31 December 2024 results & 2025 Q1 Update

24 April 2025

InvestAcc Group

InvestAcc Group

1. Summary and Strategy Recap
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3. Acquisition Update – AJ Bell
4. Q1 2025 Trading Update
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1. Summary and Strategy Recap

The Market Opportunity

Attractive Fundamentals

STRATEGY
Building a **leading specialist pension administrator** with **high-quality integrated business** and a focus on **excellent customer outcomes**

Opportunities for Consolidation

8% Organic Growth projected annually over the next 5 years

Favourable Macro Trends driving long-term demand

Recurring Revenue Model: Fee-based, not linked to AUM

Strong Financials: 30%+ EBITDA margins

Loyal Customers: Average relationship of 25 years

Existing Fragmented Market with 100+ SIPP providers

Increased Challenges for small and non-core books

- Legacy systems
- Regulatory focus
- Consumer Duty

Executive Summary

2024 pro forma results demonstrate excellent customer outcomes and strong financial performance

H2 2024 Milestones Delivered

- **InvestAcc Acquisition:** FCA CiC granted
- **Equity Raise:** Successfully closed
- **Team:** Built M&A and Integration capability
- **Board**: PLC Board established
- **H2 Trading**: Strong organic growth

Q1 2025 Delivery

- **AJ Bell SIPP & SSAS Book:** Acquisition exchanged
- **Kartesia Partnership:** New debt financing secured
- **Admin Platform:** Upgrade successfully delivered
- **2025 Trading:** Strong start to the year

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2. December 2024 Results and Performance Review

Financial and Operational Highlights

Excellent 2024 Pro Forma Financials

- SIPP and SSAS customer growth: +18.0%
- Revenue growth: +16.3%
- EBITDA growth: +15.7%
- Consistent trading EBITDA Margin: 40.5%

Excellent Customer Service

- Best SIPP Provider, 2021–2024
- Defaqto Gold Award, Pension Service 2025

Balance Sheet Strength (31/12/24)

- Regulatory capital coverage 295%
- Cash after minimum regulatory capital £11.0m
- Deferred consideration of £6.2m paid in Q1 2025

FY24 6 Months Results

- Revenue: £2.5m (from 9 Oct onwards)
- Operating Loss: £(2.2)m (includes 6 months of Plc costs)

Best SIPP Provider 2020 – 2025

Five times Best Pension Service 2020 – 2024

Finalist: Best SIPP Provider

FT Adviser, 5 Star Winner: Pensions & Protection Provider

Gold award for Pension Service

Pro Forma Performance[1]

- 16.3% increase in revenue driven by organic growth
- 15.7% trading EBITDA growth
- Trading EBITDA margin above 40% through operational excellence

£m	FY23	FY24	FY24 YoY %
Pension Administration	4.6	5.4	18.0%
Financial Advice	2.2	2.4	10.8%
Appointed Representative	0.9	0.9	(1.7%)
Treasury	1.3	1.8	32.0%
Total Revenue	**9.0**	**10.5**	**16.3%**
Operating costs	(5.3)	(6.2)	20.6%
Trading EBITDA	**3.7**	**4.2**	**15.7%**
Group costs		(1.4)	
Group EBITDA		**2.8**	
Trading EBITDA margin	40.7%	40.5%	(0.5%)
Group EBITDA margin		27.1%	-
Client retention	95.1%	96.4%	1.4%
Service quality	96.1%	98.4%	2.4%
No. of SIPPS (period end)	10,177	11,974	17.7%

Notes: 1. Estimated, pro-forma data for calendar years 2023 calculated pro rata from audited InvestAcc accounts for 12 months to 31 October 2023 and 2024. Data for calendar 2024 based on actual, audited data for October to December, and pro rata data for January to September from audited InvestAcc accounts for the 14 months to 31 December 2024.

