

Quarterly Cash Flow & Activities Report and Appendix 4C

Q1 FY22

6th October, 2021

SelfWealth Limited

ABN 52 154 324 428

Level 2, 613 Canterbury Road

Surrey Hills, Victoria, 3127

SelfWealth[®]

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Empowering people to achieve financial freedom.

SelfWealth.

Quarterly Activities Report

Accelerating Growth and Increasing Engagement

Highlights

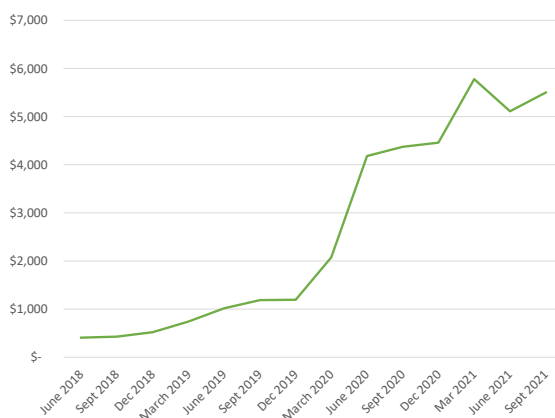
- **Accelerating Quarter on Quarter Growth:** Active Traders¹ up 13% to 107,461, quarterly trade volume up 22% to 435,620 and client cash up 15% to \$600m.
- **Increased Engagement through Content:** Focus on new content development and investment webinars attended by thousands of customers every week.
- **Executing on the Strategy:** Adding value through the delivery of product innovations including instant deposits, live pricing and integration of ESG data.
- **Award winning platform:** Finder Investment Awards 2021 for Best Australian Share Trading Account and Best Share Trading Platform (long-term investors).
- **Expanding Market Share to #4:** Independent market research firm reported SelfWealth as the number four player in the online broking market in Australia.
- **Future innovation:** The rollout of cryptocurrency and new international markets is on track for Q2 FY22.

Melbourne, Australia – 6th October 2021: SelfWealth Ltd (ASX:SWF) (“SelfWealth” or “the Company”) has released its Q1 FY22 Quarterly Cash Flow and Activities Report.

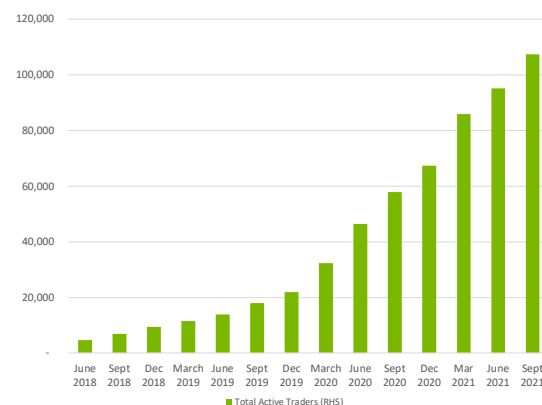
Key Financial Metrics

	Q1 FY21	Q4 FY21	Q1 FY22	YOY change
Operating Revenue (m)	\$4.2	\$5.1	\$5.5	32%
Active Traders	57,816	95,189	107,461	86%
Quarterly Trades	379,530	357,974	435,620	15%
Client Cash (m)	\$409	\$523	\$600	46%
Securities Held on HIN (bn)	\$3.2	\$5.9	\$6.8	110%

Operating Revenue by Quarter ('000)



