



19 February 2026

# Half Year 2026 (H1 FY26) Results Presentation

Prime Financial Group Ltd (ASX:PFG)

# Who We Are

Founded on the principle of Connected Advice Experiences

We are a market-leading Advice, Capital & Asset Management Group

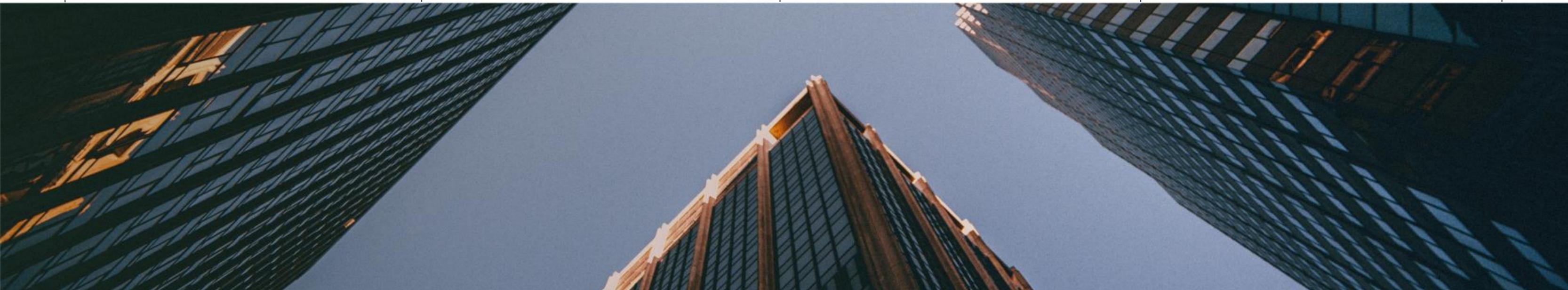
Delivering Services, Insights, and Investments for Emerging Businesses, Founders and High Net Worth Investors

