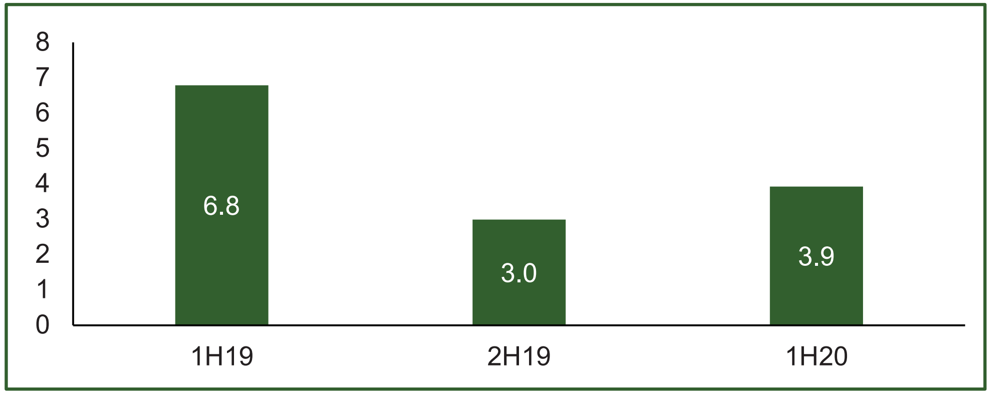
Net revenue ($m)



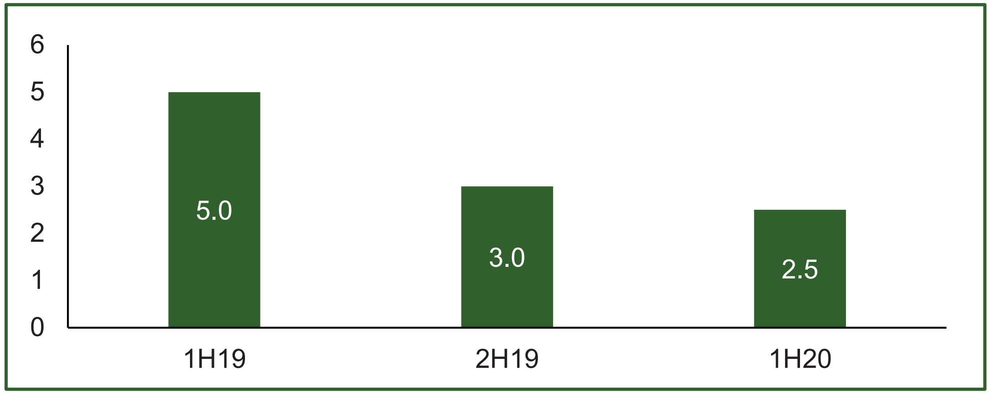
Underlying EBITDA ($m)[1]



Underlying earnings per share (cents)[2]



Dividends per share (cents)



Notes:

1 From 1 July 2019, the Group adopted AASB 16, *Leases* using the modified retrospective approach. This involved retrospective application of the standard without restatement of statutory comparatives. To assist with comparison to prior periods, where relevant, EBITDA has been presented with and without the change in Standard.

2 Calculated using weighted average shares outstanding of 224.8 million for the six months to 31 December 2019 and 1H20 underlying NPATA of $8.8 million.

3 Non-IFRS measures such as underlying NPATA and underlying EBITDA used in this presentation are defined in the glossary. The adjustments to NPAT and EBITDA for 1H20 and 1H19 are outlined on slide 28.

4 Past performance is not a reliable indicator of future financial performance.

1H20 summary

EVANS DIXON

A period of substantial transition

Business performance

- Recurring revenues up 23% on pcp in Funds Management, Wealth Advice flat
- Consistent with decision to reposition the business, Funds Management non-FUM based revenue down 57% on pcp
- E&P market share growth against boutique peers offset by softer volumes
- 1H20 result an improvement on 2H19 assisted by strict cost out program

Operational review

- Management restructure – Peter Anderson appointed CEO, and Paul Ryan appointed CFO (post balance date)
- Operational review substantially complete
  - Exiting non-core operations, delivered material operational cost savings
  - Proactively reduced significance of related party revenues
  - Improved business integration, premises rationalisation and team co-location
- Clarified focus

Dividend and balance sheet

- Interim dividend of 2.5 cents per share represents ~66% of underlying NPATA, impacted by one off US tax hit due to restructuring
  - Down on 1H19 dividend of 5.0 cents per share
  - Committed to targeted full year payout range of 75-85% of NPATA
- Net cash balance of $24.4 million and $26.1 million in financial assets

Operational review implementation

EVANS DIXON

Phase 1 – foundational work completed in 1H20, Phase 2 – growth initiatives will increasingly become the focus

What we said we would do	Status	What we have done in 1H20
Operational review		
Provide a clear strategic focus for a more integrated and efficient business		Implementation of outcomes of the Argenti Strategic Management System, clearly defined strategic objectives of each business mapped and delivery of plan underway
Improve financial discipline		ROE targets included in KPIs for each business head; all investment decisions underpinned by ROE business case
Focus on core business strengths		
Leverage existing strengths, including investment expertise, research and infrastructure		Cross-divisional collaboration improved, including Product Review Group, Innovation Committee, divisional and inter-divisional career pathway mapping
Rationalising and closing non-core operations		Closure of custody business, Dixon Projects Australia and wind down in USA
Expense reductions		
Exit and/or outsource non-core activities		Material reductions in non-client facing headcount, increased outsourcing of support where it makes sense (i.e. marketing, consulting), headcount down to 478 from 601 in June 2019
Remove business duplication		Firm wide cost and vendor review conducted, delivering economies of scale benefits. Consolidation of trading execution, clearing and settlement services
Premises rationalisation		Departure from NY Manhattan premises, co-location in Sydney CBD, further premises rationalisation ongoing
Improving business integration		
Improved alignment of products, services & customers		Appointment of independent directors to RE board; elected to reinvest a portion of fees received from funds management products in securities to ensure alignment with investors
Better leveraging expertise across the group		Group-wide Investment Committee established; greater innovation and product development
Streamlined reporting lines		Implementation of a number of management changes including appointment of Paul Ryan as Group CFO and Company Secretary
Co-location of teams where possible		Re-location of Sydney CBD offices to single co-location, designed to drive improved business integration between E&P especially