Active Trader Growth by Quarter



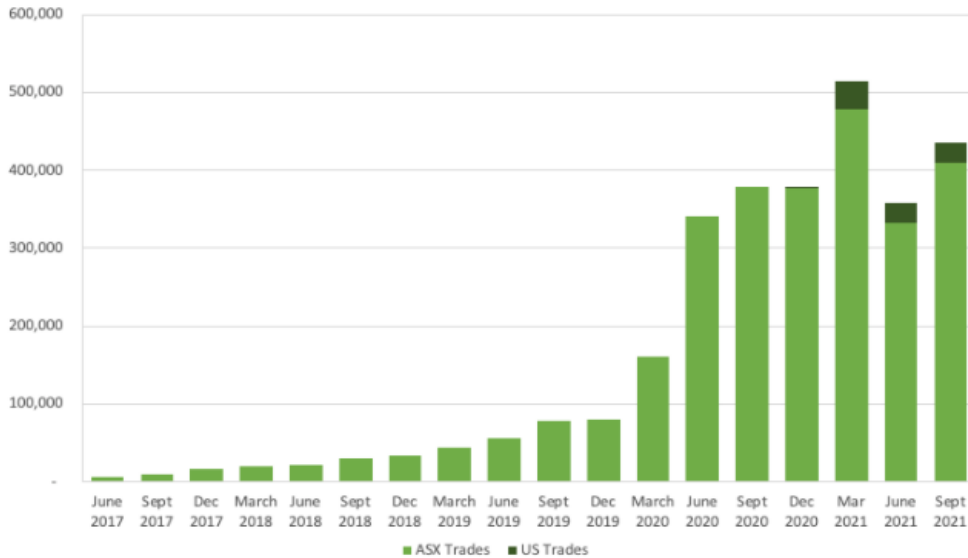
¹Active Traders are portfolios that are ready to trade, with cash and/or equities in their portfolio

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The key financial metrics show accelerating growth in Q1 FY22, following a softer quarter in Q4 FY21. In Q1 FY22, operating revenue increased to \$5.5m, up 8% quarter on quarter and up 32% year on year. A significant increase in trading revenue compared to the previous quarter led to a strong result.

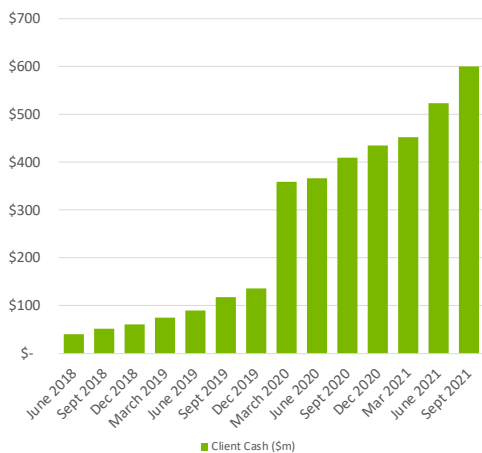
Active Traders were up by 12,272 to 107,461 as at 30 September 2021 and the number of Active Traders trading US equities continues to grow. 31% of total Active Traders have added US trading to their portfolios.

Trade Growth by Quarter

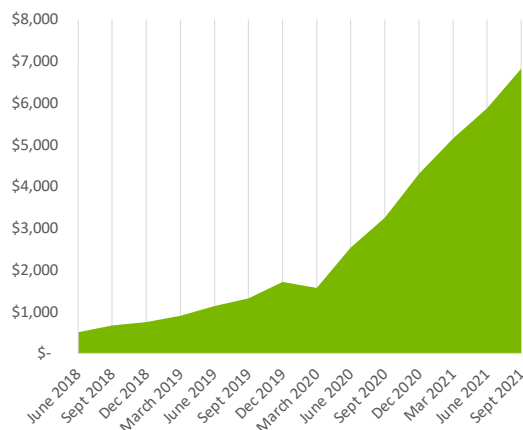


The number of trades executed during the quarter increased from 357,974 in Q4 FY21 to 435,620 in Q1 FY22, up 22% quarter on quarter and up 15% year on year. The month of September saw increased volatility in the market leading to the second highest monthly trade numbers ever.

Total Client Cash by Quarter (\$m)



Total Securities Held on HIN by Quarter (\$B)



Client cash on the SelfWealth platform increased 15% quarter on quarter to a record \$600m and securities held on HIN increased by 16% to \$6.8B in Q1 FY22.

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Investing for growth

SelfWealth's mission is to empower people to achieve financial freedom and the Company's growth strategy is to diversify revenue streams by offering a broad product portfolio to retail investors to support their wealth creation journey.

In July, SelfWealth raised \$11.74 million through a Placement Offer to institutional and sophisticated investors and a Share Purchase Plan (SPP) in order to accelerate its growth strategy through new product development and aggressive marketing initiatives.