**\$1.9B**  
FUM

**219**  
Team Members

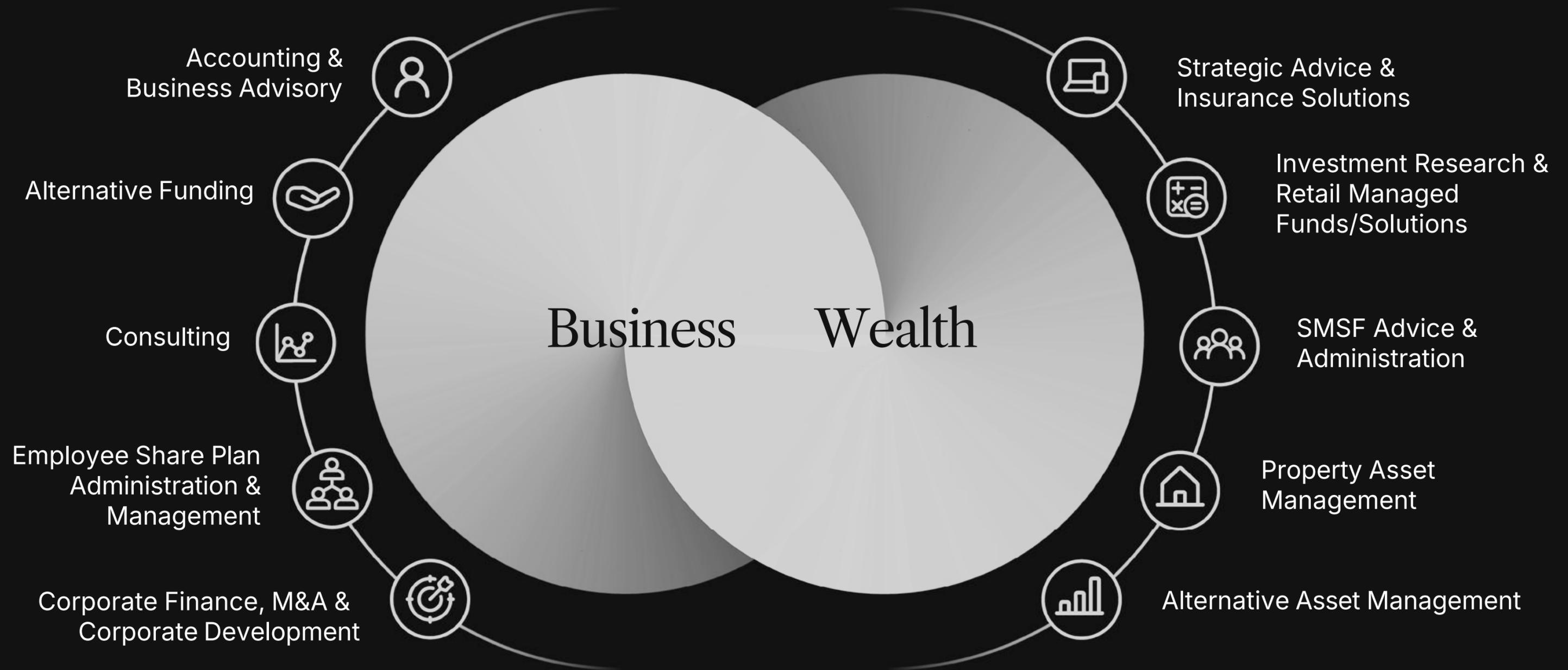
**Global  
Footprint**

**28**  
Year History



# How We Do It

OneConnected team & service - Building scale and capability organically and via acquisition





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# Financial Results H1 FY26

*aspire, innovate, grow & impact*

# H1 FY26 Financial Highlights

Total Revenue

**+31%** to  
**\$30.1M**

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Revenue per FTE

**+13%\*** to  
**\$249K**

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Underlying EBITDA Margin (Members)

**22%**  
(H1 FY25: 18%)

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Underlying EBITDA (Members)

**+60%** to  
**\$6.5M**

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Reported EBITDA (Members)

**+88%** to  
**\$6.3M**

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\*Comparison to June 2025

# H1 FY26 Financial Highlights

Reported Earnings Per Share (EPS)  
(Members)

**+161%** to  
**1.20 cps**

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NPAT (Members)

**+182%** to  
**\$3.1M**

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NPATA (Members)

**+112%** to  
**\$3.6M**

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Debt to Underlying EBITDA  
(Members)

**1.2X**  
(FY25: 1.3X)

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Operating Cash Flow

**+298%** to  
**\$3.2M**

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Interim Dividend

**+4%** to  
**0.80 cps**

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# H1 FY26 Operational Highlights

## People & Culture

- Staff numbers steady across the Group
- Additional mentoring & leadership programs implemented and expanded to incorporate AI

## M&A and integration

- Two additional client bases acquired totaling \$1.7M in annualized revenue (Wealth & Business)
- Lincoln acquired in May 2025, largest acquisition of 6 completed in the last 3 years, now fully integrated

## Funding & Finance

- Upgraded \$43M funding facility executed in December 2025 with Westpac
- Typical acquisition structure 20 – 50% shares in Prime, with the remaining cash consideration over a 3-year earn-out period

# H1 FY26 Operational Highlights

## Growth & Technology

- M&A momentum increasing, complemented by organic growth and the impact of the 'OneConnected' strategy
- Dedicated Sales & Account Management consolidating
- Data integration and piloting AI have commenced with phase 1 of the Group CRM to be delivered in May 2026

## Marketing & Events

- Continuing to build the Prime brand in the mid-market space, both through digital and physical activities targeted at ideal clients seeking multiple services

## Service Offering & Clients

- Focus has remained on integrating client offerings and consolidating Go-to-Market strategies whilst moving towards a unified platform for self directed, managed and advised clients

# Key Themes Driving Growth

01.

Intergenerational  
wealth and business  
transfer

02.