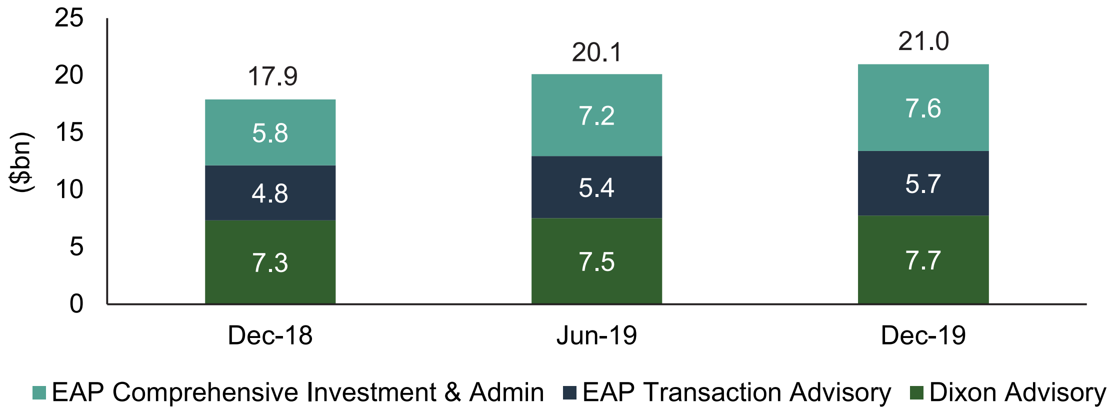
Wealth Advice

EVANS DIXON

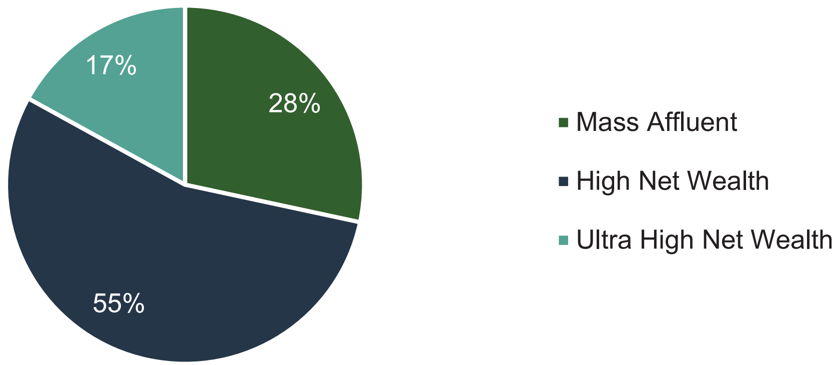
Compliance and governance focus positions business well for industry change and growth

- Market leading Wealth Advice product delivers resilient earnings as FUA increases and total client numbers remain stable
- Integrated Evans Dixon Investment Committee and strengthening measures of governance in advice process
  - Utilising investment expertise and industry experience from across the Group
- Continued investment in improving Wealth Advice systems and maintaining focus on compliance
- Building a mass-affluent to UHNW continuum scaling our existing infrastructure in a risk managed way

Funds under advice by service type[1]



Funds under advice client type[2]



Notes:
1 Past performance is not a reliable indicator of future financial performance
2 As at 31 December 2019. Mass Affluent clients are defined as having less than $2.5m in assets under advice High Net Wealth is defined as having between $2.5m and $50m under advice and Ultra High Net Wealth as having more than $50m in assets under advice.

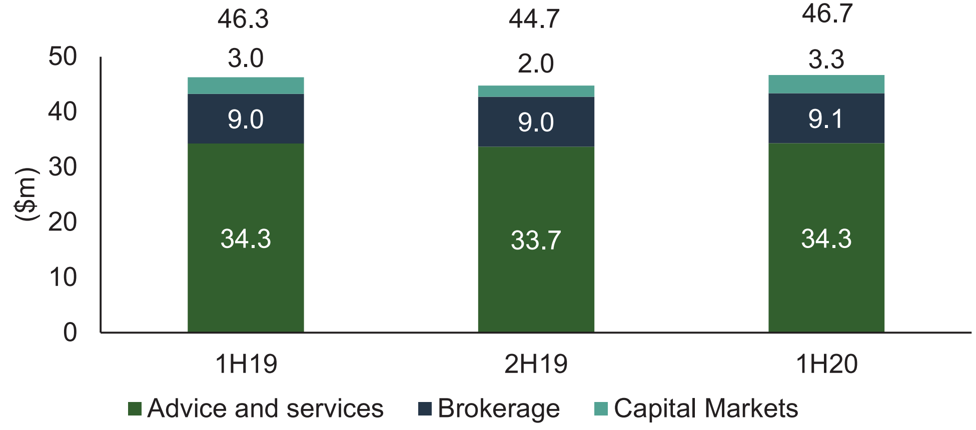
Wealth Advice

Revenue mix stable despite a challenging operating environment

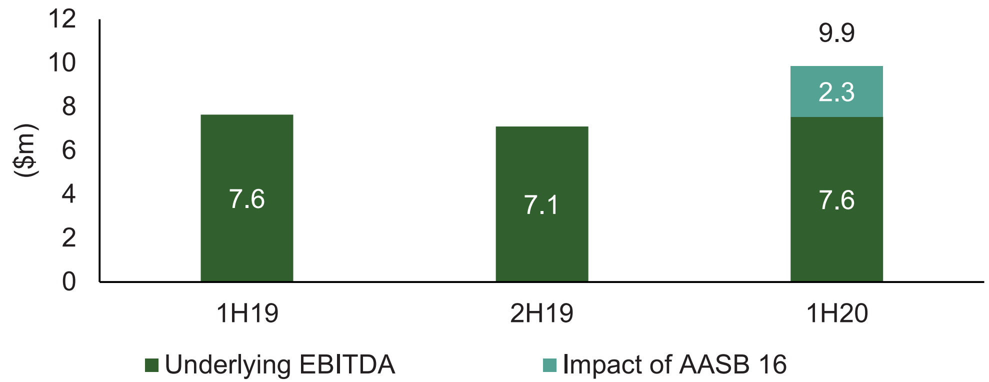
For the period ($m)	1H20	1H19	Variance to 1H19	Variance to 1H19
Total revenue	46.7	46.3	0.4	1%
Net revenue	44.6	44.1	0.5	1%
Direct expenses	(29.1)	(26.6)	(2.5)	9%
Allocated overheads	(5.6)	(9.9)	4.3	(43%)
Underlying EBITDA	**9.9**	**7.6**	**2.3**	**30%**
Underlying EBITDA with AASB 16	**9.9**	**9.6**	**0.3**	**3%**
Underlying EBITDA margin incl. AASB 16 (%)	22	22	0.4	2%
Closing FUA	20,957	17,892	3,065	17%
Average FUA	20,475	18,249	2,226	12%

