



KINGSWOOD

PROTECT AND GROW YOUR WEALTH

POSITIONED FOR *GROWTH*



GARY WILDER
Group CEO

Key Headlines

- ✓ Combined UK and US Divisional Operating Profits of £5.3m
- ✓ Group Revenue of £61.5m and £3.1m Operating Profit, with £6.2bn Group assets under advice/management
- ✓ Continue to build a leading wealth management business in the UK
- ✓ Acquisition of Admiral Wealth Management in August 2021
- ✓ In exclusive discussions with a further 7 UK and 2 International businesses
- ✓ Kingswood US delivers exceptional revenue growth

Strong Growth in the UK and US combined delivered Operating Profit of £5.3m



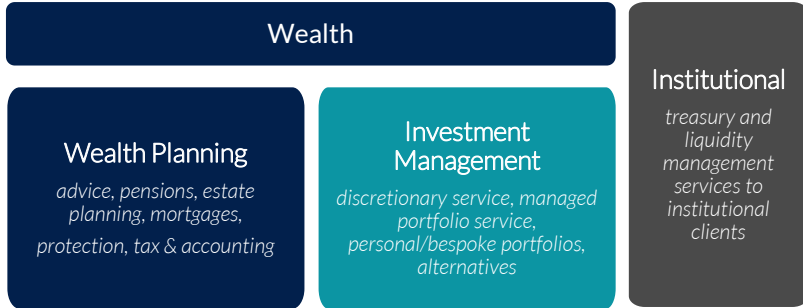
Financial Headlines

| £'000 (unless otherwise stated) | H1 2021 | H1 2020 | Change |
|----------------------------------|---------------|----------------|-------------|
| Wealth Management | 8,307 | 4,678 | 78% |
| Investment Management | 2,312 | 2,135 | 8% |
| Kingswood US | 50,922 | 1,438 | 3441% |
| Total Revenue | 61,541 | 8,251 | 646% |
| Kingswood UK (WM + IM) | 2,830 | 1,035 | 173% |
| Kingswood US | 2,519 | (28) | n/a |
| Division Operating Profit | 5,349 | 1,007 | 431% |
| Central Costs | (2,294) | (2,274) | 1% |
| Group Operating Profit | 3,055 | (1,267) | n/a |
| Total Equity | 43,315 | 32,886 | 10,429 |
| AUA/AUM (£ millions) | 6,172 | 4,718 | 1,455 |
| # of UK Advisers | 64 | 30 | 34 |

* £41.8m Investment Banking Fees and £9.1m Wealth Management Revenues



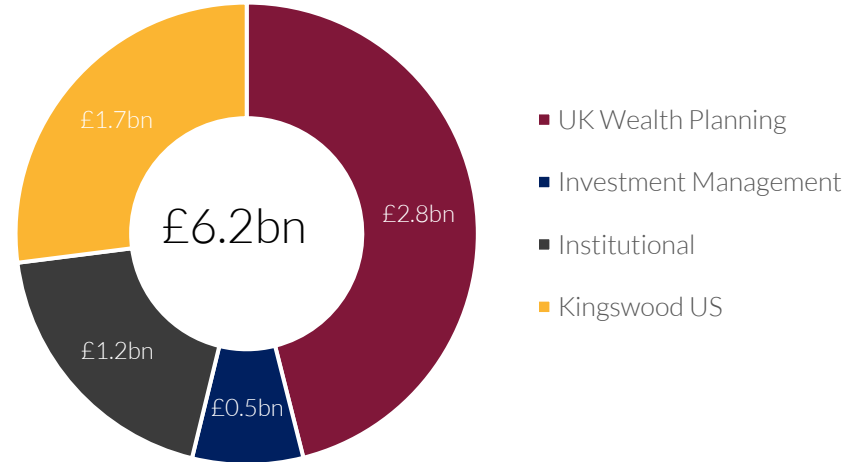
UK



US

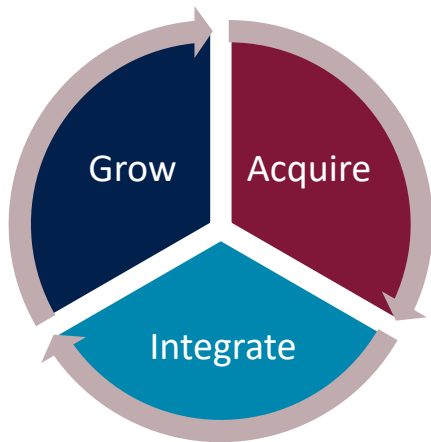


CURRENT AUM/A





DAVID LAWRENCE
UK CEO



Key Headlines

- 16 UK regional network offices across the country with 64 client facing advisory colleagues and assets under advice/management of £4.5bn from c.8,000 active clients
- Consolidating progress built in 2020 whilst charting a course in 2021 and beyond to become a leading UK wealth management business
- Key investments in our colleague proposition
- Single-minded client focus across our core propositions and to improve the overall customer experience
- Strong pipeline of UK acquisitions to complete in 2021 and 2022

Growth Enablers

- Creating adviser capacity for organic growth through more efficient processes
- Increasing adviser productivity, re balancing a focus on retention with that on New business
- Re imagining client journeys driving efficiency in support ratios
- Creating complementary Mass Affluent and HNW client propositions that are clear and are value for money
- Maintaining a strong investment performance vs ARC and risk benchmarks
- Delivering optimal flows from wealth planning activity into our investment proposition, derived from new client activity and existing client migration
- Creating a home-grown pipeline of future advisors through Kingswood Academy





MIKE NESSIM
US CEO



Key Headlines

- Independent Broker Dealer (IBD) and Registered Investment Adviser (RIA) businesses have delivered significant growth focusing on organic growth through the recruitment of Independent Advisors.
- The team now comprises 207 Authorised Representatives managing \$2.3bn of client monies across the US.
- EF Hutton is a global full service middle market investment bank dedicated to providing strategic advice and financing solutions. 30 bankers and 10 support staff
- Since January 2021, EF Hutton has completed over 41 transactions with a total of \$1.8bn capital raised for clients

Growth Enablers

- Investment in a robust technology infrastructure has provided advisors with a superior integrated wealth management platform enabling the IBD & RIA to offer a much wider range and more diverse selection of products
- Recruitment of high-quality independent advisors and registered representatives will bring additional AuM and earnings potential
- An extensive pipeline of potential M&A opportunities that can deliver significant inorganic growth to the business - focused on acquiring small to mid-sized RIAs and IBDs to create margin accretion



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