On 6th September 2021, Cath Whitaker joined the Board of SelfWealth with a clear mandate to drive the next phase of growth for the Company.

The benefits of this accelerated investment started to flow through in Q1 and will continue throughout FY22 and beyond. SelfWealth is focused on delivering an exceptional product and great value to customers, in addition to transparent and competitive pricing. In Q1, SelfWealth successfully rolled out new product innovation including instant deposits, live pricing and the integration of ESG data.

SelfWealth has attracted new talent across technology, product and marketing functions. Client engagement is a priority and in Q1, SelfWealth initiated a weekly investment webinar program, "SelfWealth Live", to deliver independent and relevant content for customers. These weekly webinars have been a resounding success with thousands of attendees each week. In addition, we continue to receive high levels of inbound referrals, indicating strong engagement with our growing base of customers.

In Q1 FY22, independent market research firm, Investment Trends, released updated industry data which reported SelfWealth as the number four player in the online broking market in Australia in terms of share of primary relationships among online investors, surpassing one of the Big Four banks.²

The Finder Investment Awards 2021 recognise the best Australian and international share trading platforms and accounts. SelfWealth was declared the winner in two categories: Best Australian Share Trading Account and Best Share Trading Platform (long-term investors).

SelfWealth Managing Director Cath Whitaker commented, "We are very pleased with the strong Q1 performance and the increased engagement of our growing customer base. We are already seeing the benefits from our investment in product development through the accelerated rollout of new innovations and we are enhancing our content offering following the resounding success of our webinar investment series. We are identifying opportunities to provide additional value to our customer base, in addition to transparent pricing, and our wealth creation portfolio of products will expand over time."

² Investment Trends, May 2021 First Half Australia Online Investing Report

Product Innovation

SelfWealth continues to successfully deliver against the roadmap published in July 2021. SelfWealth members responded positively to instant deposits, live pricing and ESG data being deployed this quarter.

Q2 2022 will focus on cryptocurrency development, introducing an additional international market and continuous User Experience improvements to native mobile apps and desktop experiences.

Good progress is also being made with respect to strategic marketing and a revised approach toward data & analytics.

Balance Sheet & Cash flow

The quarterly cash outflow from operating activities was \$1.1m for the September quarter. This was in line with the Company's expectations given the focus on investing for growth following the capital raise in July.

Cash and cash equivalents at the end of the quarter were \$17.5m. The Company continues to have no outstanding debt.

In accordance with listing rule 4.7C, payments made to related parties and their associates, including in items 6.1 of Appendix 4C incorporates Directors fees, remuneration and superannuation at commercial rates.

Investor Inquiries

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Media Inquiries

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Cath Whitaker, CEO & Managing Director of SelfWealth Ltd, has authorised the release of this announcement to the market.

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

SelfWealth Limited

ABN

52 154 324 428

Quarter ended ("current quarter")

30 September 2021

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	5,481	5,481
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(2,841)	(2,841)
(c) advertising and marketing	(1,073)	(1,073)
(d) leased assets	(35)	(35)
(e) staff costs	(1,650)	(1,650)
(f) administration and corporate costs	(1,010)	(1,010)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	8	8
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	26	26
1.8 Other (provide details if material)	2	2
1.9 Net cash from / (used in) operating activities	(1,092)	(1,092)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(36)	(36)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(36)	(36)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	11,736	11,736
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	50	50
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(640)	(640)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	11,146	11,146

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	7,525	7,525
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,092)	(1,092)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(36)	(36)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	11,146	11,146
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	17,543	17,543

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	5,543	3,025
5.2	Call deposits	12,000	4,500
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	17,543	7,525

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	81
6.2	Aggregate amount of payments to related parties and their associates included in item 2	0

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 Total financing facilities	-	-
7.5 Unused financing facilities available at quarter end		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(1,092)
8.2 Cash and cash equivalents at quarter end (item 4.6)	17,543
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	17,543
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	16.1
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer: N/A	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer: N/A	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer: N/A	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 5th October 2021

Authorised by: The Board of SelfWealth Limited

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.

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