- Total revenue and mix stable compared to pcp
- Improved operating model has driven like for like earnings uplifts
- Direct expenses higher primarily due to increased variable remuneration and the reallocation of overhead expenses to direct expenses
- Allocated overheads lower primarily due to introduction of AASB 16 and lower allocation of shared services

Revenue



Underlying EBITDA



Note:
Past performance is not a reliable indicator of future financial performance

E&P

EVANS DIXON

E&P rebrand underpins objective to build market-leading corporate and institutional investment solutions

- Corporate & Institutional consolidated under a unified brand
- Strong domestic institutional franchise, transitioning to new international arrangement
- Continued investment in quality, market leading research capability as core part of value proposition
- Expanded M&A capability; ECM/DCM growing
- Continued focus on targeted recruitment to grow platform and capability

E&P

December 2019
NZ$80 million

Adviser to Adairs on the acquisition of Mocka

December 2019
$20 million

Initial Public Offering
Joint Lead Manager

November 2019
$90 million

Initial Public Offering
Joint Lead Manager

November 2019
$925 million

Initial Public Offering
Joint Lead Arranger and Joint Lead Manager

November 2019
$25 million

Adviser to IVE Group in relation to its purchase of Salmat's Marketing Solutions business

November 2019
$1,250 million

PERLS XII
Co-Manager

October 2019
$36 million

Institutional placement

September 2019
$550 million

Initial Public Offering
Joint Lead Manager

September 2019
$160 million

Adviser to Allity on issue of preference shares

September 2019
$300 million

Simple Corporate Bonds
Joint Lead Manager

August 2019
Price undisclosed

Adviser to QIC in relation to acquisition of a ~75% interest in Nexus Hospitals

July 2019
$476 million

Follow on raising
Joint Lead Arranger and Joint Lead Manager

Note:
Segment rebranded from Corporate & Institutional to E&P in December 2019. Corporate & Institutional formed following the acquisition of Fort Street Advisers in September 2018.

E&P

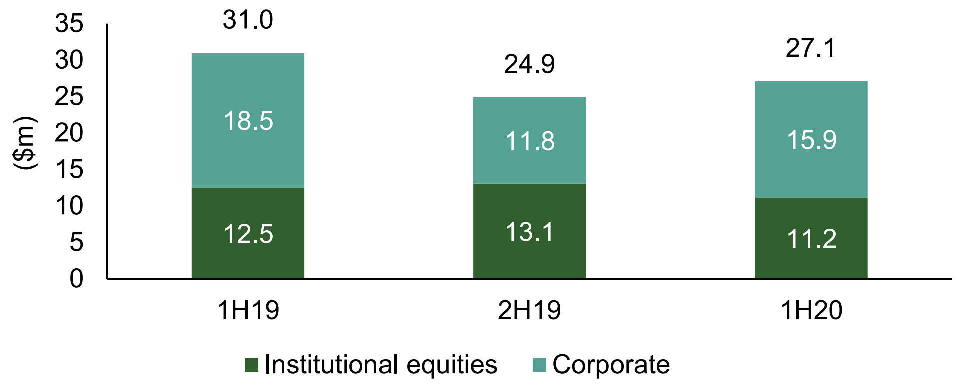
EVANS DIXON

A resilient Corporate performance helped to offset softness in institutional equities

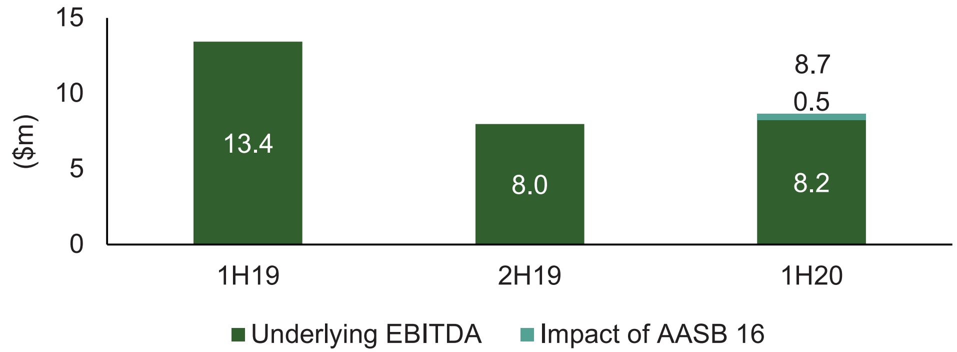
For the period ($m)	1H20	1H19	Variance to 1H19	Variance to 1H19
Total revenue	31.5	34.4	(2.9)	(8%)
Net revenue	27.1	31.0	(3.9)	(13%)
Direct expenses	(12.7)	(12.7)	0.0	0%
Allocated overheads	(5.7)	(4.9)	(0.8)	16%
Underlying EBITDA	**8.7**	**13.4**	**(4.7)**	**(35%)**
Underlying EBITDA with AASB 16	**8.7**	**13.8**	**(5.1)**	**(37%)**
Underlying EBITDA margin incl. AASB 16 (%)	32	44	(12.6)	(29%)

- Underlying EBITDA down 37% primarily due to lower revenue and higher allocation of shared services costs compared to pcp
- Corporate revenue softer compared to a strong pcp but up on the prior period
- Institutional equities revenue softer as international alliance is transitioned, however continuing to increase client share of wallet against boutique peers

Net revenue



Underlying EBITDA



Note:
Past performance is not a reliable indicator of future financial performance

