

Quarterly activity report – for the quarter ended 31 December 2024

Associate Global Partners Limited (ASX: **APL** or the **Company**) is pleased to provide an update on its activities for the quarter ended 31 December 2024, along with its Appendix 4C cash flow report.

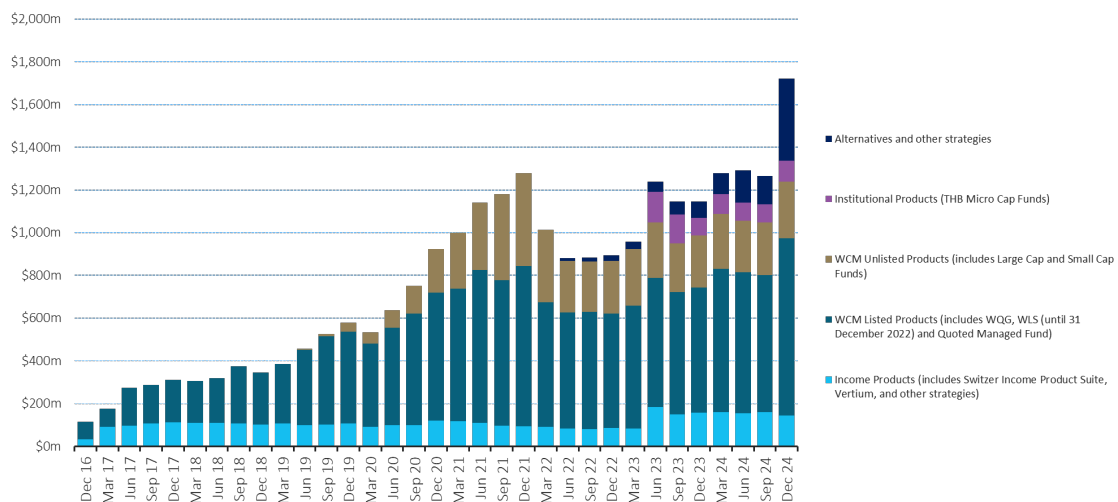
Quarterly Highlights

- **Significant fund flows:** Net inflows of \$289.6 million during the quarter were the highest for the Company since its transition to become a third-party distributor in 2017.
- **FUM:** Funds Under Management increased by \$456.4 million to \$1.721 billion, largely due to the completion of a recent capital raising by WCM Global Growth Limited (**ASX:WQG**) and continued growth in allocations to the Vinva Fund.
- **WQG Placement and SPP:** WQG successfully completed a Share Placement and Share Purchase Plan during the quarter which raised approximately \$76.7 million.
- **Operating cash inflows and cash balance:** Cash inflows from operations were \$0.54 million during the quarter and the total closing cash balance increased to \$4.257 million with loan debt of \$1.745 million.

FUM Update and Quarterly Flows

Total funds under management (**FUM**) as at 31 December 2024 was \$1.721 billion which grew by approximately 36% over the quarter. Total FUM as at 24 January 2025 was \$1.788 billion¹.

The chart below illustrates the quarterly movement in FUM since 31 December 2016:¹



NB: Excludes Contango Microcap management rights reassigned in October 2017. Excludes FUM associated with the Vantage distribution initiative.