Private markets,  
alternative assets  
/ funding and  
property

03.

M&A and business  
succession

04.

Technology, AI,  
platforms and  
digital engagement

05.

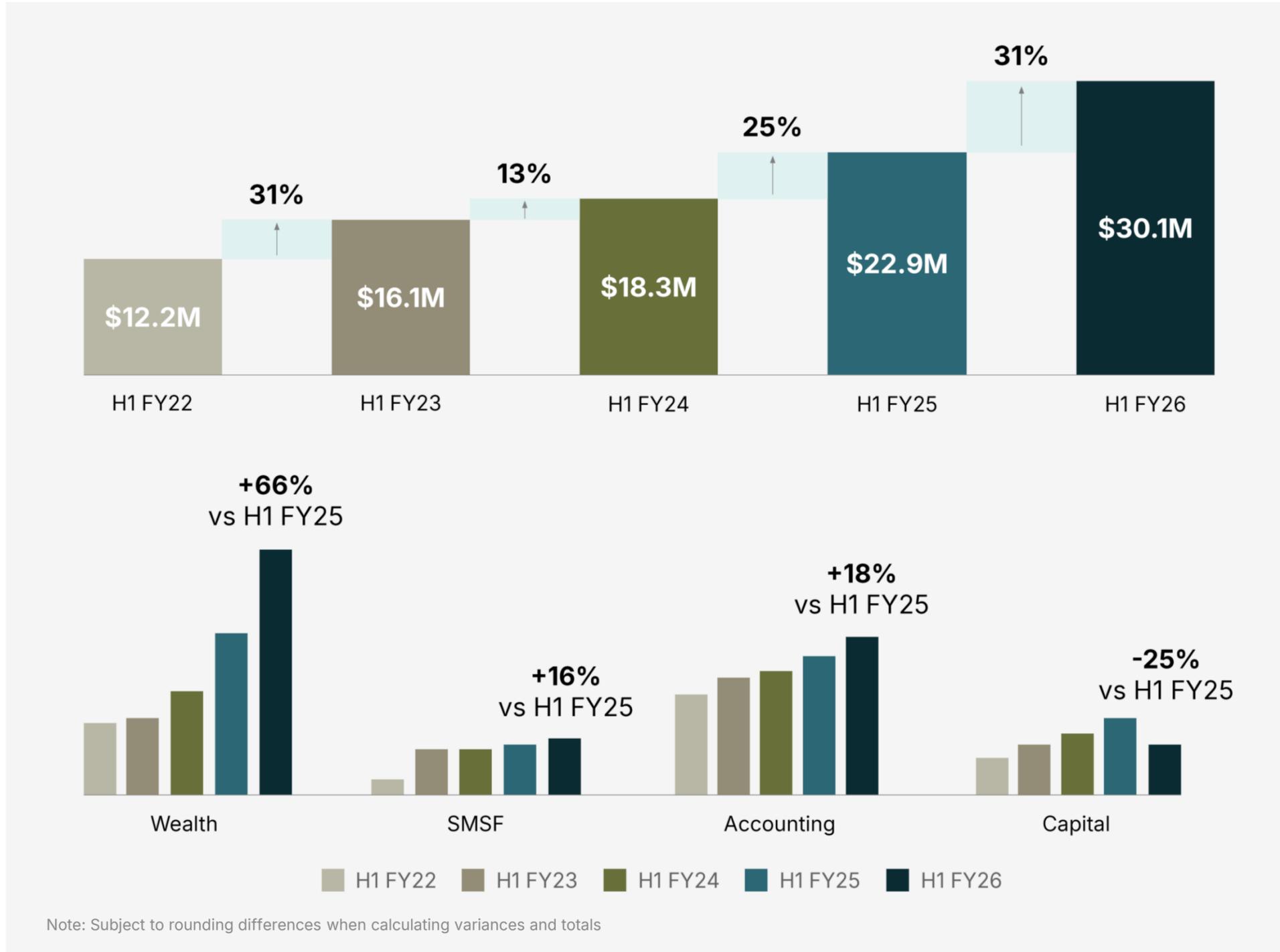
Mid-market  
opportunity

# Profit & Loss: Continued Strong Growth

Financial Highlights	H1 FY26	H1 FY25	Change
<b>Underlying (Members)</b>			
Revenue - Wealth	\$18.8M	\$12.0M	57% ↑
Revenue - Business	\$11.2M	\$10.9M	3% ↑
Revenue - Other	\$0.2M	-	100% ↑
<b>Total Revenue</b>	<b>\$30.1M</b>	<b>\$22.9M</b>	<b>31% ↑</b>
Expenses - Total	(\$23.6M)	(\$18.8M)	(26%) ↓
<b>EBITDA*</b>	<b>\$6.5M</b>	<b>\$4.1M</b>	<b>60% ↑</b>
EBITDA Margin	22%	18%	4% ↑
<b>Reported (Members)</b>			
EBITDA	\$6.3M	\$3.4M	88% ↑
NPATA	\$3.6M	\$1.7M	112% ↑
NPAT	\$3.1M	\$1.1M	182% ↑
<b>Reported EPS - cents per share (cps)</b>	<b>1.20</b>	<b>0.46</b>	<b>161% ↑</b>

\*EBITDA is defined as earnings before interest, tax, depreciation and amortisation.  
Note: Subject to rounding differences when calculating variances and totals