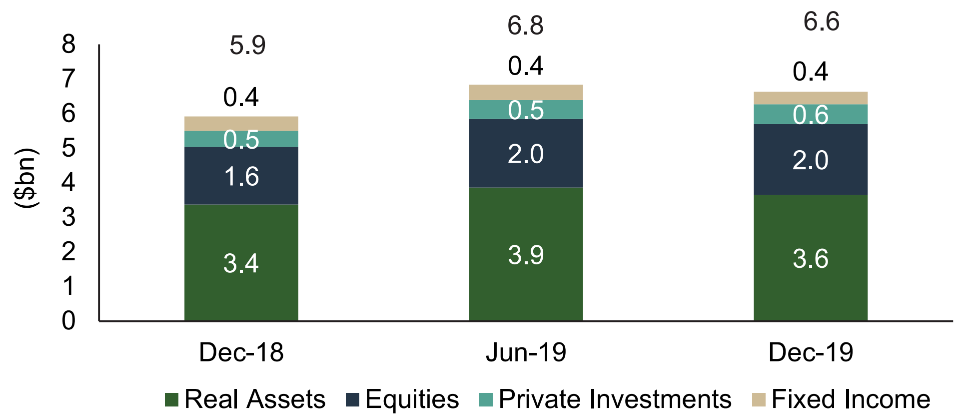
Funds Management

EVANS DIXON

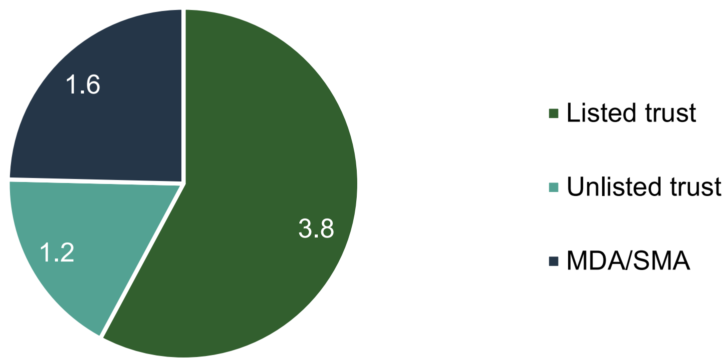
Focus on high conviction equities and differentiated alternative assets, deliberate tapering of US operations ongoing

- FUM decreased 3% to A$6.6 billion over the half largely driven by strategic asset sales in URF
- Governance enhancements implemented during period
  - Independently chaired RE, supported by existing Compliance Committee structure
- Methodically implementing URF strategic plan
- Leveraging existing infrastructure and strongly performing funds
  - Evans & Partners International Portfolio ranked #1 for 2019 by Morningstar (blended category)
  - 10 out of 12 equities funds outperforming benchmark over 6 months
  - US Solar Fund plc (LSE:USF) has now fully committed all capital raised since IPO in March 2019

Funds under management[1]



Funds under management by structure ($bn)



Note:
Past performance is not a reliable indicator of future financial performance

Funds Management

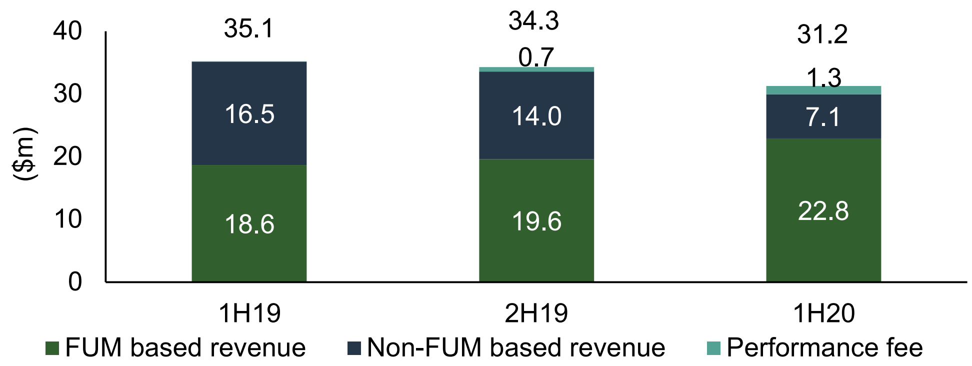
EVANS DIXON

Reduction in non-FUM based revenue resulting from strategic rationalisation of US business

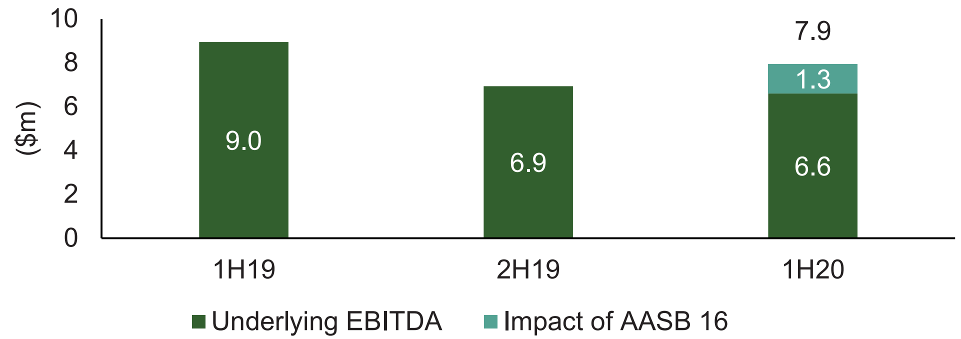
For the period ($m)	1H20	1H19	Variance to 1H19	Variance to 1H19
Total revenue	37.0	44.2	(7.2)	(16%)
Net revenue	31.2	35.1	(3.9)	(11%)
Direct expenses	(20.7)	(19.6)	(1.1)	6%
Allocated overheads	(2.6)	(6.5)	3.9	(60%)
Underlying EBITDA	**7.9**	**9.0**	**(1.1)**	**(12%)**
Underlying EBITDA with AASB 16	**7.9**	**10.1**	**(2.2)**	**(22%)**
Underlying EBITDA margin incl. AASB 16 (%)	25	29	(3.2)	(11%)
Closing FUM	6,635	5,910	725	12%
Average FUM	6,864	5,796	1,068	18%
FUM based fee margin (bps)	33	32	1	3%

- Net revenue composition continues to change with strong increase in recurring FUM-based revenues
- 22% decline in underlying EBITDA compared to pcp driven by strategic rationalisation of US operations and planned reduction in non-FUM based revenue
  - wind down of Dixon Projects as URF construction pipeline nears completion and third party services cease as flagged at 2019 AGM
- Operational changes implemented across the business during the period have reduced allocated overheads, plus impact of AASB 16 change