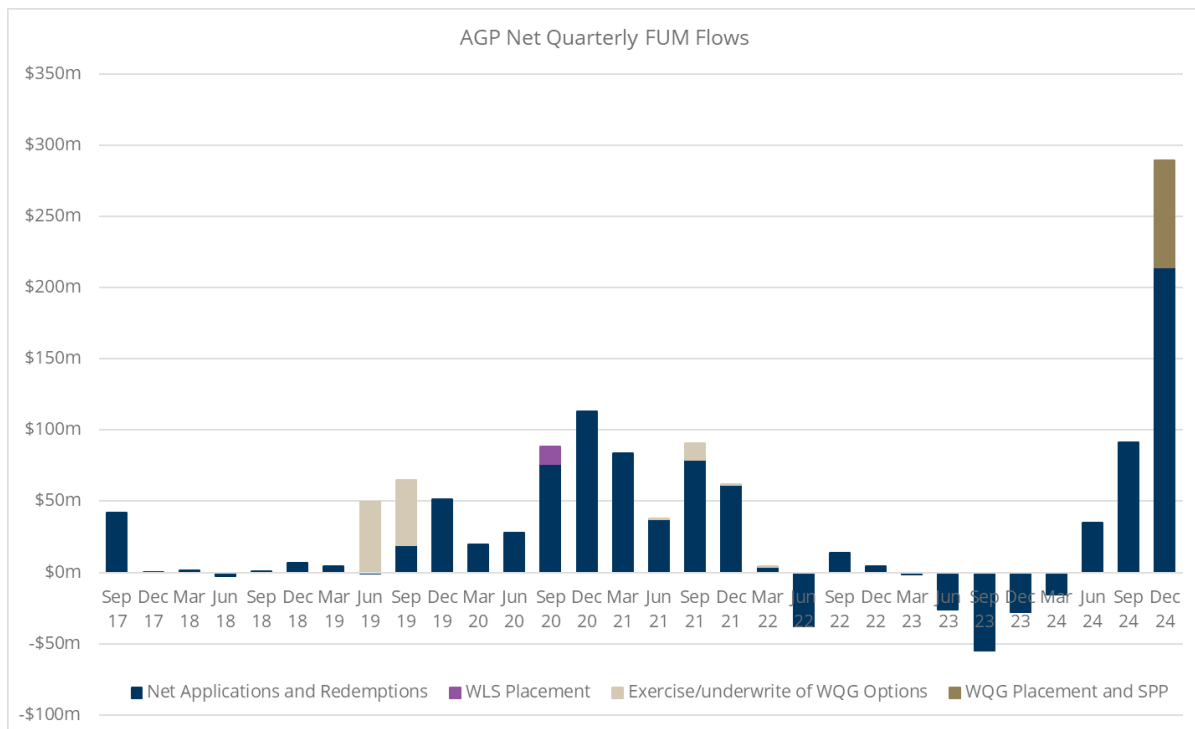
Total net inflows for the quarter were \$289.6 million (\$47.9 million excluding Vinva), with the largest contributions coming from continued allocations to the Vinva Global Systematic Equities Fund (**Vinva Fund**), the completion of the recent WQG capital raising, as well as smaller contributions from the Switzer Dividend Growth Fund (**SWTZ**) and the THB US Microcap Fund. The December 2024 quarter represented the largest quarterly net inflow period for APL since the transition of the Company from a manufacturer of financial products to a distributor in 2017,

¹ All FUM and flow information is approximate, rounded, and has not been audited. FUM information is provided by AGP's appointed custodian Apex Fund Services/NAB Asset Servicing, MUFG Pension & Market Services, Vertium Asset Management and Specialised Private Capital Limited.

highlighting the strength of the Company’s diversified product suite and the strength of relationships with advisers and investors.

As announced to ASX on 8 November 2024, the Company and Specialised Private Capital Limited (SPC) have mutually agreed to cease the Distribution Agreement for Vinva funds. More information is contained in the ‘Vinva Investment Management’ section of this report.

The following chart illustrates the quarterly net inflows and outflows since September 2017.



NB: The chart excludes: the WCM Global Long Short Limited selective buy-back in July 2021; outflows in relation to Switzer Higher Yield Managed Fund, Mittleman Global Value Equity Fund and THB International Microcap Fund closures; the transition of the Woodbridge Private Credit Fund to Equity Trustees in August 2024; and payments and reinvestment of dividends and distributions. Source: MUFG Pension & Market Services.

Business Activities Update

WCM Investment Management

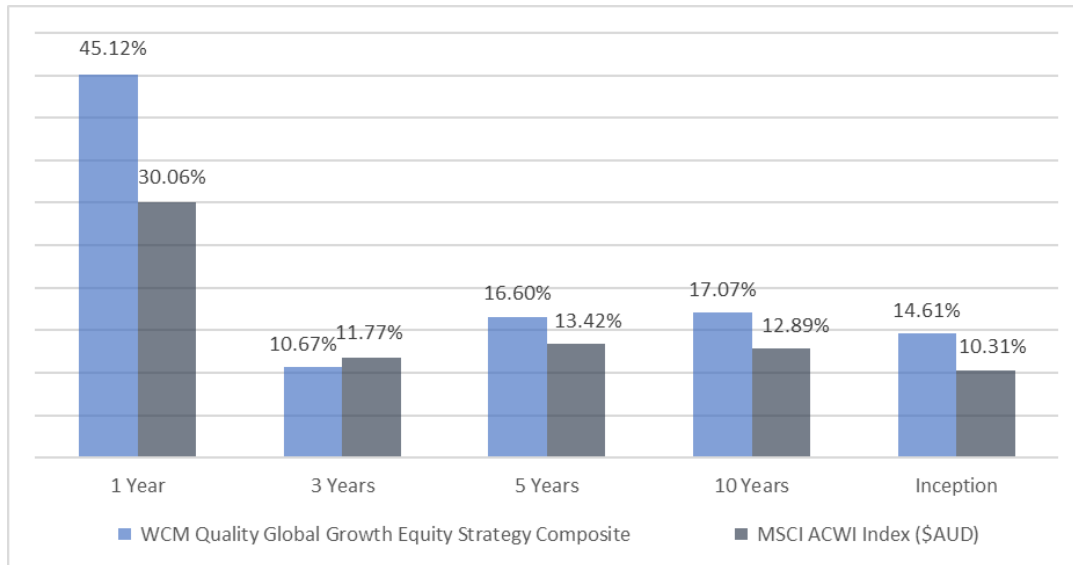
Market conditions for global growth equities continued to be volatile during the December 2024 quarter, however both the WCM Large Cap strategy (the WCM Quality Global Growth Equity Strategy Composite) and the WCM Small Cap strategy (the WCM International Small Cap Growth Strategy Composite) outperformed their benchmarks significantly. Respectively, the strategies delivered returns of 19.63% and 10.25% during the quarter, relative to their benchmarks which delivered returns of 11.05% and 3.54%. Over one year to 31 December 2024, the Large Cap strategy returned 45.12%, significantly outperforming its benchmark which delivered 30.06%.

