



Interim results for the six months ending 31 March 2024

June 2024

Contents

3	Summary
7	Segmental results
11	Financial results
15	Outlook and guidance
17	Investment thesis

Further progress in delivering strategic goals

Key developments in the period

1. Strong investment performance, continuing impressive track record
2. Approaching the key £1 billion mark in AuA/M, currently £916 million (+87% YoY), with £97 million in model portfolios
3. Management team in place for Team International, significant adviser recruitment completed and in pipeline
4. Acquisition of Neba Singapore and Neba Malaysia for £1.2 million settled in new TEAM plc shares – team highly motivated to bring division to profitability, and introduce clients to TEAM AM services
5. Jersey advisory integration complete, launched in Guernsey H2 24
6. Fund raise of £1.8 million (after period end), £1.3 million in new equity, £500,000 in a convertible loan note
7. In advanced discussions with a strategic / financial investor

Highlights H1 24 v. H1 23

Revenue	Total revenue £4.1m +116%	Advisory revenue £1.0m +3% ¹	Investment management revenue £0.6m +23%	TEAM Intl. revenue £2.5m n.a.
	Gross profit £2.6m +57%	Loss per share (3.5p) -52%	Loss before tax £(1.0)m -100%	Dividends nil
	Net inflows £73m (10% of AUM/A)	Total AUM £321m +31%	Total AUA² £595m +142%	Total AUM/A £916m +87%
	Staff³ 77 -11%	Self-employed advisers 42 +320%	Office locations 9 +29%	Acquisitions completed 8

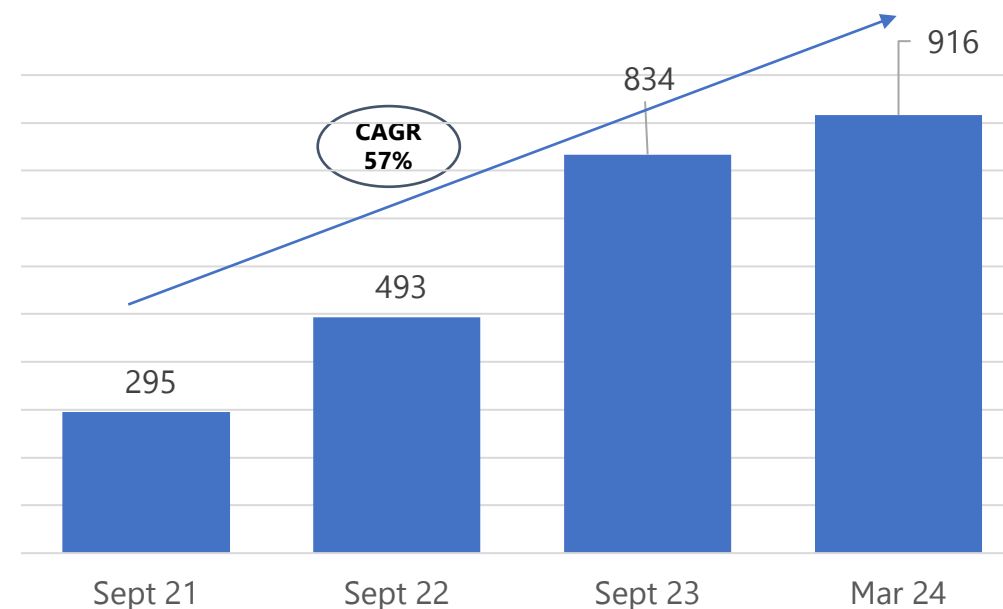
Source: Company information

Notes: 1) Excluding one off settlement in 2023 of £0.6m, including this figure results is -35% 2) Advisory and International excluding cash and assets under reporting 3) excluding self-employed advisers

Continued growth in clients and AuA/M ¹

- Significant inflows in International following recruitment of advisers, transfers of client to International, and acquisition of Neba (£84 million of AuA)
- Strong growth in model portfolio AuM, up 372% to £97 million (Mar '23 £20 million), showing the benefits of vertical integration
- Launch of unitised version in H2 24 key to unlocking Team International AuA for conversion into AuM at management fees of 0.5% - 1.5%
- Excellent investment performance has underpinned positive response to models by advisers and their clients
- Positive markets helpful, adding £27 million (3.7%) in the period