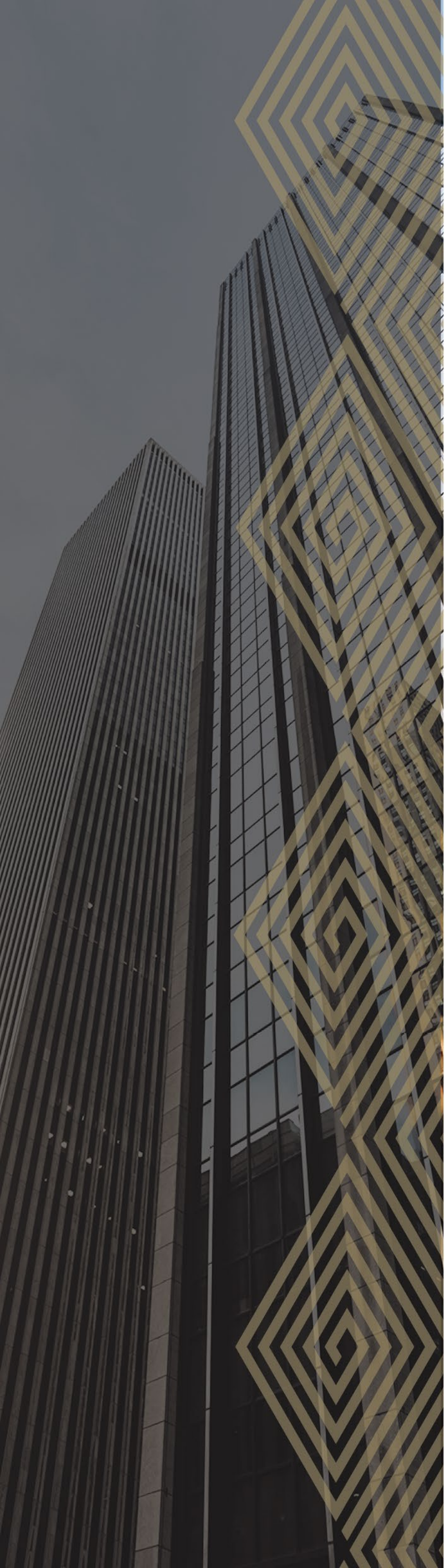
Net revenue



Underlying EBITDA



Note:
Past performance is not a reliable indicator of future financial performance



Section 2 Financial results

Paul Ryan

Consolidated financial result

EVANS DIXON

1H20 result reflects key operational changes, non-core exits and reduced reliance on related party revenue

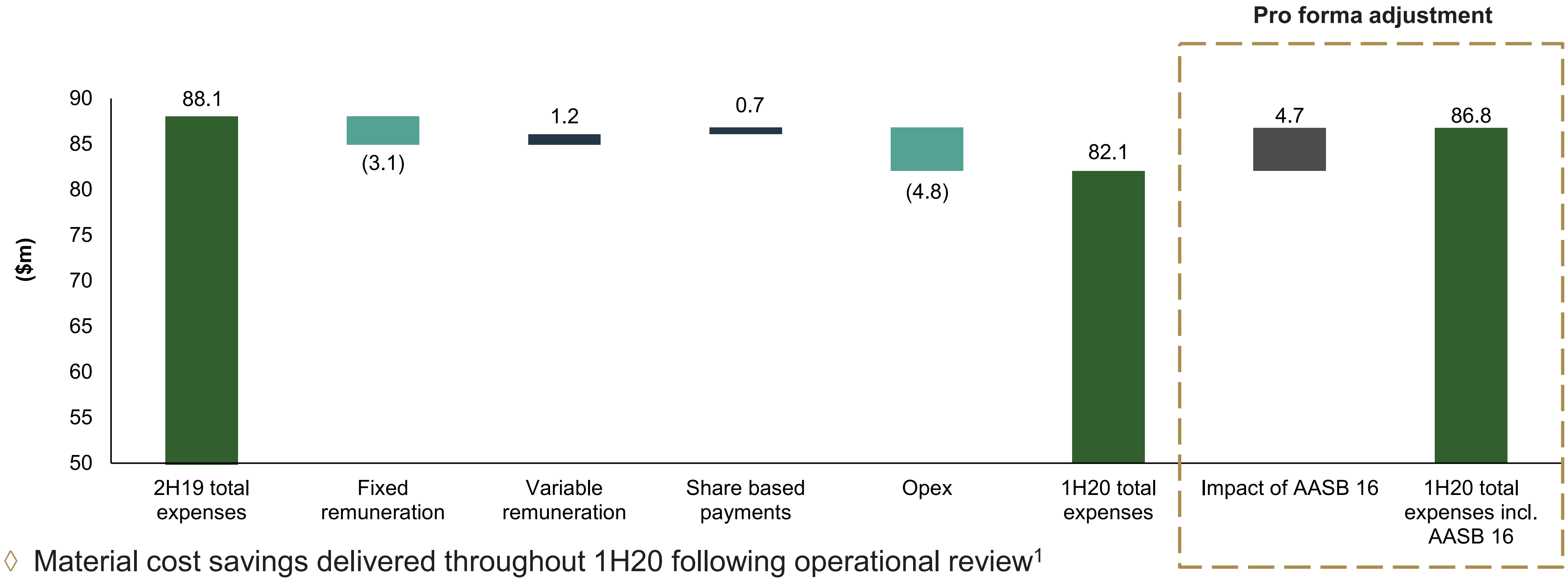
For the period $m	Note	1H20	1H19	Variance to 1H19	Variance to 1H19
Total revenue[1]		115.1	124.9	(9.8)	(8%)
Net revenue	1	**102.9**	**110.2**	**(7.3)**	**(7%)**
Staff expenses	2	(62.8)	(61.7)	(1.1)	2%
Operating expenses		(19.3)	(25.2)	5.9	(23%)
Underlying EBITDA	3	**20.8**	**23.3**	**(2.5)**	**(11%)**
Underlying EBITDA (with impact of AASB16)	4	**20.8**	**26.7**	**(5.9)**	**(22%)**
Non-recurring items		(1.7)	(1.2)	(0.5)	42%
EBITDA		**19.1**	**22.1**	**(3.0)**	**(14%)**
D&A[2]	5	(10.7)	(3.1)	(7.6)	238%
Amortisation of acquired intangibles		(2.1)	(2.0)	(0.1)	5%
Net interest income/expense	6	(0.9)	0.6	(1.5)	(250%)
Income tax expense		(3.3)	(5.2)	1.9	(37%)
Statutory NPAT		**2.1**	**12.4**	**(10.3)**	**(83%)**
Underlying NPATA		**8.8**	**15.0**	**(6.2)**	**(41%)**
Underlying EPS (cps)		**3.9**	**6.8**	**(2.9)**	**(42%)**
Effective tax rate (%)	7	61%	30%	31%	103%
Underlying EBITDA margin incl. AASB 16 (%)		20	24	(3.9)	(16%)
Underlying NPATA margin (%)		9	14	(5.1)	(36%)

Notes:
1 Excludes interest income of $0.1 million in 1H20 and $0.6 million in 1H19
2 D&A includes impairment of property, plant and equipment. Refer to the underlying reconciliation on slide 28 for details.

