



KINGSWOOD

INVESTOR PRESENTATION
September 2023

INTERIM RESULTS 2023



UK & I Operating Profit

^ £1.9m

H1vH1



Assets transferred to AUM (£1.05bn)

^ £0.4bn

YTD



UK & I Revenue

^ 41%

H1vH1



Group AUM (£12bn)

^ £1.5bn

YTD



Group Operating Profit

^ 10%

H1vH1



US Revenue

∨ 38%

H1vH1



US Operating Profit

∨ £938k

H1vH1



Strong progress against our strategic ambition to build a leading Wealth Management business

Financial Highlights

- ✓ Group Operating Profit was £5.0m, £0.5m or 10% higher than H1'22
- ✓ Assets under Management and Advice (AuM/A) increased by £1.5bn in H1'23 to £12.0bn supported by acquisitions in the UK&I and the onboarding of 9 registered representatives in the US

UK&I Highlights

- ✓ Completed the acquisition of 2 UK&I IFA businesses, contributing £0.85bn AuM/A and c£3.6m annualised Operating Profit to the Group
- ✓ Migration of AuA into our Discretionary Central Investment Propositions gathered pace, with AuM reaching £1.05bn at H1'23 - an increase of 62% vs. FY'22
- ✓ Named as one of the UK's 'Best Workplaces for Women' in 2023 by 'Great Place to Work'

US Highlights

- ✓ Further expanded our US footprint adding 9 new registered representatives in H1'23 and supported AuM/A growth to \$3.1bn
- ✓ Achieved recognition in the USA Today list as one of the 'Best Financial Advisory Firms'
- ✓ Unveiled 'Kingswood Investment', a comprehensive in-house investment banking and capital markets division that positions Kingswood US as a provider of one of the industry's most extensive investment banking services

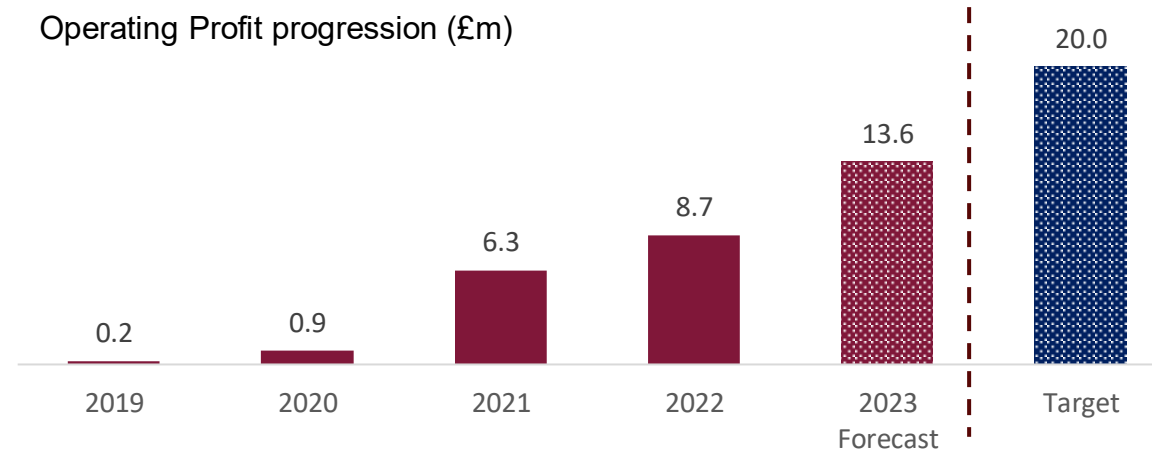
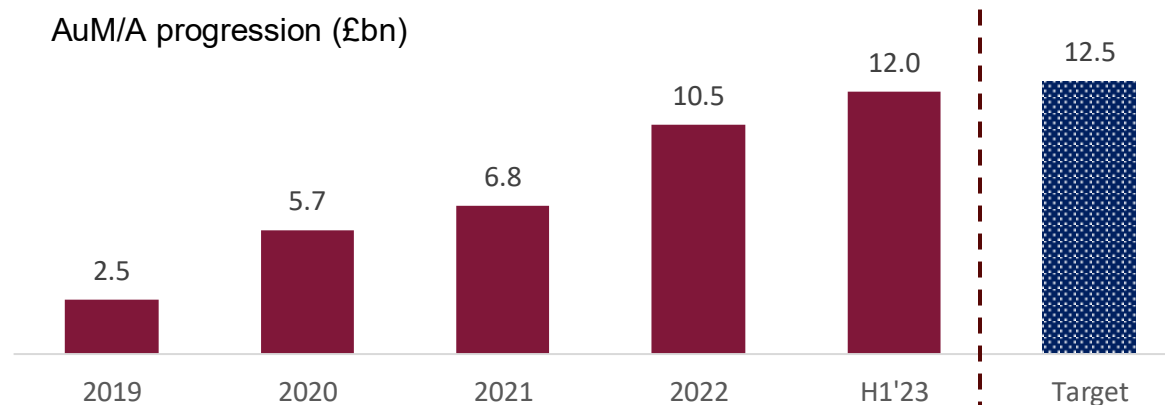
On track to deliver stated objectives for the medium term



Transformative double-digit growth across our key business metrics over the past 4 years

£'000 (unless otherwise stated)	H1'23	H1'22	Change %
Wealth Planning	16,715	12,864	30%
Investment Management	3,917	3,588	9%
Kingswood Ireland	2,533	-	n/a
Kingswood US	39,565	63,937	(38)%
Total Revenue	62,730	80,389	(22)%
<i>Recurring Revenue %</i>	<i>33%</i>	<i>28%</i>	
Kingswood UK&I	7,729	5,810	33%
Kingswood US	591	1,529	(61)%
Division Operating Profit	8,320	7,339	13%
Central Costs	(3,355)	(2,834)	(18)%
Operating Profit	4,965	4,505	10%

£'000 (unless otherwise stated)	H1'23	FY'22	Change %
Total Equity	64,806	73,967	12%
Total Cash	24,126	19,642	23%
Key Metrics			
AUM/A (£m)	11,954	10,453	14%
# of UK&I Advisers	116	100	16%
# of US RIA/IBD reps	241	232	4%



Note: 100% of the US & Ireland businesses are consolidated into the KW Group reported results above. However, KW holds a 51% ownership share in the US and 70% ownership in the Ireland business