Group total AUA/M (£m)	H1 FY 23	H1 FY 24	change
Opening AUA/M	475	732	54%
Net flows	6	73	1522%
Other	13	27	101%
Acquired	-	84	n.a.
Closing AuA/M	493	916	86%



Notes: ¹ Excluding assets under investment review (previously included, with a value of £100m) and cash under advice

MPS investment performance

	Period to 31 March 2024	3 month	1 year	3 year	5 year
High risk	Multi Asset Growth	6.2%	12.4%	19.3%	41.8%
	<i>MPI High Risk</i>	<i>4.4%</i>	<i>11.4%</i>	<i>13.1%</i>	<i>32.3%</i>
	Outperformance	1.8%	1.0%	6.3%	9.6%
Medium risk	Multi Asset Balanced	6.0%	10.7%	17.5%	27.7%
	<i>MPI Medium Risk</i>	<i>2.5%</i>	<i>8.0%</i>	<i>7.9%</i>	<i>21.5%</i>
	Outperformance	3.5%	2.7%	9.6%	6.2%
Low risk	Multi Asset Cautious	4.8%	9.1%	13.1%	17.6%
	<i>MPI Low Risk</i>	<i>1.4%</i>	<i>6.4%</i>	<i>2.8%</i>	<i>10.3%</i>
	Outperformance	3.4%	2.7%	10.3%	7.3%

Segmental results

Segmental results

Investment and Fund Management ("IFM")

<i>£000's (unless otherwise stated)</i>	H1'23	H1'24	<i>% change vs H1'23</i>
AUM (£m)	244	321	31%
Revenue	511	630	23%
Direct costs	-200	-209	4%
Indirect costs	-715	-649	-9%
Loss before tax	-404	-228	-44%

- Revenues up with stronger equity markets and positive net flows, primarily flows into model portfolios from Advice clients (average mgmt. fee of 0.3%)
- Opex down following cost control measures in FY'23
- Investment performance excellent and expected to feed into AUM flows
- Visibility of profits in IFM, another c.£100 million required in the models to reach this

Advice and consultancy ("A&C")

<i>£000's (unless otherwise stated)</i>	H1'23	H1'24	<i>% change vs H1'23</i>
AUA¹ (£m)	248	271	9%
Revenue	1,548	998	-36%
Direct costs	-	-6	Nm
Indirect costs	-1,166	-1,025	-12%
Profit / (Loss) before tax	382	-33	-109%

- Slowdown in client activity given current macro environment in Jersey, but signs this is picking up
- The two Jersey businesses are now operationally integrated and cost synergies are starting to be realised
- JCAP is included in A&C, H1'23 inflated by one-off settlement of £0.6m, ex this income up 3%
- Costs of Guernsey operations included in indirect costs, Guernsey is pre revenue, expected to start earning income in H2'24 and to make a positive contribution in FY'25

Segmental results

International ("International")

<i>£000's (unless otherwise stated)</i>	H1'23	H1'24	<i>% change vs H1'23</i>
AUM (£m)	-	324	<i>nm</i>
Revenue	-	2,477	<i>nm</i>
Direct costs	-	1,261	<i>nm</i>
Indirect costs	-	1,522	<i>nm</i>
(Loss) before tax	-	-305	<i>nm</i>

- Ex Globaleye and Neba business now operating as one entity under the Neba Private Clients branding
- Task has been to reset the operating and compliance model in Globaleye, settle outstanding creditors, put in place compliant processes, recruit leadership team and self-employed advisers
- Leadership team now in place, advisers are joining, creditors largely settled, office costs managed down by 50%, break even expected during H2'24 and a positive contribution in FY'25

Group and Consolidation ("Group")

<i>£000's (unless otherwise stated)</i>	H1'23	H1'24	<i>% change vs H1'23</i>
AUM (£m)	-	-	<i>nm</i>
Revenue	-	1	<i>nm</i>
Direct costs	0	-15	<i>nm</i>
Indirect costs	-324	-390	<i>35%</i>
Profit / (Loss) before tax	-324	-404	<i>40%</i>
Underlying adjustments	-132	-692	<i>386%</i>
Underlying loss before tax	-456	-1,096	<i>140%</i>