1. Net revenue down 7% on pcp as operational review implemented and softer performance in E&P and Funds Management
2. Increase in staff expenses is impacted by higher share based payments expense relating to the group's employee equity incentive plans which commenced in October 2018. 1H19 benefited from write back of bonus provision carried at 30 June 2018 and acquired bonus provision.
3. Underlying EBITDA is before employee redundancy payments (1H20) and acquisition expenses (1H19)
4. Prior period adjusted up $3.4m to normalise for the impact of introduction of AASB 16 Leases from 1 July 2019
5. 1H20 D&A increased due to amortisation of ROUA (AASB 16) ($4.0m) and impairment of property, plant and equipment following US premises changes ($3.5m)
6. Interest expense includes interest amounts calculated on lease liability (AASB 16) ($0.7m) and term debt facility
7. Effective tax rate elevated due to impairment of USA property, plant and equipment and resultant DTA write-off (see slide 24 for details)

Operating expenses

Action taken to address cost base, further benefit expected to be realised in 2H20 and beyond



- Material cost savings delivered throughout 1H20 following operational review[1]
- Headcount down from 601 to 478 in the 6 months to December 2019[2] with minimal impact on client-facing operations
- Increase in variable remuneration linked to revenue mix shift and seasonality
- Further benefit of reductions made in the period to flow through in 2H20 and beyond and as further initiatives are implemented
- Continued strong focus on delivering cost efficiencies across the organisation

Notes:
1 Total expenses excludes cost of sales
2 Excludes casual staff

Changes in the workforce

EVANS DIXON

Headcount reductions but continued investment in compliance, legal and professional development

Closing headcount	Jun 19	Dec 19	Change	Change %
Wealth Advice	272	235	(37)	(14%)
E&P	40	38	(2)	(5%)
Funds Management (AUS)	54	43	(11)	(20%)
Funds Management (USA)	78	41	(37)	(47%)
Group Teams	157	121	(36)	(23%)
Total	**601**	**478**	**(123)**	**(20%)**

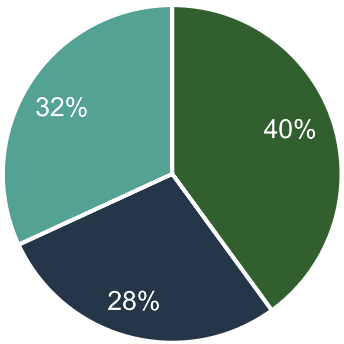
- Annualised fixed remuneration saving of approximately $12 million
- Compliance, legal and professional development spend up $1.1 million for the half year compared to pcp

Note:
Excludes casual staff

Divisional contribution

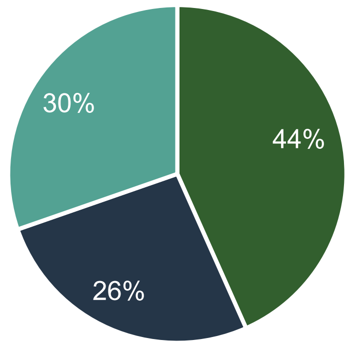
Diversity of earnings across operating segments and markets

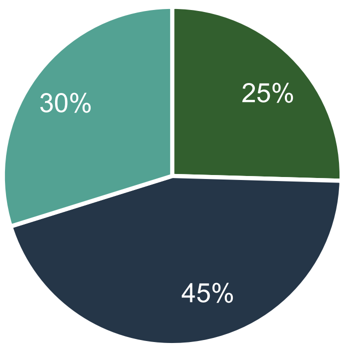
1H19 | **1H20**



Net revenue

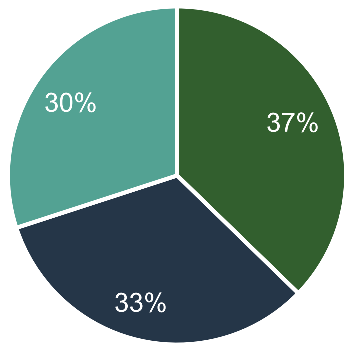
- Wealth Advice annuity style revenue stable on pcp with no significant change to client numbers
- E&P impacted by softer institutional market conditions, cessation of international alliance and a strong pcp for Corporate Advisory
- Deliberate transition in Funds Management away from transactional asset management with greater focus on traditional investment management





Underlying EBITDA

- Wealth Advice share of EBITDA increased, benefitting from cost out program and AASB 16 change
- E&P share of underlying EBITDA softer due to lower revenue and higher allocation of shared services costs
- Rationalisation of US operations and reduction in non-FUM based revenue impacted Funds Management underlying EBITDA



■ Wealth Advice ■ E&P ■ Funds Management

Cash flow statement

EVANS DIXON

Cash utilised for repayment of borrowings and co-investment activity

For the period ($m)	Note	1H20	2H19	1H19
Cash flows from operating activities				
NPAT		2.1	4.4	12.4
Add: Depreciation & amortisation	1	12.8	5.2	5.1
Less: Share of equity accounted profits		(1.7)	(0.2)	(1.7)
Add: Share based payments expense		1.2	0.5	0.1
Add: Other non-cash		0.8	0.5	(1.2)
Less: Increase in working capital	2	(5.0)	4.7	(6.9)
Net cash from operating activities		**10.2**	**15.1**	**7.8**
Cash flows from investing activities				
Purchase of financial assets	3	(2.0)	(21.1)	(0.1)
Payments for investment in joint ventures	3	(2.4)	(3.8)	(3.6)
Purchase of subsidiary		-	-	(20.4)
Net purchase of PP&E and intangibles		(1.3)	(2.1)	(2.7)
Dividends received	4	1.1	1.9	0.8
Other CFI		-	(0.0)	2.0
Net cash from investing activities		**(4.6)**	**(25.1)**	**(24.0)**
Cash flows from financing activities				
Net proceeds from borrowings	5	(5.2)	15.0	-
Purchase of treasury shares		-	(1.1)	(7.1)
Dividends paid	6	(6.7)	(10.7)	(13.5)
Payment of lease liabilities	7	(4.7)	-	-
Other CFF		-	(0.4)	-
Net cash from financing activities		**(16.6)**	**2.8**	**(20.6)**
Net movement in cash and cash equivalents		**(11.0)**	**(7.2)**	**(36.8)**
FX movements		0.0	(0.0)	0.2
Opening cash and cash equivalents		45.3	52.5	89.1
Closing cash and cash equivalents		**34.3**	**45.3**	**52.5**