Actual Results for 6 Months to December 2024

- InvestAcc delivered £2.5m revenue and £0.9m EBITDA by year-end, in line with expectations
- The period includes InvestAcc trading from 9 October and 6 months of group costs
- Exceptional items relate to acquisition of InvestAcc Ltd

£m	**H2 24**
Pension Administration	1.3
Financial Advice	0.6
Appointed Representative	0.2
Treasury	0.4
Total Revenue	**2.5**
Operating costs	(1.6)
Trading EBITDA	**0.9**
Group costs	(1.0)
Group EBITDA	**(0.1)**
Exceptional items:	
Acquisition costs	(1.5)
Integration	(0.1)
EBITDA	**(1.7)**
Depreciation and Amortisation	(0.5)
Operating Loss	**(2.2)**

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3. Acquisition Update – AJ Bell Platinum

AJ Bell Platinum

Product and customer base is aligned to InvestAcc to continue delivering exceptional customer outcomes

AJBell Platinum

An award-winning provider of SIPP and SSAS administration services, with long term customers and experienced colleagues[2]

2,666 SIPP Customers	**£1.8bn** SIPP AuA	**£669k** Average SIPP value
888 SSAS Customers	**£1.4bn** SSAS AuA	**c.15 year** Average customer lifetime
46 Staff at base location	**£3.2bn** Total AuA	**10 years+** Avg. Staff tenure

Which? Recommended Provider – Self-Invested Personal Pensions 2024

The Times Money Mentor Awards 2023 – Best SIPP/Pension Provider

Best Retirement Provider – November 2022

Notes 2: All data as at 31 December 2024

AJ Bell - Roadmap To Success

Key Value Drivers

- Customer retention and outcomes
- Leveraging Carlisle infrastructure
- Swift execution by experienced team

Integration Playbook

BPA Exchange – 27th March 2025

AJ Bell staff TUPE consultation

Customer data validation

Staff recruitment and training

Data extraction and migration

Customer and IFA engagement

Re-build data records and grant online access

Re-open to new business and commercial property

Completion – estimated Q3/Q4

AJ Bell - Financials

Consideration Structure of up to £25m:

£m	Cash	Ordinary shares
On completion	17.5	1.0
H1 2026 deferred consideration contingent on client migration success	6.5	-
Maximum consideration	**24.0**	**1.0**

	£m
Acquisition costs	2.1
Integration costs	2.8
Annual revenue (per 12 mths to 30/09/24)	10.0
Expected EBITDA margin	45.0%
Cost to deliver	**1.1x**
Implied EBITDA multiple	**5.6x**

Funding For Growth

Capital Philosophy

- Balanced use of debt and equity to support M&A-led growth
- Ambition to build a broad and diverse equity base
- Disciplined approach to leverage (e.g. AJ Bell 2.5x falling to 2x)

Senior Credit Facility Secured with Kartesia

- Provides strategic flexibility for M&A execution
- Funds AJ Bell acquisition
- Can provide additional funding for future acquisitions
- Flexible drawdowns aligned with deal milestones

Senior Credit Facility	**Initial £25.0m** **6 year term** →	***£5m drawn at exchange, balance on completion***
Interest rate	**SONIA + 6.75%*** →	****Margin 6.75% linked to gross leverage, ratchet to 6.00%.** **6 monthly interest payments to maximise cash flow***

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4. Q1 2025 Trading Update

InvestAcc Q1 2025 Continued Momentum

Q1 Trading vs Q1 24

- Total customer growth: 20.6%
- Revenue growth: 19.3%

Q1 Admin Platform Upgrade

- Successful upgrade to Platinum Pro
    - Over 9.5m data records
    - >12,000 customers
    - Cost absorbed in operating expenses
- Delivered increased functionality and resilience

Corporate Activity

- AJ Bell
    - Exchange of contracts
    - Integration playbook
- Senior Credit Facility Secured with Kartesia
- CFO appointment

Q1 – Mobilising Key Projects

- Customer fee review
- Treasury Function

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5. Outlook

SIPPs: one of the most tax efficient retirement savings products

Pension Life Cycle

1. **Set up a** pension and start **paying in**
2. Keep in mind **tax allowances and reliefs**
3. Choose your **investments** – growth free from capital gains
4. Account for **pension fees**
5. **Save for the long term**
6. Review your pension's **performance**
7. **Withdraw** your savings when you retire (25% tax free) or transfer to the **next generation**

IHT Considerations

Pensions are the **most tax effective** way to save for your retirement

We have seen **no change in behaviour** in InvestAcc since the last budget announcement

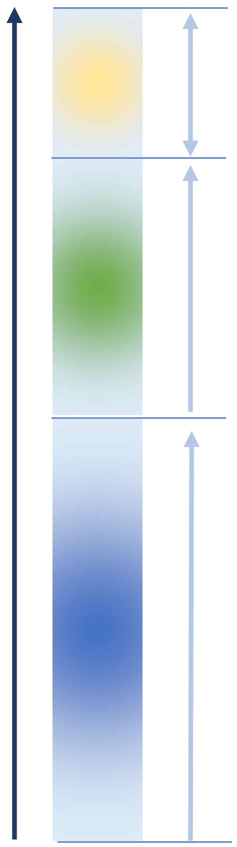
Tax year end 2025 was our **most successful on record** in terms of new SIPPs