- Running cost of the plc risen with inflation, also staff pay rises
- Underlying adjustments are D&A (£0.5m), transaction costs (£0.1m), interest £0.1m

Segmental reporting

H1 FY24 (figures in £'000)

<i>6 months to March 24</i>	Investment management	Advice	TEAM International	Central costs	Total Group
Revenue	630	998	2,477	1	4,106
Cost of sales	-209	-6	-1,261	-15	-1,490
Operating expenses	-649	-1025	-1,522	-390	-3,585
Underlying PBT	-228	-33	-305	-404	-970
AUM/A	321	270	324		916

H1 FY23 (figures in £'000)

<i>6 months to March 23</i>	Investment management	Advice	TEAM International	Central costs	Total Group
Revenue	511	1,387	-	-	<i>1,898</i>
Cost of sales	-200	-28	-	-	<i>-228</i>
Operating expenses	-715	-1,005	-	-324	<i>-2,044</i>
Underlying PBT	-404	354	-	-324	<i>-374</i>
AUM/A	244	246	-	-	<i>490</i>

Source: Company information

Financial results

P&L

Commentary

	6 months ended 31 Mar 2024 (unaudited) £'000	6 months ended 31 Mar 2023 (unaudited) £'000	12 months ended 30 Sept 2023 (audited) £'000
Revenues	4,106	1,898	5,323
Cost of sales	(1,490)	(228)	(924)
Operating expenses	(4,236)	(2,610)	(6,474)
Operating loss	(1,620)	(940)	(2,075)
<i>Operating loss before exceptional items</i>	<i>(1,568)</i>	<i>(940)</i>	<i>(1,853)</i>
Acquisition costs	(52)	0	(222)
Operating loss after exceptional item	(1,620)	(940)	(2,075)
Fair value gains/(losses) on financial instruments	670	452	1,680
Share award expense	0	0	(13)
Other income and charges	(63)	(18)	(35)
Loss on ordinary activities before tax	(1,013)	(506)	(443)
Taxation	(3)	(7)	2
Loss for the year/ period and total comprehensive loss	(1,010)	(499)	(441)
Loss pence per share (basic and diluted)	(3.5)	(2.3)	(2.0)

- Revenue increased from £1.9m to £4.1m (+116%) driven by:
 - Inclusion of £1.9m of revenue acquired in TEAM International
 - IM revenues up 23% to £0.6m
 - A&C down 28% to £1.0m, excluding one-off settlement revenues up 1%
- Operating expenses increased by 62% from £2.6m to £4.2m
 - Inclusion of £1.5m from TEAM international
 - Otherwise costs up 3%
- Loss before tax of £1.0m versus a loss of £0.5m:
 - Advice loss £33k following investment in Guernsey (nil in H1 2023. In prior period one-off gain of £0.6m
 - £(0.2m) from Investment Management, from £(0.4m) in H1'23
 - TEAM International lost £(0.4m)
 - Group costs of £(0.4)m

Balance sheet

	31 Mar 2024 (unaudited) £'000	31 Mar 2023 (unaudited) £'000	30 Sept 2023 (audited) £'000
Non-current assets			
Intangible assets	5,888	6,883	6,386
Goodwill	7,092	1,896	6,012
Property, plant & equipment	65	79	80
Right of use asset	503	615	574
Deferred tax	157	199	152
Long term deposit	74	67	71
	13,780	9,739	13,275
Current assets			
Trade, other receivables and prepayments	880	961	731
Cash and cash equivalents	1,522	864	1,938
	2,402	1,825	2,669
Total assets	16,182	11,564	15,944
Liabilities			
Amounts falling due within one year			
Trade and other payables	(1,958)	(565)	(2,080)
Lease liability	(94)	(110)	(152)
Deferred consideration	(1,320)	(1,338)	(3,756)
	(3,372)	(2,013)	(5,988)
Amounts falling due after one year			
Lease liability	(446)	(555)	(441)
Loan notes	(1,184)	(838)	(425)
Deferred consideration	(1,115)	-	(865)
	(2,745)	(1,393)	(1,731)
Total liabilities	(6,117)	(3,406)	(7,719)
Total net assets	10,065	8,158	8,225
Equity			
Stated Capital	15,200	12,349	12,349
Share award reserve	13	0	13
Retained loss	(5,148)	(4,191)	(4,137)
Total Equity	10,065	8,158	8,225