1. D&A increases due to impairment of US right of use asset and write off of fit out following operational review and subsequent premises change
2. Seasonal increase in working capital driven primarily by payment of annual bonuses during the period
3. Continued investment in strategic financial assets and joint ventures during the period. Seed investment in US Solar Fund plc made in 2H19
4. Dividends received primarily from equity accounted investments
5. Term facility repayment of $5m during period, with a further $5m to be repaid by year end
6. FY19 full year dividend payout ratio at 85% of NPATA
7. Payment of lease liabilities primarily comprises of office lease expenses

Balance sheet

EVANS DIXON

Balance sheet supported by strategic investments

For the period ($m)	Note	Dec 19	Jun 19	Variance to Jun 19	Variance to Jun 19
Cash and cash equivalents		34.3	45.3	(11.0)	(24%)
Intangibles		155.7	157.8	(2.1)	(1%)
Trade and other receivables		18.4	21.1	(2.7)	(13%)
Financial assets		26.1	23.1	3.0	13%
Investments accounted for under equity method	1	25.1	22.0	3.1	14%
Right of use assets	2	26.9	-	26.9	100%
Other assets		23.0	27.6	(4.6)	(17%)
Total assets		**309.5**	**296.9**	**12.6**	**4%**
Borrowings	3	(9.9)	(15.0)	5.1	(34%)
Trade and other payables		(9.8)	(14.1)	4.3	(31%)
Lease liabilities	2	(31.2)	-	(31.2)	100%
Other liabilities		(43.3)	(50.0)	6.7	(13%)
Total liabilities		**(94.2)**	**(79.1)**	**(15.1)**	**19%**
Net assets		**215.3**	**217.8**	**(2.5)**	**(1%)**

1 Further investment where there is strong strategic benefit and investor alignment i.e. CVC Emerging Companies Fund, Cordish Dixon Private Equity

2 Recognition of ROUA and lease liability following introduction of AASB 16 *Leases* from 1 July 2019

3 Borrowings used to seed strategic investments repaid from working capital over the period

Income tax expense

EVANS DIXON

Effective tax rate elevated due to changes in USA premises arrangements and DTA write off

For the period ($m)	Note	Australia	USA	Total
Pre tax operating profit before US write offs		9.9	(1.0)	8.9
Impairment of PP&E and USA premises fit out	1	-	(3.5)	(3.5)
Operating profit		**9.9**	**(4.5)**	**5.4**
Prima facie tax expense		(3.0)	1.5	(1.5)
Write off of DTA	2	-	(1.7)	(1.7)
Other	3	-	(0.1)	(0.1)
Income tax expense		**(3.0)**	**(0.3)**	**(3.3)**
Effective tax rate		30%	(7%)	61%
Statutory NPAT		**6.9**	**(4.8)**	**2.1**

1. Premises changes in US business have resulted in a non-cash impairment of property, plant and equipment and office fit out

2. USA deferred tax asset written off as recovery currently not expected however initiatives ongoing

3. For the six month period, the various Australian permanent differences, including amortisation of executive restraints, share based payments expenses, and unrealised gains on investments approximately net to nil

EVANS DIXON

Section 3 Outlook

Peter Anderson

Looking ahead

EVANS DIXON

Plenty of work completed, but more do to

Near term focus and outlook	◊ Immediate focus is on completing Phase 1 business transition to facilitate leveraging scale on our existing infrastructure. Re-build is well progressed but not yet complete ◊ Phase 2 involves growth initiatives required to deliver scale and will be increasing focus over the next 12 to 24 months ◊ We expect a near term softening in performance due to deliberate exit from non–core business, wind down of Dixon Projects, and re-direction of the Funds Management business ◊ Underlying EBITDA for the full year is expected to be between $36 - $39 million. This is compared to underlying EBITDA of $37.1 million for FY19 ($44.5 million when adjusted for AASB 16). This outlook remains subject to: – market conditions – the completion of corporate advisory transactions – potential regulatory changes ◊ We remain committed to our target dividend payout ratio of 75–85% of underlying NPATA
Positioned for medium term growth	◊ Differentiated Wealth Advice service offering of highly educated, quality advisers supported by specialised research and investment staff well positioned for the Australian financial services landscape of the future ◊ Integrated E&P business leveraging market leading capability and strong relationships to grow market share ◊ Improving external distribution of strong performing equities portfolios and alternative investment strategies to drive shareholder returns ◊ Reset and experienced management team focused on delivering on strategic plan and operational efficiencies

Appendix

Underlying reconciliation

Reconciliation of EBITDA and statutory NPAT as stated in the half year financial report to underlying EBITDA and underlying NPATA

For the period $m	1H20	1H19
EBITDA	**19.1**	**22.1**
Employee termination payments	1.7	-
Acquisition related expenses	-	1.2
Underlying EBITDA[1]	**20.8**	**23.3**
Statutory NPAT	**2.1**	**12.4**
After tax amount of above adjustments	1.3	0.9
Amortisation of acquired intangibles	1.9	1.7
Impairment of PP&E	3.5	-
Underlying NPATA[2]	**8.8**	**15.0**

Notes:
1. The 1H20 underlying EBITDA adjustments include $1.7 million in employee redundancy termination payment ($1.3 million after tax). 1H19 adjustments include $1.2 million in expenses relating to the acquisition of Fort Street Advisers, due diligence expenses and other pre-acquisition expenses relating to Evans & Partners ($0.9 million after tax).
2. 1H20 underlying NPATA after tax adjustments include $1.9 million relating to amortisation of intangible assets that arose from the merger with Evans & Partners, acquisition of Fort Street Advisers and the company's IPO (1H19: $1.7 million). Impairment of PP&E includes $3.5 million PP&E impairment expense arising from US business premises changes implemented throughout the period.

