WT Financial Group Limited (ASX: WTL)
Appendix 4E - Preliminary Final Report FY2024
30 August 2024

1. Company Details

Name of entity:	WT Financial Group Limited
ABN:	87 169 037 058
Reporting period:	For the year ended 30 June 2024
Previous period:	For the year ended 30 June 2023

2. Results of announcement to the market

		$'000
Revenue from ordinary activities	up 15% to	186,002
Operating profit (before depreciation, amortisation, interest and tax)	Down 2% to	6,338
Statutory net profit before tax (prior year loss)	Down 1% to	4,806
Profit after tax from ordinary activities attributable to the owners of WT Financial Group Limited (prior year loss)	Down 7% to	3,854

This report should be read in conjunction with any public announcements made in the period by WT Financial Group Limited in accordance with ASX Listing Rules and its audited Consolidated Financial Statements accompanying this Appendix 4E.

2.1 Commentary

WT Financial Group Limited has established itself as amongst the very largest financial adviser networks in Australia. Its wealth management, retirement planning and personal risk insurance advice services are delivered primarily through a group of privately-owned advice practices whose advisers operate as authorised representatives under its Wealth Today Pty Ltd (Wealth Today), Sentry Group Pty Ltd (Sentry), Synchron Advice Pty Ltd (Synchron) and Millennium 3 Financial Services Pty Ltd (M3) (acquired 08 December.2024) subsidiaries collectively operating as its business-to-business (B2B) division.

The Group's B2B operations contribute more than 99% of Revenue from Ordinary Activities and are the engine-room for growth.

A summary of FY2024 results is provided in the commentary below.

FY2024 Audited Results

The Company's FY2024 *Consolidated Statement of Profit & Loss and Other Comprehensive Income* is included in its audited Consolidated Financial Statements accompanying this Appendix 4E.

Total Revenue & Other Income for the underlying business was up 15.5% to $185.4M (FY2023 $160.5M), with Direct Cost of Sales of $167.4M (FY2023 $145.4M).

Earnings Before Interest and Tax ("EBIT") for the underlying business was up 41.5% to $5.2M (FY23 $3.7M) after Total Operating Expenses of the underlying business increased just 15.8% to $12.3M (FY23 $10.6M); and Depreciation & Amortisation fell to $624K (FY23 $832K).

One-off income and expenses (positively) impact Statutory Results

Adding to the result of the underlying business, net one-off income and expenses relating to the sale of assets (B2C mortgage book) and purchase of assets (M3) during the Period positively impacted profit by $357K.

The impact has increased the Statutory NPBT to $4.8M (FY23 result was $4.9M, after a positive impact on the underlying business of $2.0M from gains on contracts related to prior acquisitions).

Statutory Tax Expense of $953K (FY2023 $736K) resulted in a Statutory NPAT of $3.9M (FY23 $4.1M).

However, with the benefit of carried-forward tax losses no cash tax liability will arise. Notwithstanding carried-forward tax losses, the Company has a franking credit balance more than $1.4M, which will enable a dividend to be fully franked.

2.2 Cashflow

The Company's FY2024 *Consolidated Statement of Cash Flows* is included its audited Consolidated Financial Statements accompanying this Appendix 4E.

Cashflow from operating activities was $5.45M (FY2023 cashflow of $2.90M), inclusive of the payment of $974K of prior period acquired liabilities associated with its March 2023 acquisition of Synchron, and restructuring costs that were expensed in the prior year.

During the period the Company also, cash-settled $2.0M payments associated with its December 2023 acquisition of M3.

The Company's cash balance on 30 June 2024 was $8.10M (FY2023 $5.31M).

2.3 Balance Sheet

The Company's FY2024 *Consolidated Statement of Financial Position* is included in its audited Consolidated Financial Statements accompanying this Appendix 4E.

The Company's Net Asset position as at 30 June 2024 was $29.43M (FY2023 $25.57M).

2.4 Changes in Equity

The Company's FY2024 *Consolidated Statement of Retained Earning and Changes in Equity* is included in its audited Consolidated Financial Statements accompanying this Appendix 4E.

As at 30 June 2024 there were a total of 339,234,358 fully-paid ordinary shares on issue (30 June 2023 of 339,234,358).

2.5 Dividends

The Company declared a fully franked final dividend of 0.5 cents a share.

Dividend Re-investment Plan (DRP)

The Company operates a Dividend Reinvestment Plan (DRP). Under the terms of the DRP the Directors have the ability to limit the amount of dividend which may be invested in subscription for shares under the DRP; determine the issue price for each issue of shares under the DRP and determine the discount to the weighted average market price that will be used to calculate the issue price for each issue of shares under the DRP; and suspend, amend or terminate the DRP.

The DRP will operate with shareholders invited to participate with part or all of their holding subject to a minimum re-investment of $35.00 and a maximum of $35,000. The issue price for DRP shares will be 8 cents per share calculated by reference to the volume weighted trading price of WTL share between 30 July 2024 and 28 August 2024, discounted by 5%.

2.6 Audited financial statements

The Company's Consolidated Financial Statements were released today and accompany this Appendix 4E.

Authorised for release by:
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CONSOLIDATED FINANCIAL STATEMENTS

for the Year Ended 30 June 2024

WT FINANCIAL GROUP LIMITED

ABN 87 169 037 058

Contents

The directors present their report, together with the consolidated financial statements of WT Financial Group Limited (**WTL** or the **Company**) and its subsidiaries and controlled entities (the **Group**) for the financial year ended 30 June 2024 (**FY2024**) and the Auditor's Report thereon.

The Company listed on the Australian Stock Exchange on 15 March 2015. Its ASX code is WTL. The Company's Corporate Governance Statement is located at wtfglimited.com.

Principal activities

WT Financial Group Limited has established itself as amongst the very largest financial adviser networks in Australia. Its wealth management, retirement planning and personal risk insurance advice services are delivered primarily through a group of privately-owned advice practices whose advisers operate as authorised representatives under its Wealth Today Pty Ltd (**Wealth Today**), Sentry Group Pty Ltd (**Sentry**) (acquired 19 July 2020) Synchron Advice Pty Ltd (**Synchron**) (acquired 15 March 2022) and Millenium3 Financial Services Pty Ltd **(M3)** (acquired 8 December 2023) subsidiaries collectively operating as its business-to-business (**B2B**) division.

Each of Wealth Today, Sentry, Synchron, and M3 are B2B brands (rather than consumer-facing brands), with financial advice practices in the Group operating under their own company, business and brand names - enabling them to build personal connection to their clients and the communities in which they operate.

WTL provides its financial advice practices a comprehensive range of licensing, risk management & compliance, education & training, and technical support; and practice management and development services, including extensive consumer marketing and education tools through its Wealth Adviser central support hub. This structure enables it to deliver supports in an efficient and consistent manner that maximises the benefits of scale for all advisers in its networks.

Wealth Adviser also offers services and solutions to advisers external to its own advice networks including in-person and livestreamed seminar and professional development programs and the through the publication of a library of more than 100 financial literacy handbooks and manuals in both digital and printed formats.

WTL's success with the integration of its acquisitions has enabled it to achieve a strong revenue and profit result during the period. Its network of financial planners and advisers collectively has in excess of $20Bn of assets under advice; annual in-force personal insurance premiums of more than $400M; and is responsible for circa $25M of new insurance premium sales annually.

The Group's B2B operations contribute more than 95% of *Revenue from Ordinary Activities* and are the engine-room for growth.

The Group's business to consumer (**B2C**) division delivers a range of financial advice services directly to wholesale and retail clients through its Spring Financial Group brand.

These operations help underwrite critical intellectual property, and skilled human resources experienced in the practical application of financial advice and services, which enable the Group to provide meaningful "real world" support and insights to the independently owned advice practices it supports. The Group's B2C operations also serve as a "research and development lab" for both consumer and practice management strategies - setting the Group's B2B operations apart from dealer groups that have no exposure to the practical application of the marketing and delivery of advice to consumers on a day-to-day basis.

Operating Results and Review of Financial Position

A summary of FY2024 results is provided in the commentary below.

A. Operating results for the year

Total *Revenue & Other Income* for the underlying business was up 15.5% to $185.4M (FY2023 $160.5M), with *Direct Cost of Sales* of $167.4M (FY2023 $145.4M).

Earnings Before Interest and Tax ("EBIT") for the underlying business was up 41.5% to $5.2M (FY23 $3.7M) after Total Operating Expenses of the underlying business increased just 15.8% to $12.3M (FY23 $10.6M); and Depreciation & Amortisation fell to $624K (FY23 $832K).

The strong result represents the fourth consecutive year of compounding growth for the underlying business and has provided for a return to dividends.

The Board declared a fully franked dividend of 0.5 cents and has reinstated its policy to pay dividends biannually (subject to available cash).

One-off income and expenses (positively) impact Statutory Results

Adding to the result of the underlying business, net one-off income and expenses relating to the sale of assets (B2C mortgage book) and purchase of assets (M3) during the Period positively impacted profit by $357K.

The impact has increased the Statutory NPBT to $4.8M (FY23 result was $4.9M, after a positive impact on the underlying business of $2.0M from gains on contracts related to prior acquisitions).

Statutory Tax Expense of $953K (FY2023 $736K) resulted in a Statutory NPAT of $3.9M (FY23 $4.1M).

However, with the benefit of carried-forward tax losses no cash tax liability will arise. Notwithstanding carried-forward tax losses, the Company has a franking credit balance more than $1.4M, which will enable a dividend to be fully franked.

Net assets as at 30 June 2024 increased 14.9% to $29.4M (30 June 2023 $25.6M), and the Company had a total of 339.2M shares and 1.5M options on issue as at 30 June 2024. No shares or options were issued during the Period.

Segments

The Company's FY2024 Segment Reporting is included at Note 4 of the financial statements.

The Group's primary B2B Segment (which includes its Wealth today, Sentry, Synchron, and M3 advice network operations) recorded NPBT of $11.68M (FY2023 $7.51M); while its B2C Segment recorded NPBT of $1.25M (FY2023 $734k).

B. Review of financial position

The Company's FY2024 *Consolidated Statement of Financial Position* is included in the financial statements.

Cash and Cash Equivalents increased 52.4% to $8.1M at year end (30 June 2023 $5.3M) net of a $2.0M cash payment in December 2023 related to the acquisition of Millennium3 ("M3").

The Company's Net Asset position in as at 30 June 2024 increased 14.9% to $29.43M (FY2023 $25.57M).

Net Tangible Assets (NTA) were $(3.73M) (FY2023 $(5.52M)).

The Group had drawn financing facilities of $6.7M (FY2023 $6.7M) the terms of which are more fully detailed in Note 11(a).

C. Cash from operations

The Company's FY2024 *Consolidated Statement of Cash Flows* is included in financial statements.

Cashflow from operating activities was $5.45M (FY2023 cashflow of $2.90M), inclusive of the payment of $974K of prior period acquired liabilities associated with its March 2023 acquisition of Synchron, and restructuring costs that were expensed in the prior year.

During the period the Company also cash-settled $2.0M payments associated with its December 2023 acquisition of M3.

The Company's cash balance on 30 June 2024 was $8.10M (FY2023 $5.31M).

Capital management

The Company $2.015M payments associated with its December 2023 acquisition of M3.