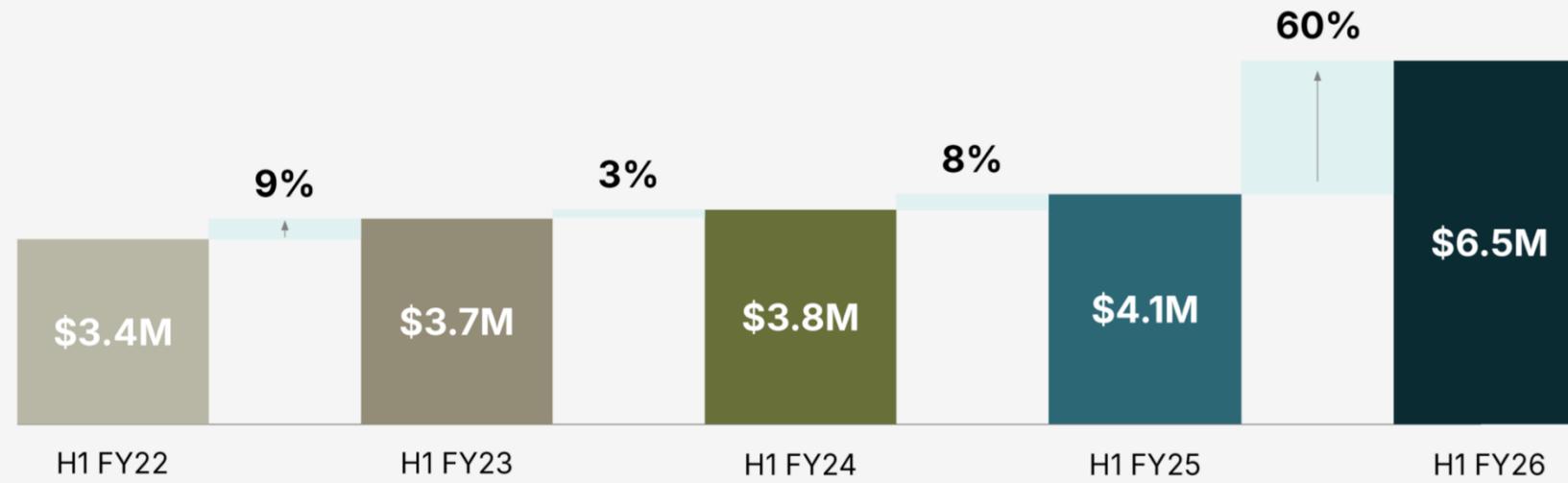
# History of Robust Revenue Growth



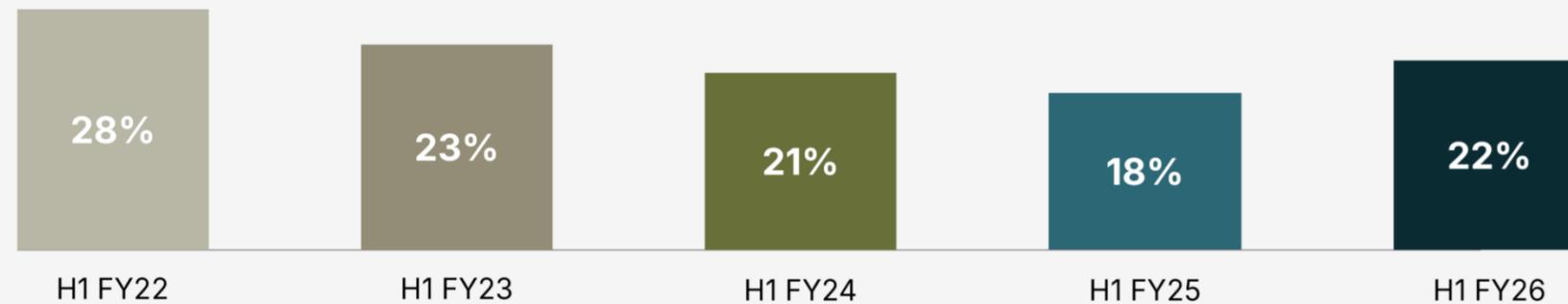
- Approximately 78% of total revenue is generated from existing clients on a recurring basis. This increased 11% (June 25: 70%), reducing reliance on transactional revenue, which is being de-emphasized