Pension Administrators are subject to **legislative consultation** on their role in IHT calculation

Constantly monitoring **IFA and Customer feedback**

Creating a Group Treasury Function

Total return on cash deposits achievable through Treasury Function



Consumer Duty Focused Design

Higher interest rates for customers
- Pooling deposits drives scale and ability to achieve rates that customers could not achieve

Shared benefit
- Customer will receive better rates than they can achieve independently
- InvestAcc current retention rate 16% is below market average c.50%

Treasury function requires investment
- Underlying system, people, expertise being developed
- Delivery in H2 2025
- One off exceptional Investment of c£1m to be broadly equivalent to H2 revenue impact

Delivering high quality earnings
- Ability to reduce volatility

M&A Pipeline

A pipeline of high quality acquisitions, deliverable over the next 3 years

	InvestAcc	A J Bell	
Customers Revenue EBITDA	12,000+ £8.8m £3.6m	3,500+ £10m	**Clear path to £20m+ EBITDA**
Valuation EBITDA multiple	£36m 10x (trailing)	£25m c5.5x	

Compelling M&A Opportunity:

- Strong pipeline across specialist providers, life companies, and platforms
- Expertise, focus and momentum make us a compelling partner
- We remain focused on:
  - Valuations of 5-8x EBITDA
  - 30% synergy delivery (based on business acquisition)
  - Up to 1.5x cost to deliver

6. Summary and Key Priorities

Summary and Key Priorities

Summary

InvestAcc

- Positive performance and momentum in our core trading business
- Customer service excellence continues to drive organic growth

M&A

- AJ Bell – delivery of our 2nd transaction
- Senior Credit Facility Secured with Kartesia – long term M&A partner

Capability

- PLC Board established, CFO and M&A team recruited

Key Priorities

InvestAcc

- Delivery of continued organic growth and customer service excellence
- Build and implementation of a Treasury Function
- Customer fee review

M&A

- AJ Bell – deliver integration playbook and completion
- Secure next transaction from pipeline

Capability

- Develop centralised functions for growth

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7. Q&A

Appendix

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InvestAcc Pension Administration

InvestAcc Limited

vestawealth

Founded in 2020 as Marwyn Acquisition Company II and renamed in October 2024, InvestAcc Group has the long-term goal to establish itself as a **market leader offering tailored services, technology and products that meet the diverse intergenerational needs of customers and families.**

Long-Term Goal

To support families with key life moments by establishing a global market leader offering tailored services, technology and products that meet diverse intergenerational needs.

Starting Point

To build the UK's leading specialist pensions administration business with an initial focus on the SIPP and SSAS market.

Execution Approach

Create a resilient and customer-centred market leader through a combination of a targeted buy-and-build M&A strategy and strategic partnerships.

Highly Experienced Management Team

Mark Hodges | InvestAcc Group Chairman

Sale to Phoenix for £3.3bn in 2020

CEO of Centrica's £11bn consumer division

CEO of £15bn annual revenue UK business

Will Self | InvestAcc Group CEO

Sale to L&G for £62m in 2008

CEO of listed £35bn AUA saving & pension specialist

Sale to Aegon for £140m in 2016

Vinoy Nursiah | InvestAcc Group CFO1

CFO of AIM-listed integrated wealth management group with over £10bn AuM

CFO of CSC Global Financial Markets

Finance Director and oversaw acquisition by Eilan which saw AuM growth to over €1trn

James Corsellis | NED, Marwyn CIO

Sale to Hasbro for $4bn in 2019

Sale to TDR for £2.1bn in 2019

Acquired Vodafone Spain for €5bn in 2024

Knowledge, experience and track record in executing

- Led multiple successful value-creation M&A transactions
- Experience leading consolidation of the Pensions Sector
- Over 65 years of combined operational and strategic experience in the financial services and wealth sector
- Extensive knowledge operating in Public Markets and regulated environments, having overseen numerous change in control processes