Volume-weighted shares-on-issue for the period were 339.23M - with a total of 339.23M shares and 1.5M options on issue on 30 June 2024. Basic EPS was 1.136 CPS; and diluted EPS at 1.131 CPS.

Dividends

A fully franked dividend of 0.5 cents has been declared for the period. The Company retains its policy to pay fully franked dividends at least annually, as and when available profit and cashflow provide.

Notwithstanding its carried-forward tax losses, the Company has a franking credit balance of $1.49M which will enable it to pay future franked dividends in advance of any cash tax liability arising.

Indemnity and insurance of officers

The Company has entered into director protection deeds with each Director and an officer protection deed with the company secretary. Under these deeds, the Company has agreed to indemnify, to the extent permitted by the Corporations Act 2001, each officer in respect of certain liabilities which the officer may incur as a result of, or by reason of (whether solely of in part), being or acting as an officer of the Company.

The Company has also agreed to maintain in favour of each officer a directors' and officers' policy of insurance for the period that they are officers and for seven years after they cease to act as officers.

Disclosure of the insurance premiums and the nature of liabilities covered by such insurance are prohibited by the relevant contracts of insurance.

Proceedings on behalf of the company

No person has applied to the Court under section 237 of the Corporations Act 2001 for leave to bring proceedings on behalf of the company, or to intervene in any proceedings to which the Company is a party for the purpose of taking responsibility on behalf of the Company for all or part of those proceedings.

Environmental Regulation

The Group's operations are not subject to any particular significant environmental regulations under a law of the Commonwealth or of a State or Territory legislation.

Audit services

In.Corp Audit & Assurance Pty Ltd (In.Corp) (formerly Rothsay Audit & Assurance Pty Ltd) was the auditor of the Company and all Group entities and is the Group's lead auditor.

Details of the amounts paid to the auditor In.Corp, and/or their related-party firms for audit services provided during the financial year and/or the prior corresponding period are provided in Note 19 to the financial statements.

Events after the reporting date

Since the reporting date, the Company cash settled a $1M payment to the vendors of Synchron representing the release of the Synchron Warranty lockup in accordance with the Synchron Share Purchase Agreement. This concludes any payments associated with previous acquisitions.

Also subsequent to the reporting date, Mr Frank Paul, the Company's Joint-COO and head of risk, accepted an offer from the Company's Board to participate in the WT Financial Group Limited Equity Incentive Plan the Company and Mr Paul accepted. Under the offer the Company has agreed to issue up to 3,000,000 Rights to the Company's to Mr Paul in recognition of his contribution.

There were no other events occurring after the reporting date that have had a material impact on the Company.

Likely developments (and risks)

Other than as contained within the Directors' Report, above, likely developments in the operations of the Group and the expected results of those operations in future financial years have not been included in this report as the inclusion of such information is likely to result in unreasonable prejudice to the Group.

The potential risks associated with the Group's business are outlined below.

Regulatory and Licensing Requirements and Compliance

The Company, through its various 100%-owned subsidiaries, operates in highly regulated markets that require it to hold licences, registrations and other authorities and approvals that impose considerable statutory obligations, including with respect to monitoring and supervision of its authorised representatives.

There is a risk that regulatory and supervisory requirements, if not met, or if breached, could result in restrictive conditions being imposed or a suspension or cancellation of the licence or registration, resulting in material financial impact on the Group by way of loss of income and/or administrative or civil penalties.

While these risks can never be eliminated, the Group manages these through a comprehensive compliance and risk management framework; and through extensive internal monitoring and reporting across key aspects of its operations, including the operations and conduct of its authorised representatives. Where deemed appropriate the Company also seeks external legal and compliance advice.

Legislative and Regulatory Changes

There is a risk that legislative or regulatory changes could adversely affect the Group's ability to offer certain products or services and/or its ability to earn revenue from them and/or affect the ability of clients or potential clients of the Group to access certain products or services or make them less attractive to them.

Management of Future Growth

The Company expects to continue to experience growth and increase in the number of its authorised representatives, employees and officers. There is therefore a risk that the scope of its supporting infrastructure will be inadequate and/or systems that are not implemented and improved in a timely manner. The Group manages these risks through the recruitment of experienced operational personnel and the use of appropriate external consultants and contractors.

People risk

Given the nature of the Group's activities as a professional services business there is a risk that the loss of key executives and contractors could cause consequential material business interruption. The Group manages this risk through its succession planning; appropriate restraints to protect ongoing business; and through market-competitive remuneration and career development opportunities.

Fraud or embezzlement of Group or client funds

There is a risk that employee and authorised representative due diligence and monitoring is insufficient and/or that day-to-day operational controls are inadequate. The Group manages these risks through comprehensive risk management framework that includes fidelity and professional indemnity insurance, and appropriate policies and procedures that are regularly reviewed.

Client dispute and compensation claim risk

The nature of providing financial advice and dealing in financial products is such that from time-to-time advice given by the Group either directly or by its authorised representatives generates claims from clients for compensation or refunds.

The Group operates a comprehensive risk management framework and maintains professional indemnity insurance to help mitigate these risks. It further manages these risks through claw back provisions under its authorised representative agreements with the advice practices whose advisers operate under its Wealth Today, Sentry, Synchron and M3 licenses.

However, insurance claim excesses (deductibles); annual buffer excesses; and unclaimable events (such as refunds or actions or events outside policies terms), all present potentially material financial risks - and recovery action against authorised representatives is not always possible – most notably with respect to historical claims related to departed advisers, or advisers that were directly employed by the Group.

Given the scale of the Group's operations the financial impact of these risks can be potentially material both individually and in the aggregate.

As part of its overall risk management and professional indemnity insurance regime the Company maintains significant professional indemnity insurance (detailed at Note 12 of the financial statements).

Investment impairment risk

There is a risk that events adverse to the Company's performance and prospects impact its investments, and in particular the value of acquired goodwill and intangible assets, which may then be subject to a permanent decrease in value. Any such investment write-down or impairment would result in an expense for the Group.

This risk is mitigated through close management of business operations to optimise results, and the implementation of the risk management strategies set out above.

Significant changes in state of affairs

Excluding any matters canvassed above, there have been no significant changes in the state of affairs of the Company during the year or to the date of this report.

Directors

The names of each person who has been a director during the year and to the date of this report, and their qualifications and experience are provided below. The directors were in office for the entire period unless otherwise noted.

Guy Hedley
Chairman & Non-Executive Director

Guy Hedley is a non-executive director and chairman of the Company and has a track record of success as a corporate executive in financial services.

Guy spent 15 years as head of Macquarie Bank's global private banking unit and BNP Private Banking and is now chair at Stoic Asset Management.

He has helped steer WTL through industry upheaval and supported the management team with its transformation to a B2B focussed enterprise.

Interest in shares 1,000,000 ordinary shares.

Special responsibilities Chairman of Audit & Risk and Remuneration & Nomination Committees.

Keith Cullen
Managing Director & CEO

Keith Cullen is the founder and managing director of the Group and the Company's largest non-institutional shareholder. He has 38 years of experience as a corporate executive and entrepreneur across broadcast media, technology, and financial services. Keith successfully conceived and implemented the strategy to pivot the group from its previous B2C focus to a primarily B2B focus through the acquisitions of Wealth Today, Sentry Group, and Synchron.

From 1994–2006 he was a founding director and shareholder of eBet Limited (later known as Intecq Limited) (managing director from 1994-2004), an ASX-listed gaming & wagering technology company with operations in Australia, NZ, USA, Canada, and various Asian countries.

Prior to 1994 Keith held various sales & marketing roles with the privately-owned Australian Radio Network and ASX-listed Wesgo Communications.

Interest in shares 35,433,540 ordinary shares

Special responsibilities Member of Audit & Risk and Remuneration & Nomination Committees

Chris Kelesis
Non-Executive Director

Chris Kelesis is a foundation director of Group and significant WTL shareholder. For the period from April 2011 until August 2023 he was an executive director before moving to a non-executive role. Chris has more than 20 years of financial services experience as an equities trader and technical analyst and has held private and wholesale client adviser roles with Spring Equities, Ark Equities, and the Rivkin Group.

Chris has helped steer WTL with its transformation to a B2B focussed enterprise.

Interest in shares 21,963,099 ordinary shares.

Special responsibilities Director of various WTL subsidiaries.

Chelsea Pottenger
Non-Executive Director (appointed 26 November 2023)

Chelsea Pottenger is one of Australia's most popular and recognised keynote speakers and corporate wellbeing presenters. She is the author of The Mindful High Performer, and is the founder of EQ MINDS, a leading corporate performance and wellbeing coaching platform. EQ MINDS works with some of the world's leading brands to train thousands of executives and staff each year across many industries including financial services and information technology.

Prior to founding EQ MINDS in 2016, Mrs Pottenger worked for 13 years as an executive and senior product specialist with leading global healthcare and medical device companies, including Johnson and Johnson. She holds a Bachelor of Commerce in Marketing from the University of Wollongong and is studying psychology at the University of Adelaide. She is also an ambassador for suicide prevention organisation R U OK; and for The Gidget Foundation, which supports the emotional wellbeing of expectant and new parents.

Interest in shares Nil.

Special responsibilities Nil

Michael Harrison
Non-Executive Director (resigned 26 November 2023)

Michael Harrison is a significant WTL shareholder and commenced as a non-executive director on 20 July 2023. He has more than 20 years of financial services industry experience and was a director and significant shareholder of Sentry Group Pty Ltd when it was acquired by WTL. Michael played a key role in the formation and growth of ASX-listed Shadforths ahead of its acquisition by IOOF in 2014. He is chairman of leading financial services growth consultant Peloton Partners; and chairman of Mainstream, one of the world's largest barramundi breeders and suppliers.

Interest in shares 19,963,610 ordinary shares.

Special responsibilities Nil

Company Secretary

Ian Morgan

Ian is a Chartered Accountant and a Chartered Company Secretary, with over 30 years' experience. He holds a Bachelor of Business (NSW Institute of Technology), a Master of Commercial Law (Macquarie University), a Graduate Diploma of Applied Finance & Investment (Securities Institute) and is a Fellow of the Financial Services Institute of Australasia.

Meetings of directors

The table below sets out the meetings of directors and meetings of sub-committees held during the period.

	Directors' Meetings		Audit & Risk Committee		Remuneration Committee	
Director	**Eligible to attend**	**Attended**	**Eligible to attend**	**Attended**	**Eligible to attend**	**Attended**
Guy Hedley	8	8	3	3	2	2
Keith Cullen	8	8	3	3	2	2
Chris Kelesis	8	8	-	-	-	-
Michael Harrison	3	3	-	-	-	-
Chelsea Pottenger	3	3	-	-	-	-

Remuneration report summary

This remuneration report forms part of the Directors' Report and details the key management personnel remuneration arrangements for the Group, in accordance with the requirements of the Corporations Act 2001 and its Regulations.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including all directors.

The current key management personnel all acted in their roles for entire financial year unless otherwise stated, are as follows.

The key management personnel of the Company are:

- Guy Hedley – Non-Executive Chairman
- Keith Cullen – Managing Director & CEO
- Chris Kelesis – Non-Executive Director
- Michael Harrison – Non-Executive Director (resigned 26 November 2023)
- Chelsea Pottenger – Non-Executive Director (appointed 26 November 2023)
- Frank Paul – Joint-Chief Operating Officer
- David Newman – Joint-Chief Operating Officer

This remuneration report outlines the Group's remuneration principals, framework and outcomes for the financial year ended 30 June 2024.