- Our goal is to double FY25 revenue to \$100M by FY28 – FY30. Current annualised run rate revenue is \$60M

# Underlying EBITDA and Margin

Underlying EBITDA H1 FY22 – H1 FY26 (\$M)



Underlying EBITDA Margin H1 FY22 – H1 FY26 (%)



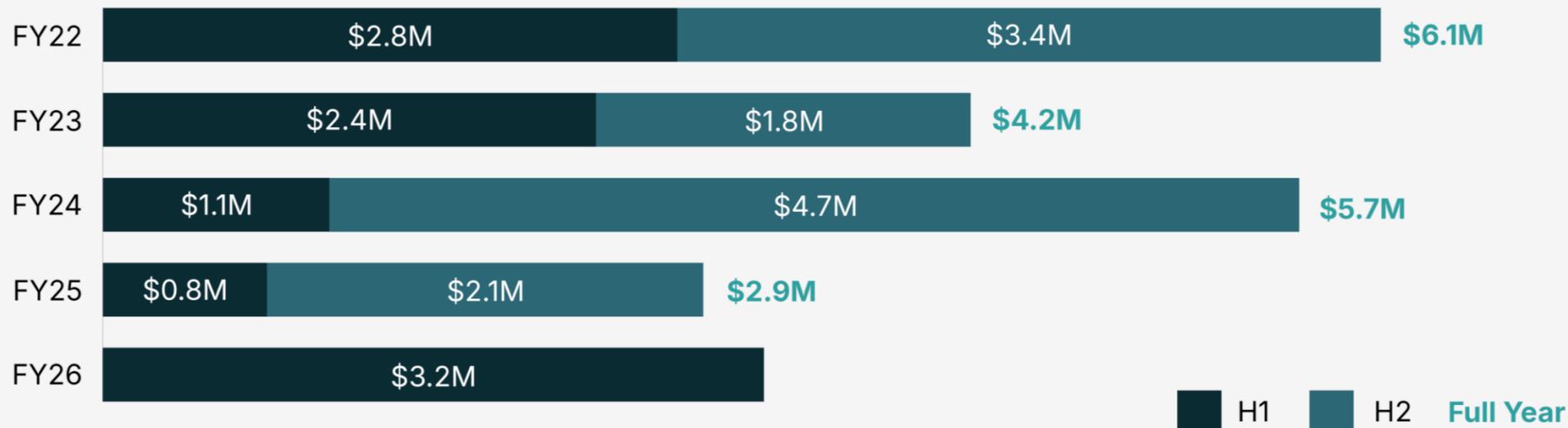
Note: Subject to rounding differences when calculating variances and totals