Supported by Marwyn M&A expertise

- Marwyn build partnerships to jointly create investment ideas with experienced CEOs / entrepreneurs, before then working in partnership through the investment lifetime
- Marwyn use their fund capital alongside co-investment capital to deliver a private equity approach in the public and private markets
- A history of successful public market fund raises, having raised over £4.0 billion to date across 13 comparable vehicles
- Successfully integrated over 80 bolt-on acquisitions into the platforms
- Track record of delivering £6.3 billion in gross equity profits for investors

Selected previous Marwyn transactions:

Drivers for a Growing Market

Our core vision is underpinned by four macro trends providing opportunity for the bespoke SIPP and SSAS market:

1	**Ageing population and demographics**	**21m** people aged over 55 in the UK (2023)	**30%** Increase in the number of people aged 65-79 (UK, over the next 10 years)	→ ***Migration away from DB schemes leading to greater dependence on personal pension solutions***
2	**Trapped and concentrated wealth**	**42%** UK household wealth in pensions	**36%** UK household wealth in property	→ ***SIPP/SSAS market is dominated by 'sandwiched' mass-affluent generation***
3	**Increasing family reliance**	**5.4m** UK care providers unpaid care to friend / family member	**57%** UK first-time buyer mortgages supported by parents	→ ***Demand for flexible product options to support key family life moments***
4	**Intergenerational wealth transfer**	**£7.0tn** UK, expected intergenerational wealth transfer	**75%** UK parents provide financial support to children who have left home	→ ***SIPP/SSAS continue to be a a genuine intergenerational tool***

The Size of the Opportunity

The size of the opportunity has been demonstrated through recent FCA analysis:

£567bn
Total SIPP Operator assets under administration

£204bn
Platform-based SIPP assets

£184bn
(Up from £130bn in 2022)
Traditional SIPP Operator assets

5.3m
Total customer base

Simple SIPP: invested solely in shares and funds, **£85k average fund size** with **~£400bn of AuA**

Full SIPP: includes more complex assets and commercial property, **£339k average fund size** with **~£100bn of AuA**

Full SIPP Market Providers

Specialist Providers
Providers : 27
Accounts : ~338k
Full and Simple SIPP AuA: ~£117bn

Life Companies
Providers : 10
Accounts : ~2,500k
Full and Simple SIPP AuA: ~£159bn

Investment Platforms
Providers : 15
Accounts : ~1,790k
Full and Simple SIPP AuA: ~£213bn

We are actively **executing the first steps in achieving our vision of creating the UK's leading specialist pensions administrator through targeted mergers and acquisitions and strategic partnerships.**

In 2024 we acquired InvestAcc Holdings Limited

Offering a scalable, highly reputable foundation from which to integrate acquisitions and deliver exceptional customer outcomes

InvestAcc
Pension Administration Ltd

An award-winning provider of SIPP and SSAS administration services, working with financial advisers throughout the UK

- Core business providing SIPP & SSAS administration services through three products, flagship Minerva SIPP launched in 2003
- Subsidiary providing financial advice through Chartered Financial Planners and Investment Managers (Vesta Wealth)
- Proven track record of delivering exceptional customer service, acknowledged through numerous industry awards
- Commercial property and land investment experts, with a dedicated property team supporting over 3,500 commercial properties
- Highly knowledgeable team of experts across various types of investment, with a focus on high quality customer outcomes

13,000+ Pension Customers	**£5bn** AuA	**£8.8m** YE Oct 23 Revenue
3,500 Commercial properties	**96%** Customer retention	**25+ year** Average customer lifetime
100+ Staff at base location	**~5 years** Avg. staff tenure	**~15 years+** Avg. senior team tenure

Best SIPP Provider 2020 – 2025

Five times Best Pension Service 2020 – 2024

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Gold award for Pension Service

Full 3 year Pro Forma[1]

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Pension Administration	3.9	4.6	5.4	18.0%
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Treasury	0.7	1.3	1.8	32.0%
Total Revenue	**7.8**	**9.0**	**10.5**	**16.3%**
Operating costs	(5.0)	(5.3)	(6.2)	20.6%
Trading EBITDA	**2.8**	**3.7**	**4.2**	**15.7%**
Group costs			(1.4)	
Group EBITDA			**2.8**	
Trading EBITDA margin	35.9%	40.7%	40.5%	(0.5%)
Group EBITDA margin			27.1%	-
Client retention	96.6%	95.1%	96.4%	1.4%
Service quality	98.5%	96.1%	98.4%	2.4%
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