Principles used to determine the nature and amount of remuneration

The objective of the Group's executive reward framework is to ensure reward for performance is competitive and appropriate to market and the relevant experience and expertise of key management personnel. The Board of Directors (**Board**) ensures that executive reward satisfies the following key criteria for good reward governance practices:

- competitiveness and reasonableness
- acceptability to shareholders
- performance linkage/alignment of executive compensation only when considered required and appropriate
- transparency

The Nomination and Remuneration Committee is responsible for determining and reviewing remuneration arrangements for the Group's directors and executives. The performance of the Group depends on the quality of its directors and executives. The remuneration philosophy is to attract, motivate and retain high-performance and high-quality personnel.

The Nomination and Remuneration Committee has structured an executive remuneration framework that is market competitive and complementary to the reward strategy of the Group. Considerations include:

Alignment to Group client and shareholders' interests:

- has economic profit as a core component of plan design
- focusing the executive on key non-financial drivers of value
- attracts and retains high-calibre executives
- recognises that Group client satisfaction is a key driver to generating shareholder wealth

Alignment to program participants' interests:

- rewards capability and experience
- reflects competitive reward for contribution to operations
- provides a clear structure for earning rewards

In accordance with best practice corporate governance, the structure of non-executive directors and executive remunerations are separate.

Fees and payments to non-executive directors reflect the demands and responsibilities of their role. Non-executive directors' fees and payments are reviewed annually by the Nomination and Remuneration Committee. The Nomination and Remuneration Committee may, from time to time, receive advice from independent remuneration consultants to ensure non-executive directors' fees and payments are appropriate and in line with the market.

The Chairman's fees are determined independently to the fees of other non-executive directors based on comparative roles in the external market. The Chairman is not present at any discussions relating to the determination of his own remuneration. Non-executive directors do not receive share options or other incentives.

ASX listing rules require the aggregate non-executive directors' remuneration be determined periodically by a general meeting.

Executive remuneration

The Group aims to reward executives with a level and mix of remuneration based on their position and responsibility, which has predominately fixed and, in certain circumstances, some variable components.

The executive remuneration and reward framework has four components:

- base pay and non-monetary benefits
- short-term performance incentives (none paid during period)
- share-based payments (not currently utilised)
- other remuneration such as superannuation and long service leave

The combination of these comprises the executive's total remuneration.

Fixed remuneration, consisting of base salary, superannuation and non-monetary benefits are reviewed annually by the Nomination and Remuneration Committee, based on individual and business unit performance, the overall performance of the Group and comparable market remunerations.

Executives may receive their fixed remuneration in the form of cash or other fringe benefits (for example motor vehicle benefits) where it does not create any additional costs to the Group and provides additional value to the executive.

The short-term incentives (**STI**) program is designed to align the targets of the business units with the targets of those executives responsible for meeting those targets. STI payments are granted to executives based on specific targets and key performance indicators (**KPIs**) being achieved. KPIs include profit contribution, customer satisfaction, leadership contribution and product management.

Group performance and link to remuneration

No Group performance-linked incentives operated, and none were paid during the period.

There were no performance-based shares or options offered or issued during the period; and there were no unissued executive shares or options as at 30 June 2024.

Details of remuneration

Amounts of remuneration

Details of the remuneration of key management personnel of the Group are set out in the following tables. Further details are provided below in the Service Agreements section of this Remuneration Report.

	Short term	Long term	Post employment	
	Salary & fees	LSL accrual or paid	Super and other	Total
FY2024	**$**	**$**	**$**	**$**
Non-Executive Directors (NED)				
Guy Hedley (Chairman)	**48,000**	**-**	**-**	**48,000**
Chris Kelesis	**30,000**	**-**	**-**	**30,000**
Michael Harrison	**14,500**	**-**	**-**	**14,500**
Chelsea Pottenger	**23,332**	**-**	**2,566**	**25,898**
Executive Directors (ED)				
Keith Cullen	**500,396**	**21,691**	**25,468**	**547,555**
Key Executives				
Frank Paul	**292,451**	**-**	**25,876**	**318,327**
David Newman	**281,166**	**14,906**	**30,928**	**327,000**
Total	**1,189,845**	**36,597**	**84,838**	**1,311,280**

	Short term	Long term	Post employment	
	Salary & fees	LSL accrual or paid	Super and other	Total
FY2023	**$**	**$**	**$**	**$**
Non-Executive Directors (NED)				
Guy Hedley (Chairman)	**48,000**	**-**	**-**	**48,000**
Chris Kelesis	**60,000**	**-**	**-**	**60,000**
Michael Harrison	**30,250**	**-**	**-**	**30,250**
Executive Directors (ED)				
Keith Cullen	**450,831**	**11,908**	**48,376**	**511,115**
Key Executives				
Frank Paul	**277,853**	**-**	**49,646**	**327,500**
David Newman	**265,250**	**6,459**	**27,851**	**299,560**
Total	**1,132,184**	**18,367**	**125,873**	**1,276,424**

Fixed and at-risk remuneration

The proportion of remuneration linked to performance and the fixed proportion are as follows:

	Fixed Remuneration		At Risk Remuneration**	
	2024	2023	**2024**	2023
Non-Executive Directors				
Guy Hedley (Chairman)	**100%**	100%	**-**	-
Chris Kelesis	**100%**	100%	**-**	-
Michael Harrison	**100%**	100%	**-**	-
Chelsea Pottenger	**100%**	100%	**-**	-
Executive Directors				
Keith Cullen	**100%**	100%	**-**	-
Key Executives				
Frank Paul	**100%**	100%	**-**	-
David Newman	**100%**	100%	**-**	-

Service agreements

Remuneration and other terms of employment for key management personnel are formalised in executive service agreements or letters of engagement. Details of these formal agreements and the effective dates (which do not necessarily reflect the date of initial engagement) are set out below. Key management personnel have no entitlement to termination payments in the event of removal for misconduct.

Guy Hedley
Non-Executive Director & Chairman

Mr Hedley commenced with the Group on 10 April 2014 and became chairman through a letter of engagement with no fixed term entered into on 23 November 2014. Director's fees for the year ending 30 June 2024 of $48,000, to be reviewed annually by the Nomination and Remuneration Committee.

Chris Kelesis
Non-Executive Director

Mr Kelesis commenced with the Group on 1 April 2011 and was an executive director until 1 August 2023.

From 1 August 2023 Mr Kelesis entered into a letter of engagement with no fixed term to act as a non-executive director with special responsibilities of acting as a director of several of the Company's subsidiaries.

Director's fees for the year ending 30 June 2024 of $30,000, to be reviewed annually by the Nomination and Remuneration Committee.

Michael Harrison
Non-Executive Director

Mr Harrison commenced with the Group on 20 July 2023 on settlement of the Company's acquisition of Sentry Group Pty Ltd when, in accordance with the terms of that acquisition, he was the nominated board member of the Sentry Sellers. Mr Harrison entered into a letter of engagement with no fixed-term and with Director's fees for the year ending 30 June 2024 of $30,250, to be reviewed annually by the Nomination and Remuneration Committee. Mr Harrison resigned from as a Non-Executive Director on 26 November 2023.

Chelsea Pottenger
Non-Executive Director

Ms Pottenger commenced with the Group on 26 November 2023 at the time of Mr Harrison's resignation. Ms Pottenger entered into a letter of engagement with no fixed-term and with director's fees of $40,000 per annum. For the year ending 30 June 2024 she received pro-rated fees of $23,332 plus $2,566 of superannuation. Her fees to be reviewed annually by the Nomination and Remuneration Committee.

Keith Cullen
Managing Director and Chief Executive Officer

Mr Cullen founded the Group on 10 October 2010 and entered into his current ESA on 13 March 2015 with an initial fixed-term of 3-years; a 6-month termination notice by either party; entitlement to a cash bonus of up to 50% of base salary at the discretion of the Board; and customary non-solicitation, and non-compete clauses. Following review in March 2024, Mr Cullen's current base salary is $537,033 inclusive of superannuation and remains subject to annual review by the Nomination and Remuneration Committee.

Frank Paul
Joint-COO

Mr Paul commenced with the Group on 3 September 2019, initially in a contract role before entering into his current ESA on 24 March 2023 with an annual remuneration of $325,905 inclusive of the superannuation contributions and an annual review of not less than 3%. 6-month termination notice by either party, and non-solicitation and non-compete clauses, and continuity of service entitlements from his original start date. Mr Paul was designated as a KMP from 1 July 2023.

Since the reporting date, in recognition of Mr Paul's ongoing commitment to the Company, the Company's board invited him to participate in the WT Financial Group Limited Equity Incentive Plan the Company which Mr Paul accepted. The Company has agreed to issue up to 3,000,000 Performance Share Rights to Mr Paul.

David Newman
Joint-COO

Mr Newman commenced with the Group on 20 July 2023 on settlement of the Company's acquisition of Sentry Group Pty Ltd and entered into his current ESA and was designated as a KMP on that same date. In accordance with the terms of that acquisition Mr Newman (and all other Sentry Group employees) received continuity of service entitlements from his original start date with Sentry on 1 March 2015.

Mr Newman's ESA provides for annual remuneration of $312,093 inclusive of the superannuation contributions and an annual review of not less than 3%. 6-month termination notice by either party, and non-solicitation and non-compete clauses.

Additional disclosures relating to key management personnel

Shareholdings

All shares held by key management personnel are at their discretion as there is no requirement in the Company's constitution, in executive services agreements or letters of engagement for key management personnel to hold shares.

The number of shares in the Company held during the financial year by each director and other members of key management personnel of the Group, including their personally related parties, is set out below:

Ordinary shares	Balance at start of year	Additions	Disposals	Balance at the end of year
Guy Hedley	**1,000,000**	-	-	**1,000,000**
Keith Cullen	**35,433,540**	-	-	**35,433,540**
Chris Kelesis	**21,963,099**	-	-	**21,963,099**
Michael Harrison	**19,963,610**	-	-	**19,963,610**
Frank Paul	**4,347,715**	-	-	**4,347,715**
David Newman	**22,141,867**	-	-	**22,141,867**
	104,849,831	-	-	**104,849,831**

No shares acquired by key management personnel were granted as remuneration during the year.

This concludes the remuneration report, which has been audited.

Lead Auditor's Declaration

The auditor's independence declaration in accordance with section 307C of the *Corporations Act 2001* for the year ended 30 June 2024 has been received and forms part of the Directors' Report. It can be found on page 13 of the financial report.

Signed in Sydney this 30th day of August 2024 in accordance with a resolution of the Board of Directors of WT Financial Group Limited.

Guy Hedley	Keith Cullen
Chairman	**Managing Director**

In.Corp
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CHARTERED ACCOUNTANTS™ AUSTRALIA • NEW ZEALAND

AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE *CORPORATIONS ACT 2001*

To the Directors of WT Financial Group Limited

As lead auditor of WT Financial Group Limited for the year ended 30 June 2024, I declare that, to the best of my knowledge and belief, there have been:

- no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
- no contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in relation to WT Financial Group Limited and the entities it controlled during the year.