- Material step-up in Underlying EBITDA with few non-recurring items
- More balanced half on half earnings profile
- Margin has substantially improved versus PCP

# Balance Sheet, Group Net Debt & Cashflow

Group Balance Sheet	At 31 December 2025 (\$M)	At 30 June 2025 (\$M)
Cash and cash equivalents	0.7	2.4
Total assets	106.8	104.0
Borrowings	(18.3)	(17.3)
Total liabilities	(45.3)	(45.0)
<b>Net assets</b>	<b>61.5</b>	<b>59.0</b>
Non controlling interests	0.5	0.7
Equity attributable to equity holders of the parent	61.0	58.4
Total Equity	61.5	59.0
Group Net Debt	(17.5)	(14.9)

## Net Operating Cashflow FY22 – H1 FY26

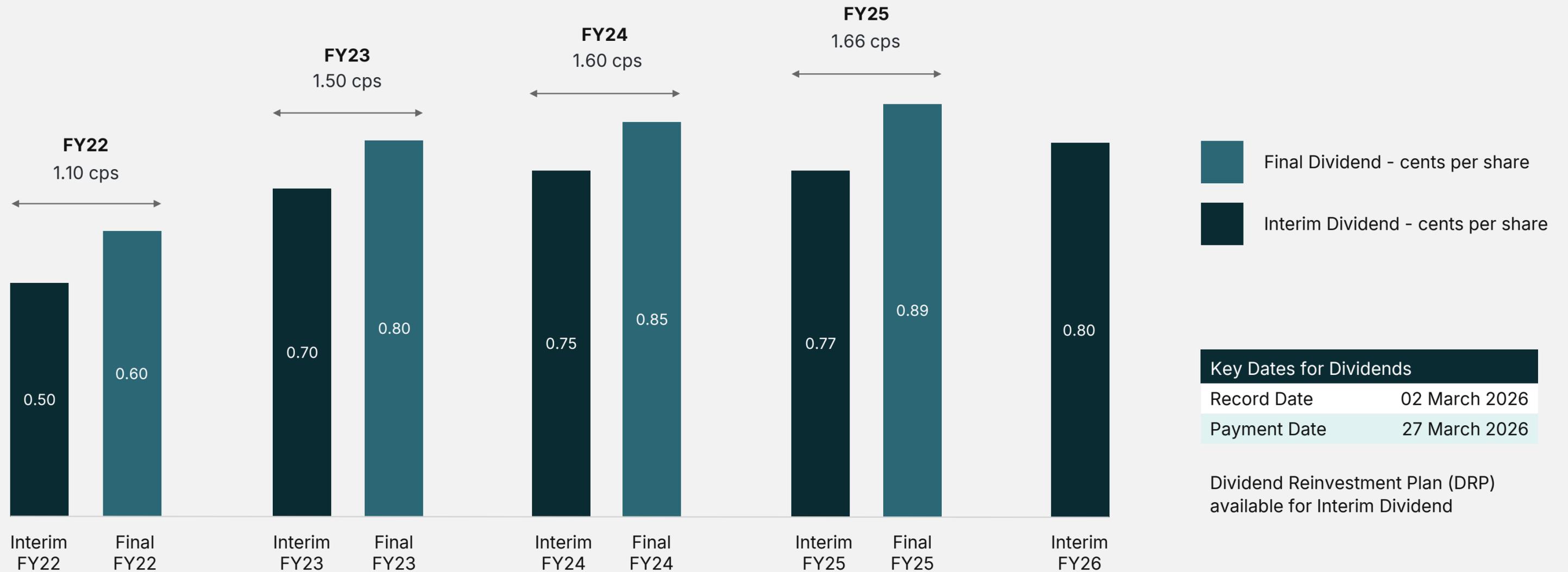


Note: Subject to rounding differences when calculating variances and totals

- Substantial Balance Sheet Flexibility
- Group Net Debt/Underlying EBITDA (Members) is 1.2X
- Ability to access \$43M+ banking facilities with Westpac to fund growth (previously \$41M+)
- Net Operating Cashflow of +\$3.2M

# Dividends

## Dividends: FY22 – H1 FY26



Key Dates for Dividends	
Record Date	02 March 2026
Payment Date	27 March 2026

Dividend Reinvestment Plan (DRP) available for Interim Dividend

Prime 

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# Strategy

*aspire, innovate, grow & impact*

# Focus & Outlook FY26

01.

## Organic Growth

- Organic growth to be driven across core services
- Cross-sell & OneConnected client strategy to compliment core growth

02.