Commentary

- Additional Intangibles from Neba and Globaleye acquisitions
- Cash balances up to £1.5m from £0.9m, this is pre the fund raise in April 2024
- Deferred consideration of £1.3m due in the next twelve months and £1.1m due in the following year. Of this £1m in total to be settled in new equity, and £1.4m in cash
- Loan notes of £1.1m principle plus accrued interest. CLN for £0.5m raised post period end

Cash flows

Commentary

	6 months ended 31 Mar 2024 (unaudited) £'000	6 months ended 31 Mar 2023 (unaudited) £'000	12 months ended 30 Sept 2023 (audited) £'000
Cash flows from operating activities			
Loss for the year before tax	(1,013)	(506)	(443)
Adjustments to cash flows from non-cash items:			
Depreciation and amortisation	576	567	1,166
Finance costs	64	18	35
Fair value (gains)/losses on financial instruments	(670)	(452)	(1,680)
Share award expense	0	0	13
Trade and other receivables	(152)	87	(336)
Trade and other payables	102	(494)	425
Net cash outflow from operating activities	(1,093)	(780)	(820)
Cash flows from investing activities			
Acquisition of subsidiary net of cash acquired	-	-	-
Payment of deferred consideration	-	-	20
Acquisition of property, plant and equipment	-	(30)	(45)
Net cash outflow from investing activities	-	(30)	(65)
Cash flows from financing activities			
Lease liability paid	(58)	(73)	(201)
Proceeds from loan notes issued	735	-	425
Net cash flow from financing activities	677	(73)	224
Net increase in cash and cash equivalents	(416)	(883)	(661)
Cash and cash equivalents from at beginning of year/	1,938	1,747	1,747
Cash and cash equivalents from acquired subsidiaries	-	-	852
Cash and cash equivalents at end of year/ period	1,522	864	1,938

- Cash losses of £(1.0)m from operating activities, up from £0.5m following inclusion of Globaleye in period
- Reduction in consideration due for Neba acquisition of £0.7m a non-cash item as settled in shares
- £0.7m of cash raised from loan notes in period
- Cash balance of £1.5m pre fund raise in April 2024

Outlook and guidance

H2'24 outlook and guidance

P&L

- Core business stable, asset prices positive for AUM and revenues
- Flow of investments into TEAM AM models key to revenue growth and expected to step up in H1'25 on launch of unitised models (Oct 2024) ; high cash conversion on incremental revenues.
- Significant self-employed adviser recruitment in International will boost revenues, and AuM flows

Cash flow

- Loan notes due December 2024, 100% expected to be rolled over for 12-24 months
- Deferred consideration payments due for Omega (H1 25) for £0.1m cash and £0.3m shares, with final £1.0m deferred until JFSC complete their review (2025-7)
- Cash consideration for Neba shareholders of £0.3m due in H2 24

Shares

- 6.2 million new TEAM shares issued following the placing and subscription (17 April 2024)
- 3.3 million new TEAM shares issued as consideration for Neba (17 April 2024)

Investment thesis

Investment highlights | the opportunity

There's a large and growing international expat population

- Expats make up c. 3.6% of global population (c. 280m), with the UK being one of the TOP 5 destinations

9%

use a financial advisor

52%

find finances complex

63%

have seen their
disposable income
increase since moving

60%

say that saving for
retirement is one of their
top 3 goals

Limited competition

- No one in the Crown Dependencies is replicating the proven business model of consolidation seen in the UK
- This allows TEAM plc to gain critical mass earlier in an industry with a sticky client base

Attractive market economics

- Many smaller IFAs and DFMs are often founder-owned and managed, and therefore suffer from being subscale. Most of them are looking for the next step in their development (retirement is a big challenge)
- Demographics, client stickiness and a focus on savings and returns make DFM earnings predictable and stable over the longer term

Starting small

- Fund deal by deal (effective use of capital)
- High growth potential for early stages