In.Corp Audit & Assurance Pty Ltd

Daniel Dalla
Director

Sydney, 30 August 2024

In.Corp Audit & Assurance Pty Ltd
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CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

for the year ended 30 June 2024

	Note	**2024** $	2023 $
Revenue	2	**185,338,935**	160,512,109
Other income	2	**662,618**	1,975,391
Total Revenue & Other Income		**186,001,553**	162,487,500
Less:			
Direct cost of sales expenses	3	**(167,441,034)**	(145,404,128)
Employee benefits expense	3	**(8,216,651)**	(7,292,170)
Advertising & marketing expenses	3	**(1,298,557)**	(965,419)
Consulting & professional fee expenses	3	**(743,947)**	(313,381)
Rental expenses	3	**(290,846)**	(185,449)
Other operating expenses	3	**(1,672,906)**	(1,866,007)
EBITDA		**6,337,612**	6,460,946
Less:			
Finance costs	3	**(906,272)**	(750,845)
Depreciation & amortisation expense	3	**(624,660)**	(832,718)
Profit before income tax		**4,806,680**	4,877,383
Income tax expense	5	**(952,581)**	(735,804)
Profit after income tax expenses for the year		**3,854,099**	4,141,579
Other comprehensive income		**-**	-
Total comprehensive profit for the year		**3,854,099**	4,141,579

Earnings per share for profit/(loss) from continuing operations attributable to the owners of WT Financial Group Limited	**Note**	**2024 Cents**	2023 Cents
Basic earnings per share (cents)	14	**1.136**	1.265
Diluted earnings per share (cents)	14	**1.131**	1.253

The above Consolidated Statement of Profit or Loss and Other Comprehensive Income should be read in conjunction with the accompanying notes.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

as at 30 June 2024

	Note	**2024** $	2023 $
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	6	**8,100,216**	5,313,022
Trade and other receivables	7	**9,715,103**	6,140,065
Other assets	10	**1,110,665**	1,705,622
TOTAL CURRENT ASSETS		**18,925,984**	13,158,709
NON-CURRENT ASSETS			
Property, plant and equipment	8	**948,529**	1,354,716
Deferred tax assets	18	**1,255,917**	2,237,452
Intangible assets	9	**33,162,952**	31,096,472
TOTAL NON-CURRENT ASSETS		**35,367,398**	34,688,640
TOTAL ASSETS		**54,293,382**	47,847,349
LIABILITIES			
CURRENT LIABILITIES			
Trade and other payables	11	**14,485,750**	10,791,680
Provisions	12	**1,908,313**	1,725,651
Lease liabilities		**611,033**	623,891
TOTAL CURRENT LIABILITIES		**17,005,096**	13,141,222
NON-CURRENT LIABILITIES			
Provisions	12	**763,901**	1,427,019
Borrowings secured	11	**6,679,490**	6,679,490
Deferred tax liabilities	18	**166,196**	195,150
Lease liabilities		**247,464**	827,332
TOTAL NON-CURRENT LIABILITIES		**7,857,051**	9,128,991
TOTAL LIABILITIES		**24,862,147**	22,270,213
NET ASSETS		**29,431,235**	25,577,136
EQUITY			
Issued capital	13	**33,749,103**	33,749,103
Reserves		**26,659**	26,659
Accumulated Dividends		**(6,827,069)**	(6,827,069)
Accumulated Profit/Loss		**2,482,542**	(1,371,557)
Retained earnings		**(4,344,527)**	(8,198,626)
TOTAL EQUITY		**29,431,235**	25,577,136

The above Consolidated Statement of Financial Position should be read in conjunction with the accompanying notes.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

for the year ended 30 June 2024

2024	**Ordinary Shares $**	**Accumulated profit/ (loss) $**	**Option Reserve $**	**Total $**
Balance at 1 July 2023	**33,749,103**	**(8,198,626)**	**26,659**	**25,577,136**
Profits attributable to members of the parent entity	**-**	**3,854,099**	**-**	**3,854,099**
Transactions with owners in their capacity as owners				
Balance 30 June 2024	**33,749,103**	**(4,344,527)**	**26,659**	**29,431,235**

2023	Ordinary Shares $	Accumulated profit/ (loss) $	Option Reserve $	Total $
Balance at 1 July 2022	32,375,273	(12,340,205)	26,659	20,061,727
Profits attributable to members of the parent entity	-	4,141,579	-	4,141,579
Transactions with owners in their capacity as owners				
Shares issued during the year	1,373,830	-	-	1,373,830
Balance 30 June 2023	33,749,103	(8,198,626)	26,659	25,577,136

The above Consolidated Statement of Changes in Equity should be read in conjunction with the accompanying notes.

CONSOLIDATED STATEMENT OF CASH FLOWS

for the year ended 30 June 2024

	Note	2024 $	2023 $
CASH FLOWS FROM OPERATING ACTIVITIES			
Receipts from customers		**182,413,363**	162,001,355
Payments to suppliers and employees		**(175,213,612)**	(156,008,762)
Net interest paid		**(770,754)**	(746,346)
Payment for prior period restructuring and acquisition costs		**(973,643)**	(2,344,235)
Net cash provided by / (used in) operating activities	23	**5,455,354**	2,902,012
CASH FLOWS FROM INVESTING ACTIVITIES			
Cash payments for acquisitions		**(2,014,951)**	(1,784,423)
Proceeds from sale of mortgage book		**140,000**	-
Cash payment for PPE (net)		**(145,976)**	-
Net cash provided by / (used in) investing activities		**(2,020,927)**	(1,784,423)
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from borrowings		**-**	1,979,490
Repayment of lease liabilities		**(592,725)**	(717,941)
Loans to corporate authorised representatives		**(54,508)**	(451,000)
Net cash provided by financing activities		**(647,233)**	810,549
Net increase/(decrease) in cash and cash equivalents held		**2,787,194**	1,928,138
Cash and cash equivalents at beginning of year		**5,313,022**	3,384,884
Cash and cash equivalents at end of financial year		**8,100,216**	5,313,022

The above Consolidated Statement of Cash Flows should be read in conjunction with the accompanying notes.

1. Material Accounting Policy Information

The financial report of WT Financial Group Limited for the year ended 30 June 2024 was authorised for issue in accordance with a resolution of the Directors on 30 August 2024. The material accounting policies adopted in the preparation of the financial statements are set out in this Note 1, below. These policies have been consistently applied to all the years presented.

The Group has adopted all of the new, revised or amending Accounting Standards issued by the Australian Accounting Standards Board (AASB) that are mandatory for the current reporting period. The adoption of these Accounting Standards did not have any significant impact on the financial performance or position of the Group.

No new, revised or amending Accounting Standards that are not yet mandatory have been adopted early.

(a) Basis of Preparation

The financial report is a general-purpose financial report, which has been prepared in accordance with the requirements of the Corporations Act 2001, Australian Accounting Standards as issued by the Australian Accounting Standards Board and other authoritative pronouncements of the Australian Accounting Standards Board. The Company is a 'for profit company'.

These financial statements and notes comply with International Financial Reporting Standards as issued by the International Accounting Standards Board.

The financial statements are based on historical costs, except for the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

These financial statements have been prepared on the going concern basis, which contemplates the continuity of normal business activities and the realisation of assets and settlement of liabilities in the normal course of business.

(b) Critical Accounting Estimates and Judgements

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses.

Management bases its judgements, estimates and assumptions on historical experience and on other various factors, including expectations of future events, management believes to be reasonable under the circumstances. The resulting accounting judgements and estimates will seldom equal the related actual results.

(c) Revenue

The Group recognises revenue in accordance with AASB15. Estimates and judgements are used when considering each party's rights related to the services to be provided under contracts; the timing for delivery of same (if applicable); and the contract price and payment terms. In circumstances where the Group acts as an agent, judgement is involved in determining when the Group is entitled to revenue based on the nature and form of the contract. In circumstances where the group acts as a principal, judgment is involved when determining when the performance obligations are fulfilled.

(d) Intangible assets

Intangible assets, other than goodwill generally have finite useful lives. Intangible assets acquired as part of a business combination, other than goodwill, are initially measured at their fair value at the date of the acquisition. Intangible assets acquired separately are initially recognised at cost, with finite life intangible assets subsequently measured at cost less amortisation and any impairment.

Indefinite life intangible assets are not amortised and are subsequently measured at cost less any impairment. Similarly, goodwill has an indefinite life and is not amortised. Instead, goodwill is tested annually for impairment or more frequently if events or changes in circumstances indicate that it might be impaired.

Estimates, assumptions and judgements are used when considering amortisation charges for intangible assets, the method and useful lives of finite life intangible assets and impairment losses on goodwill.

The method and useful lives of finite life intangible assets are reviewed annually with changes in the expected pattern of consumption or useful life are accounted for prospectively by changing the amortisation method or period.

Further details of estimates, judgements and assumptions related to intangible assets are included in Note 9, below.

2. Revenue and other income

The Company provides the following detailed disclosure with respect to its segment reporting, revenue composition and revenue recognition including a summary of its main revenue streams and the segments channels. They include such services as writing a financial strategy (plan) for a consumer. And may extend to implementing that financial plan. Upfront advice fees are crystalised (and recognised as revenue) once the service is finalised. This is therefore generally at a point in time, rather than over time.

Ongoing financial advice fees

Ongoing financial advice fees occur in the Company's B2C and B2B channels. The exact construct of the ongoing services varies but is generally constructed as a form of monthly retainer payable by a consumer to an adviser for assistance with their financial affairs. Notwithstanding that the consumer may enter a long-term contract, ongoing financial advice fees are charged to clients on a cyclical basis (generally monthly in arrears) and crystalised (and recognised as revenue) on payment of the monthly retainer by client. This is generally at a point in time, however, in the case of long-term contracts is technically over time.

Insurance Upfront Commission

Insurance Upfront Commission occurs in the Company's B2B channel. In the case of Insurance Upfront Commission, the Company is acting as a form of agent of the insurance company and revenue is recognised accordingly (i.e., the agency commission, rather than the policy premium value is recognised). Insurance Upfront Commission is crystalised (and recognised as revenue) when paid by the underlying insurer which is when a new policy is bound as being in force. This is therefore recognised at a point in time.

Insurance Renewal Commission

Insurance Renewal Commission occurs in the Company's B2B channel. The Insurance Renewal Commission is crystalised (and recognised as revenue) on renewal of the relevant insurance policy (generally annually but sometimes monthly) once paid by the underlying insurer. This is therefore recognised at a point in time.

Licensing base fees and other fees and charges

Licensing base fees occur in the Company's B2B channel. Licensing base fees are charged to the Company's they occur in/through.

Upfront financial advice fees

Upfront advice fees occur in the Company's B2C and B2B

authorised representatives on a monthly basis for the provision of a variety of services including education & training, marketing support, compliance and advice and practice peer review services.

Notwithstanding that the Group's adviser may enter a long-term contract, licensing base fees are charged to advisers on a cyclical basis (generally monthly in arrears) and crystalised (and recognised as revenue) on payment of the monthly fee by the adviser. This is generally at a point in time, however, in the case of long-term contracts is technically over time.

Other fees such as professional indemnity insurance, research report and advice technology fees are charged and recognised as revenue. Notwithstanding that the Group's adviser may enter a long-term contract, these fees are charged to advisers on a cyclical basis (generally monthly in arrears) and crystalised (and recognised as revenue) on payment of the monthly fee by the adviser. This is generally at a point in time, however, in the case of long-term contracts is technically over time.