## Delivering Accretive Acquisitions

- NBIO signed (Wealth Segment) – Research & Asset Management Business (Ongoing)
- Growing pipeline of opportunities in-line with target revenue of \$100M by FY28-FY30

03.

## Scale & Technology Efficiencies

- Investment in IT and infrastructure
- Consolidating existing capabilities
- CRM enhancements
- Efficiency improvements, including piloting AI tools

04.

## Outlook FY26

- Revenue +15-20%
- UEBITDA +20-25%
- Operating Cashflow +125-150%
- Dividends +3-5%

# Contact

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# Appendices

*aspire, innovate, grow & impact*

# EBITDA & NPAT

\$'000 AUD	H1 FY26	H1 FY25
Reported net profit after tax from operations (Group)	3,426	1,347
Add: Tax expense	877	63
Add: Interest expense/(income)	1,079	1,080
EBIT (Group)	5,382	2,490
Add: Depreciation	150	106
Add: Amortisation	1,237	1,131
Foreign Exchange (Gain)/Loss	(4)	3
Reported EBITDA (Group)	6,765	3,731
<b>Adjustments</b>		
Non recurring expenses including Acquisitions, Investment in New Service Offerings, Restructuring & Repositioning	222	633
Fair value movements on Financial assets	108	57
Fair value movement on contingent consideration	(182)	-
Underlying EBITDA (Group)	6,913	4,420
<b>Underlying EBITDA (Members)</b>	<b>6,492</b>	<b>4,066</b>
Reported EBITDA (Members)	6,344	3,376

Note: Subject to rounding differences when calculating variances and totals

# Non-Recurring Expense Items

H1 FY26 was impacted by the following non-recurring expense items, totaling \$0.2M