Despite the marginal pullback in markets in December 2024, global equity markets closed out their fifth year of double-digit returns. Calendar 2024 also marked the 12th year out of 17 years since inception in March 2008 that the returns from WCM Investment Management LLC’s (WCM) Quality Global Growth Strategy (the **Strategy**) have exceeded its benchmark. These 12 outperforming years have more than offset the five underperforming years, validating the robustness of WCM’s investment process.

The WCM Large Strategy continues to perform well against its benchmark over the short and long term, outperforming over one, five and 10 years and since inception. Similarly, the Small Cap strategy continues to perform well against its benchmark over the long term, outperforming over five and 10 years and since inception.

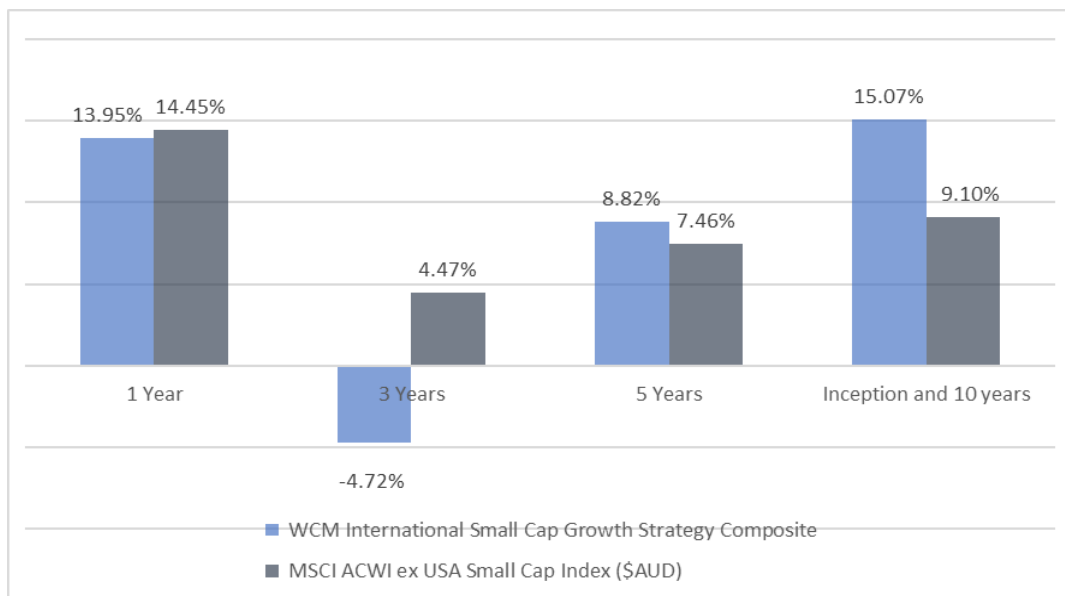
Large Cap Track Record

Returns of the WCM Quality Global Growth Equity Strategy Composite versus its benchmark are shown below. All returns in the chart are shown on a per annum basis:²



Small Cap Track Record

Returns of the WCM International Small Cap Growth Strategy Composite versus its benchmark are shown below. All returns in the chart are shown on a per annum basis:²