Upfront and recurring mortgage brokerage commission

Mortgage brokerage commission occurs in the Company's B2C channel and is paid by mortgage providers on an initial upfront basis and then on an ongoing monthly basis. Upfront mortgage brokerage commission is crystalised (and recognised as revenue) on settlement of new loans once paid by the underlying mortgage provider or an associated aggregator. Ongoing (or trail) mortgage brokerage commission is crystalised (and recognised as revenue) on a monthly basis for the duration of the loan once paid by the underlying mortgage provider or an associated aggregator. In each case this is therefore recognised at a point in time.

Timing of revenue recognition

Financial services revenue is recognised when the right to revenue is crystalised.

Note regarding cost of goods sold

Under its contracts with its authorised representatives the Company pays a large percentage (or split) of its gross revenue to the adviser. This generally varies from

80-95% (and in some cases 100%) depending on a number of factors.

Superannuation fund administration and accounting

Superannuation fund administration and accounting fees occur in the Company's B2C channel. These fees are charged to clients on a cyclical basis (generally monthly in arrears) and crystalised on payment by client. In accordance with the Company's agreements with its clients, the services are provided on a monthly basis and fees need to be paid on a monthly basis and are not refundable.

A handful of these fees are charged on an annual in arears basis. In which case they are recognised when invoiced.

Notwithstanding that clients may enter a long-term contract; superannuation fund administration and accounting revenue is crystalised on payment of the monthly fee by the client. This is generally at a point in time, however, in the case of long-term contracts is technically over time.

Salaried advisers are not entitled to any percentage of gross revenue.

Finance income

Finance income includes all interest-related income, other than that arising from financial assets at fair value through profit or loss.

Other income

Other income includes a gain on sale of mortgage book.

	2024	2023
	$	$
Revenue - provision of services	**185,338,935**	160,512,109
Other Income		
- finance income (interest received)	**135,518**	12,553
- other income	**527,100**	1,962,838
Total Other Income	**662,618**	1,975,391
Total Revenue & Other Income	**186,001,553**	162,487,500

See Segment Reporting at Note 4 for details of disaggregated revenue.

3. Expenses

Details of total expenses	2024 $	2023 $
Direct costs to generate revenue		
Direct Financial Planning costs	**167,312,155**	145,028,187
Direct Accounting Services costs	**89,505**	269,897
Direct Real Property costs	**5,337**	5,337
Direct Finance costs	**34,037**	100,707
	167,441,034	145,404,128
Employee benefits expense		
Amounts paid to staff	**6,681,223**	6,030,126
Superannuation	**695,174**	640,956
Consultants, contractors & directors' fees	**208,419**	175,490
Other employment expenses	**631,835**	445,598
	8,216,651	7,292,170
Advertising & marketing expenses	**1,298,557**	965,419
Consulting & professional fees		
Audit & taxation fees	**231,402**	141,779
Legal fees	**413,649**	165,352
Other professional fees	**98,896**	6,250
	743,947	313,381
Rental expenses	**290,846**	185,449
Other operating expenses		
Travel & accommodation	**81,529**	280,301
IT and telephone expenses	**679,834**	503,386
Insurance	**296,169**	38,190
Licences, memberships & subscriptions	**387,455**	544,903
Bad debts written-off	**28,598**	157,708
Printing, stationery, postage and couriers	**54,630**	101,676
Other expenses	**144,691**	239,843
	1,672,906	1,866,007
Depreciation & amortisation expense		
Right of use assets	**574,865**	733,119
Plant & equipment	**49,795**	99,599
	624,660	832,718
Finance costs		
Interest paid	**906,272**	750,845
	906,272	750,845

4. Operating Segments

Operating segments are presented using the 'management approach', where the information presented is on the same basis as the internal reports provided to the Chief Operating Decision Maker (CODM). The CODM is responsible for the allocation of resources to operating segments and assessing their performance. The consolidated entity is organised into two separate operating segments:

Business to business (B2B). This segment includes financial planning, investment advice and product sales and licensing services and product offerings delivered through (and to) independently owned financial advice practices whose advisers operate as authorised representatives of Wealth Today, Sentry, Synchron and M3. These authorised representatives act (in effect) as agents of the Company (rather than it being the other way around).

That is, despite the authorised representatives having the primary responsibility of interfacing with consumers, at all times as the AFSL holder, responsible for the provision of financial services (at law and in accordance with its license conditions) the Company is acting as the principal when financial services are provided to consumers.

Direct to consumer (B2C). In what it refers to as its B2C division the Company has salaried financial advisers who operate under the Company's corporate structure/brand. Again, at all times the Company is acting as the principal in the provision of financial services to these consumers.

This B2C division includes an accounting practice, with salaried employees offering accounting, tax and SMSF administration services to consumers under the Company's corporate structure/brand. Again, the Company acts as principal at all times in providing these services.

This B2C division also includes a mortgage brokerage business, with salaried employees assisting consumers with mortgages; and historically included a real estate license with salaried employees offering real estate services as a buyer's agent or seller agent. In each of these cases the Company acts (or acted) as an agent (of either a mortgage aggregator and/or a bank in the case of mortgages; or the property vendor or buyer in the case of real estate services).

This segment operates under the Spring Financial Group brand.

All Other Segments. All other transactions are recorded as All Other Segments. Included in EBITDA of All Other Segments are Group overhead expenses.

These operating segments are based on the internal reports on at least a monthly basis that are reviewed and used by the Managing Director and Board. The Managing Director has been identified as the CODM in assessing performance and determining allocation of resources. There is no aggregation of operating segments.

The CODM reviews segment profits (Segment EBITDA). The accounting policies adopted for internal reporting to the CODM are consistent with those adopted in the financial statements of the consolidated entity.

All sales were made in Australia and all assets are within in Australia. No single customer represents more than 10% of Group revenue.

The table below sets out the performance of each operating segment.

(a) Segment performance

2024	**B2B services**	**B2C services**	**All other segments**	**Total**
	$	**$**	**$**	**$**
REVENUE				
Sales	**183,650,798**	**1,511,387**	**176,751**	**185,338,935**
Other income	**80,000**	**448,500**	**(1,400)**	**527,100**
Interest revenue	**123,826**	**8,073**	**3,619**	**135,518**
Total segment revenue	**183,854,623**	**1,967,960**	**178,970**	**186,001,553**
EBITDA	**12,224,248**	**1,743,033**	**(7,629,669)**	**6,337,612**
Interest expenses	**(111,816)**	**-**	**(794,455)**	**(906,272)**
Depreciation & amortisation	**(427,894)**	**-**	**(196,766)**	**(624,660)**
Net profit before tax	**11,684,538**	**1,743,033**	**(8,620,890)**	**4,806,680**

2023	**B2B services**	**B2C services**	**All other segments**	**Total**
	$	**$**	**$**	**$**
REVENUE				
Sales	157,819,623	1,709,417	983,069	160,512,109
Other income	1,952,666	-	10,172	1,962,838
Interest revenue	3,644	8,068	841	12,553
Total segment revenue	**159,775,933**	**1,717,485**	**994,082**	**162,487,500**
EBITDA	8,133,525	733,963	(2,406,542)	6,460,946
Interest expenses	(135,429)	-	(615,416)	(750,845)
Depreciation & amortisation	(483,715)	-	(349,003)	(832,718)
Net profit before tax	**7,514,381**	**733,963**	**(3,370,961)**	**4,877,383**

2024	**B2B services**	**B2C services**	**All other segments**	**Total**
	$	**$**	**$**	**$**
Segment assets	**40,656,934**	**3,677,810**	**9,958,638**	**54,293,382**
Segment liabilities	**(2,781,872)**	**1,248,413**	**(23,328,688)**	**24,862,147**
Net assets	**37,875,062**	**4,926,223**	**(13,370,050)**	**29,431,235**

2023	B2B services	B2C services	All other segments	Total
	$	$	$	$
Segment assets	28,198,067	2,859,234	16,790,048	47,847,349
Segment liabilities	(7,054,271)	(2,257,057)	(12,958,885)	(22,270,213)
Net assets	**21,143,796**	**602,177**	**3,831,163**	**25,577,136**

5. Income Tax Expense

WT Financial Group Limited (the 'parent entity' and 'head entity') and its wholly owned subsidiaries have formed an income tax consolidated group (**TCG**) under the tax consolidation regime. The head entity and each subsidiary in the tax consolidated group continue to account for their own current and deferred tax amounts.

The TCG has applied the 'separate taxpayer within group' approach in determining the appropriate amount of taxes to allocate to members of the TCG. In addition to its own current and deferred tax amounts, the head entity also recognises the current tax liabilities (or assets) and the deferred tax assets arising from unused tax losses and unused tax credits assumed from each subsidiary in the TCG.

(a) The major components of tax expense (income) comprise

	2024	2023
	$	$
Current tax payable	-	-
(Increase)/decrease in movement in deferred tax asset	**981,535**	810,093
Increase/(decrease) in movement in deferred tax liability	**(28,954)**	(74,289)
Income tax expense for continuing operations	**952,581**	735,804

(b) Reconciliation of income tax to accounting profit

	2024	**2023**
	$	**$**
Profit/ (Loss)	**4,806,680**	4,877,383
Tax	**30%**	30%
	1,442,004	1,463,215
Tax effect of:		
- Other non-assessable items or deductible expense	**(489,423)**	(727,411)
Income tax (benefit)/expense	**952,581**	735,804

6. Cash & cash equivalents

	2024	2023
	$	$
Cash at hand and in bank	**7,720,850**	4,995,581
Short-term deposits	**379,366**	317,441
Balance as per statement of cash flows	**8,100,216**	5,313,022

7. Trade and other receivables

Trade receivables are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method, less any allowance for impairment.

Trade receivables for professional service fees and accounting & tax services are generally received within 30 to 60 days.

Collectability of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectable are written off by reducing the carrying amount directly.

An allowance for impairment of trade receivables is raised when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation and default or delinquency in payments (more than 60 days overdue) are considered indicators that the trade receivable may be impaired.

The amount of the impairment allowance is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short term receivables are not discounted if the effect of discounting is immaterial.

Other receivables are recognised at amortised cost, less any allowance for impairment.

Trade Receivables	**2024** $	2023 $
CURRENT		
Trade receivables	**8,490,535**	6,109,791
Allowance for impairment	**(90,722)**	(120,513)
	8,399,813	5,989,278
Other receivables	**1,315,290**	150,787
Total current trade and other receivables	**9,715,103**	6,140,065

(a) Credit Risk

The Group has no significant concentration of credit risk with respect to any single counterparty or group of counterparties. The class of assets described as 'trade and other receivables' is considered to be the main source of credit risk related to the Group.

The table in 7 (b) below details the Group's trade and other receivables exposure to the credit risk ageing analysis and impairment provided for thereon. Amounts are considered as 'past due' when the debt has not been settled within the terms and conditions agreed between the Group and the customer or counter party to the transaction.

Receivables that are past due are assessed for impairment by ascertaining solvency of the debtors and are provided for where there is objective evidence indicating that the debt may not be fully repaid to the Group.

(b) Impairment of trade & other receivables

An allowance for impairment of trade receivables is raised when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation and default or delinquency in payments (more than 60 days overdue) are considered indicators that the trade receivable may be impaired.