## Acquisitions & Divestments

H1 FY26: \$0.2M

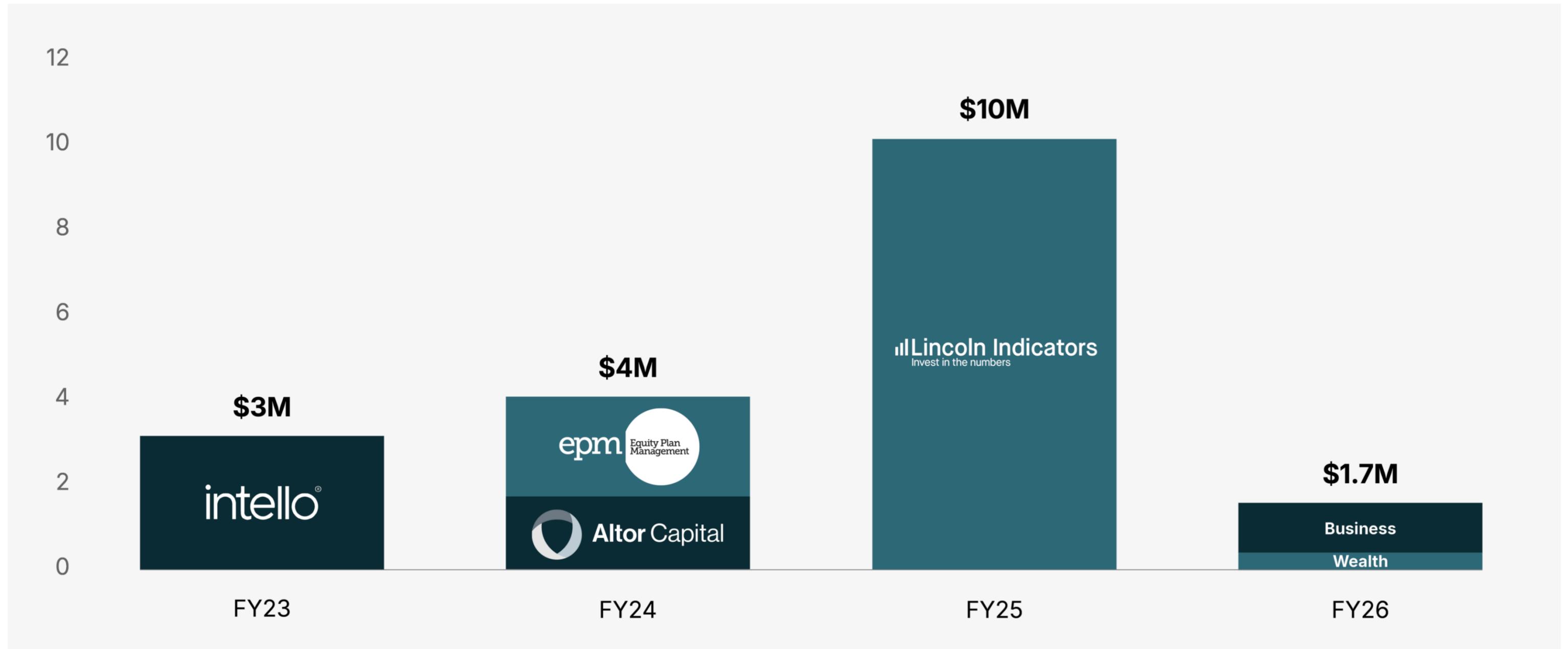
- Due diligence fees for acquisition opportunities and divestment of assets

## Acquisitions, Restructuring & Repositioning

H1 FY25: \$0.6M

- EPM & future acquisition (such as the Wealth firm Prime signed an NBIO with) expenses
- Offer Entitlement expenses (Capital Raising)
- Non recurring salaries
- India Implementation and Melbourne Office resizing/refit
- New Fund Establishment

# Recent M&A Activity – Revenue Acquired



# Prime Timeline\*

\*Calendar years



# Our Journey In Numbers

13,000+

Clients served in  
Wealth Management  
& SMSFs

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2,200+

Businesses supported

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1,000+

Clients assisted with  
funding for innovation and  
new product development

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100+

SMEs invested in,  
in the past 5 years

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500+

Clients advised on  
growth, transition and  
succession

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250+

Professional advice firms  
supported in their client  
services efforts

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# Why Ownership Matter

- Currently 44% of Prime is owned by staff and associates
- We encourage our staff to have an 'ownership' mentality and to work collaboratively, enabling them to help co-create the firm of the future
- We do this through our equity/business ownership plan (Long-Term Incentive (LTI)/Performance Rights) that connects all team members through the same shared growth orientated financial goals as OneConnected team
- This philosophy is maintained in our acquisition strategy where a typical acquisition consideration structure allows for up to 50% in Prime shares with part of the share consideration earned based on performance over time. This structure continues the 'ownership' mentality and vested interest in the future success of Prime as an owner



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