² Source: WCM. Data as at 31 December 2024 in AUD. Performance presented is net of fees and includes the reinvestment of all dividends and income. Returns for periods of more than one year are annualised. Past performance is not indicative of future results. Inception date of the WCM Quality Global Growth Equity Strategy Composite is 31 March 2008. WCM is the investment advisor for WCM Global Growth Limited (WQG) and the investment manager for WCM Quality Global Growth Fund (Quoted Managed Fund) (WCMQ) and WCM Quality Global Growth Fund (Managed Fund) (WCMF). WCM applies the same investment principles, philosophy, and execution approach of its WCM Quality Global Growth Equity Strategy (QGG), ex-Australia, to WQG, WCMQ and WCMF. Inception date of the WCM International Small Cap Growth Strategy Composite is 31 December 2014. The WCM International Small Cap Growth Strategy is accessible to Australian retail investors through the WCM International Small Cap Growth Fund (Managed Fund) which is an unlisted managed fund.

During the quarter, extensive distribution and marketing activities continued in support of FUM growth in the WCM Large and Small Cap products. The most significant activity during the quarter was the undertaking of a Share Placement (**Placement**) and Share Purchase Plan (**SPP**) for WQG.

Activities in support of WQG have included:

- a national print and online advertising campaign in the *Australian Financial Review* and other publications including Livewire;
- direct marketing activities including email, social and website lead generation;
- delivery of written and video educational content for advisers and direct investors; and
- weekly email communications to existing investors and new prospects.

The Company successfully raised a total of approximately \$76.7 million from both new and existing professional and sophisticated investors (\$41.2 million via the Placement) as well as existing shareholders (\$35.5 million via the SPP) for WQG. The Placement bookbuild received bids in excess of WQG's maximum Placement offer amount. The SPP was also well-supported by existing shareholders with 1,491 WQG shareholders, or approximately 35% of existing shareholders, electing to participate in the SPP.

The WQG capital raising initiative provided a number of benefits for existing and new shareholders including:

- a larger market capitalisation of WQG which should lead to increased liquidity;
- increased size and relevance of WQG in the marketplace;
- a more diverse WQG shareholder base through the introduction of new investors and financial adviser groups to WQG; and
- economies of scale on some operating costs.

WQG is investing the proceeds from the Placement and SPP in accordance with the investment strategy managed on behalf of WQG by WCM.

While market conditions are expected to continue to be volatile for global growth equities, there is a strong pipeline of FUM growth for both the WCM Large and Small cap strategies in the near term. The long-standing partnership with WCM has grown significantly since 2017, with WCM now serving over 10,000 Australian retail and wholesale investors. In support of further FUM growth, planning is underway for a new WCM roadshow in Australia with Ryan Quinn, Client Portfolio Manager for WCM, in mid-February 2025.

Vinva Investment Management

Strong fund flows continued during the December 2024 quarter, building upon the successful launch in May 2024 of the Vinva Fund. Following the announcement of the establishment of a strategic partnership between Magellan Financial Group Limited (**Magellan**) and Vinva Investment Management in August 2024, the Company and SPC mutually agreed to cease the Distribution Agreement to distribute Vinva funds (**Agreement**) effective 31 October 2024.

The cessation of this Agreement will not have a material impact on APL, with revenues from the Agreement accounting for only 4.8% of the Company's FY2024 revenue and less than 5% of expected revenue for FY2025. As part of the cessation of the Agreement, AGP will be paid a termination sum of \$300,000 plus continuation fees until the earlier of:

- the effective retirement by SPC as responsible entity of the Vinva Fund and the effective appointment of Magellan as the replacement responsible entity of the Vinva Fund; or
- the appointment of Magellan as the sole distributor of the Vinva Fund.

Vertium Asset Management

Distribution and marketing activities for Vertium Asset Management (**Vertium**) continued over the quarter, including additional roadshow activity in Queensland and for the first time in Western Australia. The national distribution team also attended the recent Financial Advice Association Australia Congress 2024 in Brisbane where a number of introductions to Vertium took place. Following this activity, Vertium is under consideration for inclusion in several wealth management dealer group models. Inclusion in these models will support FUM growth for Vertium over the medium term.

Switzer Dividend Growth Fund (Quoted Managed Fund) (ASX: SWTZ)

Distribution and marketing activities continued during the quarter to educate existing and prospective investors on SWTZ.

Activities over the last quarter have included video and written communications to existing and prospective investors, advertising and webinars, as well as meetings with several adviser and broking groups in New South Wales, Victoria, Queensland and Western Australia.

SWTZ is currently under consideration for inclusion in several Exchange Traded Fund models with adviser groups based in Western Australia and Queensland. Inclusion in these models will support FUM growth for SWTZ over the medium term. Pleasingly, SWTZ was a small, positive contributor to Company FUM growth during the December 2024 quarter.