The amount of the impairment allowance is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short-term receivables are not discounted if the effect of discounting is immaterial.

Collectability of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectable are written off by reducing the carrying amount directly.

2024	Gross amount $	Past due & impaired $	Within initial trade terms $
Trade & other receivables	**8,490,535**	**(90,722)**	**8,399,813**
Other receivables	**1,315,290**	**-**	**1,315,290**
Total	**9,805,825**	**(90,722)**	**9,715,103**

2023	Gross amount $	Past due & impaired $	Within initial trade terms $
Trade & other receivables	6,109,791	(120,513)	5,989,278
Other receivables	150,787	-	150,787
Total	6,260,578	(120,513)	6,140,065

The Group does not hold any financial assets with terms that have been renegotiated, but which would otherwise be past due or impaired. The Group does not hold any collateral over any receivable balances. The carrying value of trade receivables is considered a reasonable approximation of fair value due to the short-term nature of the balances.

8. Plant & equipment

Classes of plant & equipment is measured using the cost model as specified below. Assets are carried at its cost less any accumulated depreciation and any impairment.

(a) Depreciation

Plant & equipment is depreciated on a reducing balance basis over the asset’s useful life to the Group, commencing when the asset is ready for use.

The depreciation rates used for each class of depreciable asset are shown below:

Plant and Equipment	10% - 20%
Leasehold improvements	16.66%
Low Value Asset Pool	25%

At the end of each annual reporting period, the depreciation method, useful life and residual value of each asset is reviewed. Any revisions are accounted for prospectively as a change in estimate.

Plant & Equipment	**2024** **$**	2023 $
Furniture, fixtures and fittings		
At cost	**157,180**	152,493
Accumulated depreciation	**(105,652)**	(89,483)
Total furniture, fixtures and fittings	**51,528**	63,010
Office equipment		
At cost	**684,469**	518,183
Accumulated depreciation	**(487,342)**	(472,156)
Total office equipment	**197,127**	46,027
Leasehold improvements		
At cost	**49,045**	49,045
Accumulated depreciation	**(12,993)**	(9,098)
Total improvements	**36,052**	39,947
Assets under lease		
At cost	**2,599,381**	3,073,050
Accumulated depreciation	**(1,935,559)**	(1,867,318)
Total assets under lease	**663,822**	1,205,732
Total plant and equipment	**948,529**	1,354,716
At cost	**3,490,075**	3,792,771
Accumulated depreciation	**(2,541,546)**	(2,438,055)
Total plant and equipment	**948,529**	1,354,716

(b) Movements in carrying amounts of plant & equipment

Movement in the carrying amounts for each class of plant & equipment between the beginning and the end of the current financial year:

	Furniture, fixtures and fittings	Office equipment	Leasehold improvements	Assets under lease	Total
Year ended 30 June 2024					
Balance beginning of year	**63,010**	**46,027**	**39,947**	**1,205,732**	**1,354,716**
Additions	**4,687**	**180,832**	**-**	**32,955**	**218,474**
Disposals/written off	**-**	**-**	**-**	**-**	**-**
Depreciation expenses	**(16,169)**	**(29,732)**	**(3,895)**	**(574,865)**	**(624,661)**
Balance at the end of year	**51,528**	**197,127**	**36,052**	**663,822**	**948,529**
Year ended 30 June 2023					
Balance beginning of year	82,059	120,320	44,262	1,853,203	2,099,844
Additions	1,942	-	-	85,648	87,590
Disposals/written off	-	-	-	-	-
Depreciation expenses	(20,991)	(74,293)	(4,315)	(733,119)	(832,718)
Balance at the end of year	**63,010**	**46,027**	**39,947**	**1,205,732**	**1,354,716**

9. Intangible assets

Intangible assets, other than goodwill, generally have finite useful lives. The current amortisation charges for intangible assets are included under depreciation and amortisation expense in profit or loss.

Intangible assets acquired as part of a business combination, other than goodwill, are initially measured at their fair value at the date of the acquisition. Intangible assets acquired separately are initially recognised at cost. Indefinite life intangible assets are not amortised and are subsequently measured at cost less any impairment. Finite life intangible assets are subsequently measured at cost less amortisation and any impairment. The gains or losses recognised in profit or loss arising from the derecognition of intangible assets are measured as the difference between net disposal proceeds and the carrying amount of the intangible asset.

The method and useful lives of finite life intangible assets are reviewed annually. Changes in the expected pattern of consumption or useful life are accounted for prospectively by changing the amortisation method or period.

Goodwill has an indefinite life and is not amortised. Instead, goodwill is tested annually for impairment or more frequently if events or changes in circumstances indicate that it might be impaired and is carried at cost less accumulated impairment losses. Impairment losses on goodwill are taken to profit or loss and are not subsequently reversed.

Goodwill impairment disclosure

For the purpose of impairment testing, goodwill and indefinite life intangibles are allocated to cash-generating units which form part of or are based on the Group's operating divisions. The recoverable amount of an asset or CGU is the higher of the fair value less costs of disposal. Where the recoverable amount is less than the carrying amount, an impairment loss is recognised in profit or loss. Reversal indicators are considered in subsequent periods for all assets which have suffered an impairment loss, except for goodwill. The aggregate carrying amount of goodwill allocated to each CGU is:

Description of the cash-generating unit (CGU)	**2024** $	2023 $
Financial advice business - at cost (B2B and B2C combined)	**31,631,423**	29,616,472
Accounting & tax business - at cost (B2C)	**1,480,000**	1,480,000
Total Goodwill	**33,111,423**	31,096,472

The recoverable amount of each cash-generating unit above is determined based on fair value less cost of capital. There is sufficient information available in the market to determine fair value of each CGU. Management has assessed the recoverable amount of goodwill with reference to performance of the respective CGU's and relevant market data.

(a) Intangible assets

	2024 $	2023 $
Goodwill		
Financial advice business - at cost (B2B and B2C combined)	**31,631,423**	29,616,472
Accounting & tax business - at cost (B2C)	**1,480,000**	1,480,000
Total Goodwill	**33,111,423**	31,096,472
Other Intangible Assets		
Cost	**51,529**	-
Accumulated amortisation	**-**	-
Net carrying value	**51,529**	-
Summary of Intangible Assets		
Cost	**33,162,952**	31,096,472
Accumulated amortisation	**-**	-
Net carrying value	**33,162,952**	31,096,472

(b) Movements in carrying amounts of intangible assets

Year ended 30 June 2024	Goodwill $	Total $
Balance beginning of year	**31,096,472**	**31,096,472**
Additions	**2,014,951**	**2,014,951**
Disposals/ written off	**-**	**-**
Depreciation and impairment	**-**	**-**
Balance at the end of year	**33,111,423**	**33,111,423**

Year ended 30 June 2023	Goodwill $	Total $
Balance beginning of year	31,096,472	31,096,472
Additions	-	-
Disposals	-	-
Depreciation and impairment	-	-
Balance at the end of year	31,096,472	31,096,472

10. Other Assets

	2024 **$**	2023 $
CURRENT		
Prepaid expenses and deposits	**1,075,099**	1,653,109
Other assets & receivables	**35,566**	52,513
	1,110,665	1,705,622

11. Trade and Other Payables

These amounts represent liabilities for goods and services provided to the Group prior to the end of the financial year and which are unpaid. All amounts in trade and other payables due to be paid in the short term are classified as current liabilities. These amounts are unsecured and are usually paid within 30 days of recognition. Those amounts due to be paid after 12 months are classified as non-current liabilities. Carrying values of trade and other payables are considered to be a reasonable approximation of fair value.

	2024	2023
	$	$
CURRENT		
Unsecured liabilities		
Trade payables	**12,156,323**	9,848,476
GST payable	**1,512,952**	413,964
Superannuation payable	**75,083**	-
Payroll tax payable	**84,837**	102,458
Accrued wages and sales commissions	**285,398**	259,520
Accrued professional services	**67,306**	64,342
Other accruals	**303,851**	102,920
	14,485,750	10,791,680
NON-CURRENT		
Secured liabilities		
Borrowings	**6,679,490**	6,679,490

(a) Borrowings

The Group has a loan facility guaranteed by the Group. The loan is subject to a net leverage covenant and a minimum cash balance covenant. There were no breaches of covenants during the year.

Under the facility, as at 30 June 2024 the Group had a balance of $6.68M outstanding. Principal and interest payments are made in accordance with an agreed schedule. The facility agreement has an average interest rate of 9.50% p.a.

12. Other Liabilities

The nature of providing financial advice and dealing in financial products is such that from time-to-time advice given by the Group (either directly by salaried employees in its B2C division or by its authorised representatives in its B2B division) generates claims from clients for compensation or refunds.

The Group operates a comprehensive risk management framework and maintains professional indemnity insurance to help mitigate these risks. It further manages these risks through claw back provisions under its authorised representative agreements with the advice practices whose advisers operate under its Wealth Today, Sentry, Synchron and M3 licenses.

However, insurance claim excesses (deductibles); annual buffer excesses; and unclaimable events (such as refunds - or actions or events that fall outside PI policy terms), are all potentially material and recovery action against authorised representatives is not always possible – most notably with respect to historical claims related to departed advisers - or related to advisers that were directly employed by the Group.

Generally, such liabilities are expensed (or an accrual taken up) as and when they arise.

Where the Group has been able to identify inflight remediation (or likely remediation) when making acquisitions it has taken specific provisions at the time of acquisition. Under the Synchron share purchase agreement this extended to the Company and the Synchron Sellers agreeing to an accrual of $2M as a warranty reserve (**Warranty Lockup**) which was fully provided for in the Company’s financial statements. As at 30 June 2024 $1M of the Warranty Lockup remained to be released to the Synchron Sellers.

	2024	2023
	$	$
CURRENT		
Professional indemnity claims provision	**57,512**	1,031,155
Synchron Warranty Lockup Provision	**1,000,000**	-
NON-CURRENT		
Synchron Warranty Lockup Provision	**-**	1,000,000
	-	1,000,000

	2024	2023
	$	$
CURRENT		
Leave liabilities		
Present value obligations	**850,801**	694,496
	850,801	694,496
NON-CURRENT		
Leave liabilities		
Present value obligations	**763,901**	427,019
	763,901	427,019

13. Issued Capital

	2024	2023
Shares on issue	**No.**	No.
At the beginning of the reporting period	**339,234,358**	321,080,842
Shares issued during the year		
Issued 25 October 2023 – backend of Sentry Group	**-**	6,105,026
Issued 30 November 2023 – backend of Sentry Group	**-**	3,368,944
Issued 28 June 2024 – backend of Synchron Group	-	8,679,546
At the end of the reporting period	**339,234,358**	339,234,358

Movements in issued capital

(a) Ordinary shares

	2024	2023
	$	$
At the beginning of the reporting period	**33,749,103**	32,375,273
Shares issued during the year		
Issued 25 October 2023 – backend of Sentry Group	**-**	465,813
Issued 30 November 2023 – backend of Sentry Group	**-**	257,050
Issued 28 June 2024 – backend of Synchron Group	**-**	650,967
At the end of the reporting period	**33,749,103**	33,749,103

(c) Voting rights

The holders of ordinary shares are entitled to participate in dividends and the proceeds on winding up of the Group. On a show of hands at meetings of the Group, each holder of ordinary shares has one vote in person or by proxy, and upon a poll each share is entitled to one vote. The Group does not have authorised capital or par value in respect of its shares.