Business expansion

- Enter new geographical markets (outside of initial Jersey market) with a competitive, joined-up proposition, enabling benefits of scale
- Build a brand over the longer term to give unity to the business, create and sustain value, and develop distribution for all services
- Opportunities for team lifts and selective hires from established participants

M&A

- Target potential acquisitions that range in size from £0.25m up to TEAM plc market cap
- TEAM plc has an extensive deal origination network in place via its management and board, shareholders, stakeholders and advisors

Investment highlights | TEAM plc strategy

Attractive market

- ✓ The Crown Dependencies are recognized for superior security of assets and offer attractive corporate tax rates ranging from 0% to 10%¹
- ✓ Target any international market where there are International expats – primarily higher growth Middle East, East Asia and Eastern and Southern Africa

Robust business model

- ✓ Investment model of “capital preservation” mitigates market drawdown impact in AUM and retains clients long-term
- ✓ Efficiencies and margin expansion that are available in the sector require disciplined management, effective regulatory compliance and increased use of technology and cost control
- ✓ Allows TEAM plc to gain critical mass earlier in an industry with a sticky client base

Game plan

- ✓ Acquired businesses to get scale, licenses, and geographical spread – main licenses not acquired, UK, Cayman, Hong Kong, Philippines on target list
- ✓ Implement corporate control/efficiencies
- ✓ Once licenses acquired, organic push to recruit advisers with complete service/product range

M&A track record

- ✓ Eight acquisitions to date with a pipeline of transactions
- ✓ In-house M&A expertise including strong experience in execution and post-deal integration

Capital support

- ✓ AIM serves as a suitable platform for funding the development of TEAM plc
- ✓ Initial support from cornerstone institutional investors (Schroders, Hargreave Hale), experienced UHNW investors and family offices, with a move to more institutional support as scale increases
- ✓ Debt – selective to fund acquisitions and working capital requirements

Valuation arbitrage

- ✓ The same business can be acquired for a lower multiple in the Crown Dependencies than in the UK, due to the lack of competition from PE backed consolidators
- ✓ Complementary businesses acquired at below market average price², delivering greater value via cost and revenue synergies

Investment highlights

Exposure to blend of stable and high growth markets

Jersey long term savings is very stable, while International markets offer high growth and are rich in opportunities

Platform now in place, focus turns to organic growth

We have built a stable investment management capability in Jersey, and have acquired distribution channels in high growth markets,

Profit margin improvement will come with scale

MPS revenue margins high in International markets, cash conversion rates on marginal revenues 80%+

Funding required before cash flow breakeven and a path to dividends

Funds to finance acquisitions as well as providing cash for working capital, general corporate purposes and deferred consideration

Opportunities for accretive team hires to bolster distribution capabilities

Pipeline of opportunities is strong and team hires will accelerate growth

Mid-term ambition to hit £20m of revenues, 30%+ EBITDA margin, £4bn of AUA/M

Disclaimer

Important notice

This presentation is issued by TEAM PLC.

It should not be construed as advice for investment in any product or security mentioned, an offer to buy or sell units/shares of Funds mentioned, or a solicitation to purchase securities in any company or investment product. Examples of stocks are provided for general information only to demonstrate our investment philosophy.

The document contains information and analysis that is believed to be accurate at the time of publication, but is subject to change without notice. Whilst care has been taken in compiling the content of this document, no representation or warranty is given, whether express or implied, by TEAM as to its accuracy or completeness, including for external sources (which may have been used) which have not been verified.

Before making an investment, you should read the relevant Prospectus and the Key Investor Information Document (KIID), which provide full product details including investment charges and risks.

Forward-looking statements

These presentation slides may contain forward-looking statements with respect to the financial condition and results of the operations and businesses of TEAM PLC. These statements and forecasts involve risk and uncertainty because they relate to events and depend upon circumstances that may occur in the future. There are a number of factors that could cause actual results or developments to differ materially from those expressed or implied by those forward-looking statements and forecasts. Forward-looking statements and forecasts are based on the Directors' current view and information known to them at the date of this presentation. The Directors do not make any undertaking to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Nothing in this presentation should be construed as a profit forecast.