Funds Management

Strong performance across thematically diverse equities fund platform and fixed income

Thematically driven investment philosophy leverages expertise from across the Group

Since inception total returns (to 31 December 2019)	FUM ($m)	Inception date	Unit price		NTA[1]	
			Return (p.a.)	vs index	Return (p.a.)	vs index
High conviction/thematic equities investing						
Evans and Partners Global Disruption Fund (ASX: EGD)	250	25 Jul 17	17.6%	2.6%	19.1%	4.1%
Evans and Partners Global Flagship Fund (ASX: EGF)	184	6 Jul 18	16.7%	2.9%	17.7%	3.9%
Evans and Partners Asia Fund (ASX: EAF)	145	14 May 18	10.7%	7.1%	7.9%	4.3%
Evans and Partners International Fund[2]	62	18 Feb 14	15.5%	2.7%	-	-
Evans and Partners International Focus Portfolio[2]	793	20 May 11	17.5%	3.9%	-	-
Evans and Partners Australian Flagship Fund (ASX: EFF)	29	21 Jun 18	8.8%	-0.5%	11.5%	2.2%
Evans and Partners Global Healthcare Portfolio[2]	8	8 Nov 18	13.0%	-2.8%	-	-
Evans and Partners Australian Equities Growth Portfolio[2]	189	16 Mar 11	11.8%	1.1%	-	-
Evans and Partners Australian Equities Income Portfolio[2]	23	16 Mar 11	10.7%	0.0%	-	-
Australian Governance and Ethical Index Fund (ASX: AGM)	36	9 Jul 18	11.3%	1.8%	11.1%	1.6%
Fixed Income						
Evans and Partners Diversified Income Portfolio[2]	168	14 Jun 11	5.0%	2.0%	–	–
Evans and Partners Defensive Plus Portfolio[2]	2	19 Oct 15	2.7%	0.6%	–	–

Notes:
1. NTA provided for listed registered managed investment schemes only
2. Unlisted funds or managed account portfolio
3. Illustrative performance of a $10,000 investment after fees since inception with dividends reinvested
4. Past performance is not a reliable indicator of future financial performance

Funds Management

EVANS DIXON

Real Asset and Private Investment funds delivering good underlying asset performance and yield

Fund strategies developed in response to client demand for access to differentiated asset exposures

Since inception total returns (to 31 December 2019)	FUM ($m)	Inception date	Returns (p.a.)	
			Unit price[1]	NTA[1]
Real Assets				
New Energy Solar Fund (ASX: NEW)	1,278	31 Mar 16	-0.1%	3.5%
US Solar Fund plc (LSE: USF)	296	16 Apr 19	5.0%	0.0%
US Masters Residential Property Fund (ASX: URF)	1,281	28 Jun 11	-2.3%	0.6%
Fort Street Real Estate Capital Fund I[3]	258	3 Jul 13	-	10.3%
Fort Street Real Estate Capital Fund II[3]	182	20 Jun 14	-	5.2%
Fort Street Real Estate Capital Fund III[3]	237	7 Dec 16	-	2.9%
Fort Street Real Estate Capital Fund IV[3]	120	1 Jun 18	-	-1.0%
Private Investments				
Cordish Dixon Fund I (ASX: CD1)	75	13 Aug 12	9.0%	12.5%
Cordish Dixon Fund II (ASX: CD2)	129	5 Apr 13	8.9%	12.7%
Cordish Dixon Fund III (ASX: CD3)	135	26 Jul 16	-1.6%	6.0%
Cordish Dixon Fund IV[3]	114	30 Apr 18	-	6.3%
CVC Emerging Companies Fund[3]	30	18 Apr 19	-	3.5%
Venture Capital Opportunities Fund (Square Peg) [3]	10	17 Jul 18	-	11.3%

Notes:
1. Unit price and NTA provided for listed registered managed investment schemes only
2. Illustrative performance of a $10,000 investment after fees since inception with dividends reinvested
3. Unlisted funds
4. Past performance is not a reliable indicator of future financial performance

Glossary

EVANS DIXON

AASB 16 - Australian Accounting Standard AASB 16 *Leases*

Advice and services margin – is defined as advice and services based revenue divided by average funds under advice

AGM – Annual General Meeting

Amortisation of acquired intangibles – includes amortisation of intangible assets arising from the acquisitions of Evans & Partners, Fort Street Advisers and amortisation of executive restraint covenants

CEO – chief executive officer

CFO – chief financial officer

D&A – depreciation and amortisation

DCM – debt capital market

DTA – deferred tax asset

EAP – Evans & Partners

EBITDA – is defined as earnings before interest, tax, depreciation and amortisation

ECM – equity capital market

EPS – earnings per share

FUA – funds under advice

FUM – funds under management

FUM based fee margin – is defined as FUM based net revenue divided by average FUM

HNW – high net wealth

IFA – Independent Financial Adviser

Impact of AASB 16 – adjustment to reflect the impact of AASB 16 *Leases* for the relevant period

IPO – initial public offering

KPI – key performance indicator

M&A – mergers and acquisitions

MDA – managed discretionary account

NAV – net asset value

Net revenue – is defined as total revenue less the cost of goods sold incurred in the provision of such services

NPAT – net profit after tax

NTA – net tangible assets

Opex – operating expenses

PCP – prior comparable period

PP&E – property, plant and equipment

RE – Responsible Entity

ROE – return on equity

ROUA – right of use asset

SMA – separately managed account

SMSF – Self Managed Superannuation Fund

UHNW – ultra high net wealth

Underlying EBITDA – is defined as earnings before interest, tax, depreciation, amortisation and extraordinary items

Underlying EBITDA margin – is defined as underlying EBITDA divided by net revenue

Underlying EPS – is defined as underlying NPATA divided by weighted average shares outstanding

Underlying NPATA – is defined as net profit after tax before amortisation of acquired intangibles and extraordinary items

Underlying NPATA margin – is defined as underlying NPATA divided by net revenue

URF – US Masters Residential Property Fund (ASX: URF)