There are 1,500,000 options to acquire ordinary shares on issue. There are no rights outstanding.

(d) Capital Management

Capital of the Group is managed in order to maintain a good debt-to-equity ratio; provide the shareholders with adequate returns; and to ensure that the Group can fund its operations and continue as a going concern.

The Group's capital comprises share capital and financial liabilities, supported by financial assets. There are no externally imposed capital requirements, except base level financial requirements prescribed in the Australian Financial Services Licences held by the Company's subsidiaries that are so licensed.

The Group monitors capital through the gearing ratio, which is calculated as net debt divided by total capital. Net debt is calculated as total borrowings less cash and cash equivalents. Total capital is defined as equity per the consolidated statement of financial position plus net debt.

14. Earnings per share

(a) Basic earnings per share

Basic earnings per share is calculated by dividing the profit attributable to owners of the Company by the weighted average number of ordinary shares outstanding during the year.

(b) Diluted earnings per share

Diluted earnings per share adjusts the basic earnings per share to take into account the after-income tax effect of financing costs associated with dilutive potential ordinary shares and the weighted average number of additional ordinary shares that would have been outstanding assuming the conversion of all dilutive potential ordinary shares

	2024	2023
	$	$
Profit (loss) after income tax	**3,854,099**	4,141,579

	2024 **No.**	2023 No.
Weighted average number of ordinary shares outstanding during the year used in calculating basic EPS	**339,234,358**	327,282,966
Weighted average number of ordinary shares outstanding during the year used in calculating dilutive EPS	**340,734,358**	328,782,966

Earnings per share for profit from continuing operations attributable to the owners of WT Financial Group Limited	**2024**	2024
Basic earnings per share (cents)	**1.136**	1.265
Diluted earnings per share (cents)	**1.131**	1.253

15. Dividends

On 30 August 2024 the Company declared a final dividend of 0.5 cents a share.

(a) Dividend Re-investment Plan (DRP)

The Company operates a Dividend Reinvestment Plan (DRP). Under the terms of the DRP the Directors have the ability to limit the amount of dividend which may be invested in subscription for shares under the DRP; determine the issue price for each issue of shares under the DRP and determine the discount to the weighted average market price that will be used to calculate the issue price for each issue of shares under the DRP; and suspend, amend or terminate the DRP.

The DRP will operate with shareholders invited to participate with part or all of their holding subject to a minimum re-investment of $35.00 and a maximum of $35,000. The issue price for DRP shares will be 8.0 cents per share calculated by reference to the volume weighted trading price of WTL share between 30 July 2024 and 28 August 2024, discounted by 5%.

(b) Franking credits

	2024 **$**	2023 $
Opening balance	**1,491,264**	1,491,264
Company tax paid/(refund)	**-**	-
	1,491,264	1,491,264

16. Financial risk management

The Group is exposed to a variety of financial risks through its use of financial instruments. This note discloses the Group's objectives, policies and processes for managing and measuring these risks.

The Group's overall risk management plan seeks to minimise potential adverse effects due to the unpredictability of financial markets.

The Group does not speculate in financial assets.

The most significant financial risks to which the Group is exposed to are described below:

Specific risks

- Liquidity risk
- Credit risk

Financial instruments used

The principal categories of financial instrument used by the Group are:

- Trade receivables
- Cash at bank
- Trade and other payables

Objectives, policies and processes

Risk management is carried out by the Directors. The Audit & Risk Committee has primary responsibility for the development of relevant policies and procedures to mitigate the risk exposure of the Group. These policies and procedures are then approved by the Directors.

Reports are presented to the Directors regarding the implementation and management of these policies by the Audit and Risk Committee under the delegated power from the Board. Specific information regarding the mitigation of each financial risk to which the Group is exposed is provided below.

Liquidity risk

Liquidity risk arises from the Group's management of working capital and the finance charges and principal repayments on its debt instruments. It is the risk that the Group will encounter difficulty in meeting its financial obligations as they fall due.

The Group's policy is to ensure that it will always have sufficient cash to allow it to meet its liabilities as and when they fall due. The Group maintains cash and marketable securities to meet its liquidity requirements for up to 30-day periods. Funding for long-term liquidity needs is additionally secured by ability to sell long-term financial assets.

The Group manages its liquidity needs by carefully monitoring scheduled debt servicing payments for long-term financial liabilities as well as cash-outflows due in day-to-day business. Liquidity needs are monitored in various time bands, on a day-to-day and week-to-week basis, as well as on the basis of a rolling 30-day projection. Long-term liquidity needs for a 180-day and a 360-day period is identified monthly.

At the reporting date, these reports indicate that the Group is expected to have sufficient liquid resources including undrawn credit facilities to meet its obligations under all reasonably expected circumstances.

The Group's liabilities have contractual maturities which are summarised below:

	Less than 12 months		1 year – 5 years	
	2024	2023	**2024**	2023
	$	$	**$**	$
Trade & other payables	**14,485,750**	10,791,680	**-**	-
Borrowings	**-**	-	**6,679,490**	6,679,490
Total	**14,485,750**	10,791,680	**6,679,490**	6,679,490

Credit risk

Credit risk refers to the risk that counterparty will default on its contractual obligations resulting in a financial loss to the Group.

Credit risk arises from cash and cash equivalents and deposits with banks and financial institutions, as well as credit exposure to wholesale and retail customers, including outstanding receivables and committed transactions.

The Group has adopted a policy of only dealing with creditworthy counterparties as a means of mitigating the risk of financial loss from defaults. The utilisation of credit limits by customers is regularly monitored by management. Customers who subsequently fail to meet their credit terms are required to make purchases on a prepayment basis until creditworthiness can be re-established.

Trade receivables consist of a large number of customers, spread across diverse geographical areas. Ongoing credit evaluation is performed on the financial condition of accounts receivable. The Managing Director receives monthly reports summarising the turnover, trade receivables balance and aging profile of each of the key customers individually and the Group's other customers analysed by industry sector as well as a list of customers currently transacting on a prepayment basis or who have balances in excess of their credit limits.

The allowance for impairment of receivables assessment requires a degree of estimation and judgement. The level of allowance is assessed by taking into account the recent sales experience, the ageing of receivables, historical collection rates and specific knowledge of the individual debtors' financial position.

Management considers that all the financial assets that are not impaired for each of the reporting dates under review are of good credit quality, including those that are past due.

The credit risk for liquid funds and other short-term financial assets is considered negligible, since the counterparties are reputable banks with high quality external credit ratings.

Interest rate risk

Interest Rate Risk is not a material risk to the Group, as there is minimal exposure to variable interest rates. The secured financing facility set out in Note 11 (a) has a fixed interest rate and is recorded at fair value.

17. Leases

The amounts recognised in the statements of profit or loss and other comprehensive income relating to leases where the Company is a lessee are shown below:

	2024	2023
	$	$
Interest expenses on lease liabilities	**134,783**	142,691
Depreciation of right-of-use assets	**574,865**	733,119
Occupancy costs	**290,847**	185,449
	1,000,495	1,061,259

(a) Lease liabilities

The maturity analysis of lease liabilities based on contractual undiscounted cash flows is shown in the table below:

Year ended 30 June 2024	**<1 year**	**1-5 years**	**Total undiscounted lease liabilities**	**As in Statement of Financial Position**
	$	**$**	**$**	**$**
Lease liabilities	**674,197**	**263,962**	**938,159**	**858,497**

18. Tax assets and liabilities

(a) Recognised deferred tax assets and liabilities

	2024	2023
	$	$
Deferred tax assets	**1,255,917**	2,237,452
Deferred tax liabilities	**166,196**	195,150

(b) Movement in recognised deferred tax assets and liabilities

Deferred tax assets	**Opening Balance**	**Charged to Income**	**Closing Balance**
	$	**$**	**$**
Provisions	**36,154**	**(8,937)**	**27,217**
Tax losses	**1,845,540**	**(1,145,977)**	**699,563**
Employee entitlements	**336,455**	**172,491**	**508,946**
Accruals	**19,303**	**888**	**20,191**
Balance at 30 June 2024	**2,237,452**	**(981,535)**	**1,255,917**

Deferred tax assets	Opening Balance	Charged to Income	Closing Balance
	$	**$**	**$**
Provisions	26,379	9,775	36,154
Tax losses	2,799,611	(954,071)	1,845,540
Employee entitlements	202,363	134,092	336,455
Accruals	19,192	111	19,303
Balance at 30 June 2023	3,047,545	(810,093)	2,237,452

Deferred tax liabilities	**Opening Balance $**	**Charged to Income $**	**Closing Balance $**
Prepayments	**195,150**	**(28,954)**	**166,196**
Balance at 30 June 2024	**195,150**	**(28,954)**	**166,196**

Deferred tax liabilities	Opening Balance $	Charged to Income $	Closing Balance $
Prepayments	269,439	(74,289)	195,150
Balance at 30 June 2023	269,439	(74,289)	195,150

19. Auditors' remuneration

Audit services

The table below shows the amounts paid to In.Corp Audit & Assurance Pty Ltd (formerly Rothsay Audit & Assurance Pty Ltd), the current auditor of the parent entity.

	2024	2023
	$	$
Auditing or reviewing the financial reports	**111,750**	118,205
Total	**111,750**	118,205

20. Interest in subsidiaries

(a) Principles of consolidation

The consolidated financial statements include the financial position and performance of controlled entities from the date on which control is obtained until the date that control is lost.

Intragroup assets, liabilities, equity, income, expenses and cash flows relating to transactions between entities in the consolidated entity have been eliminated in full for the purpose of these financial statements.

Appropriate adjustments have been made to a controlled entity's financial position, performance and cash flows where the accounting policies used by that entity were different from those adopted by the consolidated entity. All controlled entities have a 30 June financial year end.

Parent entity

The Company was incorporated on 10 April 2014 as the interposed head entity of the Group and is listed on the Australian Stock Exchange (ASX: WTL).

Subsidiaries

Subsidiaries are all entities (including structured entities) over which the parent has control. Control is established when the parent is exposed to or has rights to variable returns from its involvement with the entity and has the ability to affect those returns through its power to direct the relevant activities of the entity.

(b) Composition of the Group

Name of subsidiary entity	2024 %-owned	2023 %-owned
Wealth Today Pty Ltd	**100**	100
WT Finance Pty Ltd	**100**	100
WT Financial Group Services Pty Ltd	**100**	100
Spring FG Accounting Pty Ltd	**100**	100
SFG Private Wealth Pty Ltd	**100**	100
Spring FG Funds Management Pty Ltd	**100**	100
Spring FG Realty Pty Ltd	**100**	100
Wealth Adviser Legal Services Pty Ltd	**100**	100
MySuper247 Pty Ltd	**100**	100
MyTax247 Pty Ltd	**100**	100
MyMoney247 Pty Ltd	**100**	100
SFGW Pty Ltd	**100**	100
WT FG Services Pty Ltd	**100**	100
Sentry Group Pty Ltd	**100**	100
Sentry Advice Pty Limited	**100**	100
ACN 130 288 578 Pty Ltd	**100**	100
Sentry Financial Planning Pty Ltd	**100**	100
Sentry Planning Services Pty Limited	**100**	100
Sentry Group Services Pty Ltd	**100**	100
Sentry Financial Services Pty Limited	**100**	100
ACN 633 357 481 Pty Ltd	**100**	100
Synchron Advice Pty Ltd	**100**	100
Wealth Adviser Investments Solutions Pty Ltd	**100**	100
Millennium 3 Financial Services Pty Ltd (acquired on 8 Dec 2024)	**100**	-
Synchron Medical Pty Ltd	**50**	50

All entities are body corporates incorporated in Australia and resident of Australia and are not a tax resident of any other country. The principal place of business for all entities listed is Australia.