Financial Update

Total cash receipts from customers of \$2.533 million reported in the December 2024 quarter were higher than the September 2024 quarter of \$2.010 million. This was due to increased receipts following the WQG capital raising, increased FUM from recent strong manager performance, as well as the timing of management fee receipts and payments to underlying managers.

The decrease in operating payments compared with the previous quarter reflected the timing of payments. Other costs were strictly managed during the quarter.

Interest income from the Company's cash balances in the December 2024 quarter was higher than the prior quarter mainly due to the timing of interest income from term deposits.

Overall, the net operating cash inflow for the quarter was \$0.540 million compared with an outflow of \$0.350 million in the September 2024 quarter.

Net cash outflow from investing activities for the quarter was \$0.053 million, relating solely to the Brookvine acquisition. This amount represents part of the deferred consideration payment linked to revenues received by Brookvine during the September 2024 quarter. Net cash outflow from financing activities for the quarter was \$0.013 million, relating solely to monthly repayments for the WQG Expense Contribution Agreement as detailed below.

The Company's cash balances as at 31 December 2024 totalled \$4.257 million, up from \$3.784 million as at 30 September 2024. Loan debt was \$1.745 million, up from \$1.252 million, over the same period.

Payments to Related Parties of the Entity and their Associates totalling \$221,580 for the remuneration of the Directors and the Managing Director in accordance with their respective services and employment contracts were made in the quarter.

The Company's key focus remains on investing in the distribution of the products of its key investment manager partners, continuing to diversify its investor base across both the intermediary and self-directed investor market, in support of further growth in total FUM, while closely managing operating cash flows.

Yours faithfully,



Marty Switzer
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Associate Global Partners Limited
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Appendix 4C

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

Name of entity

Associate Global Partners Limited and Controlled Entities

ABN

Quarter ended ("current quarter")

56 080 277 998

31 December 2024

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	2,533	4,542
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(517)	(1,082)
(c) advertising and marketing	-	-
(d) leased assets	-	-
(e) staff costs	(834)	(1,674)
(f) administration and corporate costs	(730)	(1,700)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	88	104
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other	-	-
1.9 Net cash from / (used in) operating activities	540	190

2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	(53)	(103)
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-

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

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
(f) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(g) entities	-	-
(h) businesses	-	-
(i) property, plant and equipment	-	-
(j) investments	-	-
(k) intellectual property	-	-
(l) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other – GST on Item 2.2 (l) above	-	-
2.6 Net cash from / (used in) investing activities	(53)	(103)

3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings (refer item 7.6(c))	(13)	(13)
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	(13)	(13)

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of period	3,783	4,183
4.2 Net cash from / (used in) operating activities (item 1.9 above)	540	190

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

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(53)	(103)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(13)	(13)
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	4,257	4,257

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	1,757	1,283
5.2	Call deposits	2,500	2,500
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)	4,257	3,783

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 - paid to Directors in accordance with remuneration arrangements	222
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

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.

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

7.	Financing facilities <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>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	1,745	1,745
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	1,745	1,745
7.5	Unused financing facilities available at quarter end		-
7.6	<p>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.</p> <p>(a) The Company had an unsecured loan facility of \$750,000 with an unrelated private family trust. The loan carried an interest rate of 8% per annum and did not have loan covenant requirements. The loan expired and was repaid on 5 December 2024. On the same date, the Company entered into a new unsecured loan facility from the same party for \$1.013 million. The new loan has a fixed interest rate of 10% per annum, with interest paid monthly in arrears, and is repayable on 5 December 2025.</p> <p>(b) The Company has an additional unsecured loan facility of \$502,000 from the above party. The loan is for 10 years expiring on 28 August 2028 with an interest rate of 8% per annum and does not have loan covenant requirements.</p> <p>(c) During the quarter, the Company entered into an expense contribution agreement with WQG for \$0.230 million relating to certain WQG Placement costs. The loan is unsecured, for a period of three years, repayable in 35 equal monthly instalments and one final instalment, with a fixed interest rate of 6.35%, with interest paid in arrears monthly.</p>		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	540
8.2	Cash and cash equivalents at quarter end (item 4.6)	4,257
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	4,257
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
	<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	

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

<p>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?</p>
<p>Answer: N/A</p>
<p>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?</p>
<p>Answer: N/A</p>
<p><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></p>

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: 29 January 2025



Authorised by:

Marty Switzer (CEO and Managing Director)