

## ASX AND MEDIA RELEASE

**Wednesday, 21 April 2021**

### **TRADING UPDATE AND FY21 GUIDANCE**

Sequoia Financial Group Limited (ASX: **SEQ**) (**Sequoia** or the **Company**) is pleased to provide a profit update for the 2021 Financial Year.

When presenting the half-year accounts in February this year the Company provided guidance that the FY21 result would be approximately \$110 million of revenue with an EBITDA of \$7 million.

We are pleased to provide updated guidance confirming we expect to exceed this previous EBITDA guidance by approximately 25% – with updated guidance for EBITDA to be in a range between \$8.5 million and \$9 million.

We expect revenue for FY21 to now be in a range between \$110 million and \$120 million.

This updated guidance follows a very strong third trading quarter and strong start to April across the wealth, equity markets and professional services divisions.

The group strategy of providing multiple services to accountants, financial planners and third party AFSL holders continues to show strong growth, both organic and by acquisition, with very strong pipelines in place to support a continued growth momentum into FY22.

The updated guidance is a significant improvement on the 2020 result as shown in the table below:

<b>(\$Am)</b>	<b>FY21 Guidance</b>	<b>FY 20 Actual</b>
<b>Revenue</b>	\$110m to \$120m	\$84.5 million
<b>EBITDA</b>	\$8.5 m to \$9 m	\$4.82 million

**This announcement was authorised for release by the Board of Directors.**

**For further information please contact:**

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**ABOUT SEQUOIA FINANCIAL GROUP LTD**

ASX-listed Sequoia Financial Group Ltd (ASX: SEQ) is an integrated financial services company providing products and services to self-directed retail and wholesale clients and those of third-party professional service firms.

It provides:

- Investment and superannuation products
- Wealth management and advisory services
- Corporate advisory and capital markets expertise
- Retail, wholesale and institutional trading platforms
- Market data and financial news services

Sequoia operates various AFS Licenses and its subsidiary Morrison Securities Pty Ltd is an ASX Market Participant.

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The strong performance is attributed to numerous factors including successful integration of transactions reported during the current year including:

- Recent business and adviser acquisitions reporting better than budgeted results (including Panthercorp, Phillip Capital Advisers and Total Cover);
- Continued strong growth in the Morrison Securities monthly trading volumes;
- Stronger than expected brokerage and commissions from the financial planning and stock broking businesses; and
- Improved performance in the SMSF administration and document businesses.

The Company is continuing to explore acquisition opportunities where they will add value to our core customers comprising accountants, financial planners and third party AFSL holders.

The forecasts outlined are preliminary and subject to finalisation of the group's results by the Company's auditors.

**-ENDS -**

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