21. Contingencies

In the opinion of the Directors, the Company did not have any contingencies at 30 June 2024 (30 June 2023: None).

22. Transactions with related parties

(a) Summary of related parties

i. Key management personnel:

Any person(s) having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including any director (whether executive or otherwise) of that entity are considered key management personnel.

ii. Other related parties:

Other related parties include Director related entities and close family members of key management personnel and entities that are controlled or significantly influenced by those personnel or their close family members.

During the year, there were no transactions undertaken with any other related parties other than with respect to professional services rendered by Peloton Partners, a practice management advisory business of which Non-Executive Director Michael Harrison is a principal. Peloton Partners provided certain services to and on behalf of the Company on an arms-length basis and as set out in 22 (c), below.

(b) Remuneration of key management personnel

	2024	2023
	$	$
Short-term employee benefits	**1,189,845**	**1,102,184**
Long-term employee benefits	**36,597**	**18,367**
Post-employment benefits	**84,838**	**125,873**
Total	**1,285,382**	**1,246,424**

(c) Related party transactions

	2024	2023
	$	$
Professional services rendered by Peloton Partners	**101,250**	101,250
Loan against bonus to Directors	**270,752**	-
Total	**372,002**	101,250

23. Cash flow information

(a) Reconciliation of net income to net cash provided by operating activities

	2024	2023
	$	$
Net profit (loss)	**3,854,099**	4,141,579
Income items excluded from operating activities cash flows		
Non-cash flows in profit or loss		
Depreciation and amortisation	**624,660**	832,718
Changes in assets and liabilities, net of the effects of purchase and disposal of subsidiaries:		
- (increase)/decrease in trade and other receivables	**(2,364,368)**	1,227,437
- (increase)/decrease in other assets	**(981,535)**	68,031
- increase/(decrease) in trade and other payables	**2,876,731**	(2,944,011)
- increase/(decrease) in income taxes payable	**952,581**	(735,804)
- increase/(decrease) in employee entitlements	**493,187**	312,062
Cashflow from operations	**5,455,354**	2,902,012

24. Parent entity information

Set out below is the supplementary financial information about the parent entity of the Group (WT Financial Group Limited) presented on a stand-alone basis - that is, excluding the consolidation of the financial statements of its subsidiaries and controlled entities.

The parent entity is a non-operating entity.

	2024	2023
	$	$
ASSETS		
Current assets	**710,461**	149,108
Non-current assets	**31,682,519**	31,444,818
TOTAL ASSETS	**32,392,980**	31,593,926
LIABILITIES		
Current liabilities	**504,973**	785,287
Non-current liabilities	**10,147,714**	8,720,997
TOTAL LIABILITIES	**10,652,687**	9,506,284
NET ASSETS	**21,740,293**	22,087,642
EQUITY		
Issued capital	**33,749,103**	33,749,103
Options Reserve	**26,659**	26,659
Accumulated losses	**(12,035,469)**	(11,688,120)
TOTAL EQUITY	**21,740,293**	22,087,642
Current year losses	**(347,349)**	(1,168,833)

25. Business Combinations

(a) Millennium 3 Financial Services Pty Ltd

On 8 December 2023 the parent entity acquired 100% of the issued share capital of Millennium 3 Financial Services Pty Ltd, a financial services dealer group.

Purchase Consideration

Cash consideration at settlement	2,015,571
	2,015,571

The assets and liabilities recognised as a result of the acquisition are as follows

Assets	
Bank	1,098,912
Other Current Assets	1,399,086
Total Current Assets	**2,498,001**
Fixed Assets	-
Total Non-Current Assets	**-**
Total Assets	**2,498,001**
Liabilities	
Total Current Liabilities	**1,819,208**
Total Non-Current Liabilities	**373,000**
Total Liabilities	**2,192,208**
Net Assets	**305,793**
Goodwill	**2,015,571**

26. Events Occurring After the Reporting Date

Since the reporting date, the Company cash settled a $1M payment to the vendors of Synchron representing the release of the Synchron Warranty lockup in accordance with the Synchron Share Purchase Agreement. This concludes any payments associated with previous acquisitions.

Also after the reporting date, Mr Frank Paul, the Company's Joint-COO and head of risk, accepted an offer from the Company's Board to participate in the WT Financial Group Limited Equity Incentive Plan the Company and Mr Paul accepted. Under the offer the Company has agreed to issue up to 3,000,000 Rights to the Company's to Mr Paul in recognition of his contribution.

There were no other events occurring after the reporting date that have had a material impact on the Company.

27. Consolidated entity disclosure statement as at 30 June 2024

	Body corporate			Tax Residency	
Entity Name	**Entity Type**	**Place formed or incorporated**	**% of share capital held**	**Australian or Foreign**	**Foreign jurisdiction**
Wealth Today Pty Ltd	Body corporate	Australia	100%	Australia	N/A
WT Finance Pty Ltd	Body corporate	Australia	100%	Australia	N/A
WT Financial Group Services Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Spring FG Accounting Pty Ltd	Body corporate	Australia	100%	Australia	N/A
SFG Private Wealth Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Spring FG Funds Management Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Spring FG Realty Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Wealth Adviser Legal Services Pty Ltd	Body corporate	Australia	100%	Australia	N/A
MySuper 247 Pty Ltd	Body corporate	Australia	100%	Australia	N/A
MyTax 247 Pty Ltd	Body corporate	Australia	100%	Australia	N/A
MyMoney 247 Pty Ltd	Body corporate	Australia	100%	Australia	N/A
SFGW Pty Ltd	Body corporate	Australia	100%	Australia	N/A
WT FG Services Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Sentry Group Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Sentry Advice Pty Ltd	Body corporate	Australia	100%	Australia	N/A
ACN 130 288 578 Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Sentry Financial Planning Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Sentry Planning Services Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Sentry Group Services Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Sentry Financial Services Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Sentry Wealth Pty Ltd	Body corporate	Australia	100%	Australia	N/A
ACN 633 357 481 Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Synchron Advice Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Wealth Adviser Investments	Body corporate	Australia	100%	Australia	N/A
Solutions Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Synchron Advice Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Millennium 3 Financial Services Pty Ltd	Body corporate	Australia	100%	Australia	N/A
Synchron Medical Pty Ltd	Body corporate	Australia	50%	Australia	N/A

DIRECTORS' DECLARATION

The financial report was authorised for issue on 30 August 2024 by the board of directors.

This declaration is made in accordance with a resolution of the board of directors.

(1) In the opinion of the Directors:

(a) The financial statements, notes and the additional disclosures included in the Directors' Report designated as audited, of the consolidated entity are in accordance with the Corporations Act 2001 and International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board, including:

(i) giving a true and correct view of the consolidated entity's financial position as at 30 June 2024 and of their performance for the year ended on that date; and

(ii) complying with Accounting Standards and Corporations Regulations 2001; and

(iii) the information disclosed in the consolidated entity disclosure statement is true and correct; and

(b) at the date of this statement there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

(2) This declaration has been made after receiving the declarations required to be made to the Directors in accordance with section 295A of the Corporations Act 2001 for the year ending 30 June 2024.

Signed in accordance with a resolution of the Directors.

Guy Hedley	Keith Cullen
Chairman	**Managing Director**

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WT FINANCIAL GROUP LIMITED
INDEPENDENT AUDITOR'S REPORT

To the members of WT Financial Group Limited

In.Corp Audit & Assurance Pty Ltd
ABN 14 129 769 151

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Opinion

We have audited the financial report of WT Financial Group Limited ("the Company") and its controlled entities ("the Group"), which comprises the consolidated statement of financial position as at 30 June 2024, the statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of material accounting policy information, the consolidated entity disclosure statement and the Directors' Declaration.

In our opinion, the financial report of the Group is in accordance with the *Corporations Act 2001*, including:

a) giving a true and fair view of the Group's financial position as at 30 June 2024 and of its performance for the year ended on that date; and

b) Complying with Australian Accounting Standards and *Corporations Regulations 2001*

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report.

We are independent of the Group in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* ("the Code") that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001,* which has been given to the directors of the Group, would be in the same terms if given to the directors as at the time of this auditor's report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

WT FINANCIAL GROUP LIMITED

INDEPENDENT AUDITOR'S REPORT (continued)

Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial report of the current period. These matters were addressed in the context of our audit of the financial report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Key Audit Matter	How our Audit Addressed the Key Audit Matter
Impairment Assessment of Intangible Assets Note 9 to the financial statements shows that at 30 June 2024 the Group has recorded intangible assets of $33,162,952. This was considered a key audit matter given the significant judgement involved in assessing the recoverable amount of these assets.	Our procedures included: • Reviewing the calculations and performing an assessment of the reasonableness of inputs used in management's analysis; and • Assessing the appropriateness of the related disclosures in the financial report.
Business Combinations Note 25 to the financial statements outlines the Group's business combination during the year. Given the significance of the transactions and the complexity of accounting for business combinations, this is considered to be a key audit matter.	Our procedures included: • Reviewing the share purchase agreement, assessing the key terms and considered whether the acquisition constituted a business combination; • Assessing the fair value of consideration paid for the acquisition; • Reviewing the appropriateness of the purchase price accounting; and • Assessing the appropriateness of the related disclosures in the financial report.

Other Information

The directors are responsible for the other information. The other information comprises the information included in the Group's annual report for the year ended 30 June 2024 but does not include the financial report and our auditor's report thereon.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

WT FINANCIAL GROUP LIMITED

INDEPENDENT AUDITOR'S REPORT (continued)

Responsibilities of the Directors for the Financial Report

The directors of the Company are responsible for the preparation of:

a) the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001;* and

b) the consolidated entity disclosure statement that is true and correct in accordance with the *Corporations Act 2001,* and

for such internal control as the director determine is necessary to enable the preparation of:

i. the financial report (other than the consolidated entity disclosure statement) that gives a true and fair view and is free from material misstatement, whether due to fraud or error; and

ii. the consolidated entity disclosure statement that is true and correct and is free of misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the director either intends to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error; and to issue an auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website at: https://www.auasb.gov.au/auditors_responsibilities/ar1.pdf. This description forms part of our auditor's report.

WT FINANCIAL GROUP LIMITED

INDEPENDENT AUDITOR'S REPORT (continued)

Report on the Remuneration Report

We have audited the Remuneration Report included in the directors' report for the year ended 30 June 2024. The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

Opinion

In our opinion the Remuneration Report of WT Financial Group Limited, for the year ended 30 June 2024, complies with section 300A of the *Corporations Act 2001*.

In.Corp Audit & Assurance Pty Ltd

Daniel Dalla
Director

Sydney, 30 August 2024

NOTES

BOARD
Guy Hedley – Chairman
Non-executive Director

Keith Cullen
Founder & Managing Director

Chris Kelesis
Non-executive Director

Chelsea Pottenger
Non-executive Director

Company Secretary
Ian Morgan

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