

evidence that
advice businesses
need
data warehousing



Overview

AZNGA

(5 mins)

- What problems are we trying to solve ?
- What did we build / do we have
- What benefits are we / our clients achieving from it

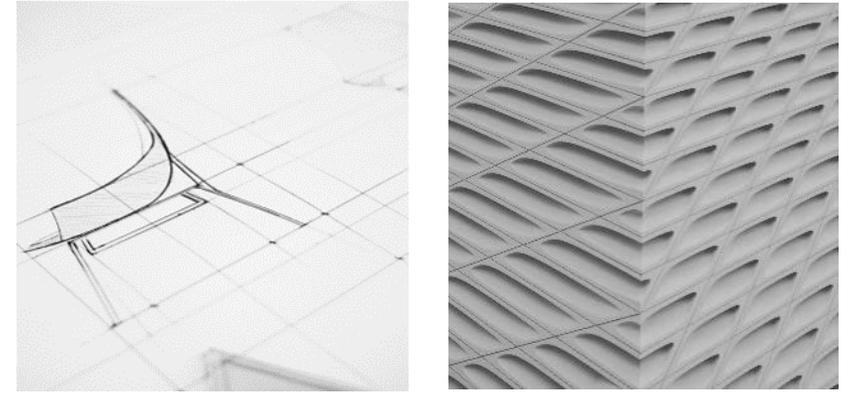
AZNGA's Insights

(5mins) *POWER BI Demo*

- Group Performance & Benchmarking
- Practice Performance
- M&A Impacts from Royal Commission (**Future Ready Revenue**)

Who is AZ NGA

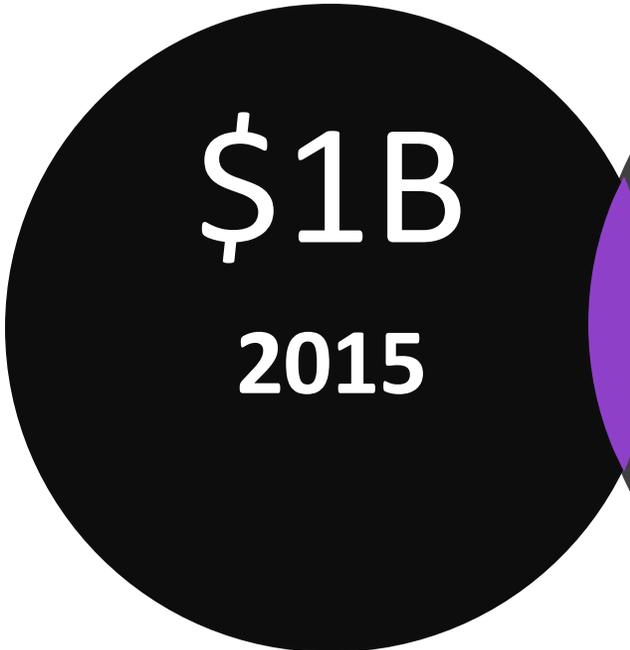
- Co founded by Paul Barrett (CEO) and Paul Brain (COO)
- We invest in high quality **professional accounting** and **financial advisory** businesses
- Backed by Italy's leading independent asset manager [The Azimut Group \(AZM.IM\)](#). With over:
 - 50+ billion euros under management
 - 100+ investment professionals & 2,000+ financial advisers in 17 countries worldwide
- Is not a licensee, fund manager, franchise or roll-up of disparate firms
- **Our goal is to come work entrepreneurs and help them accelerate business growth and success**



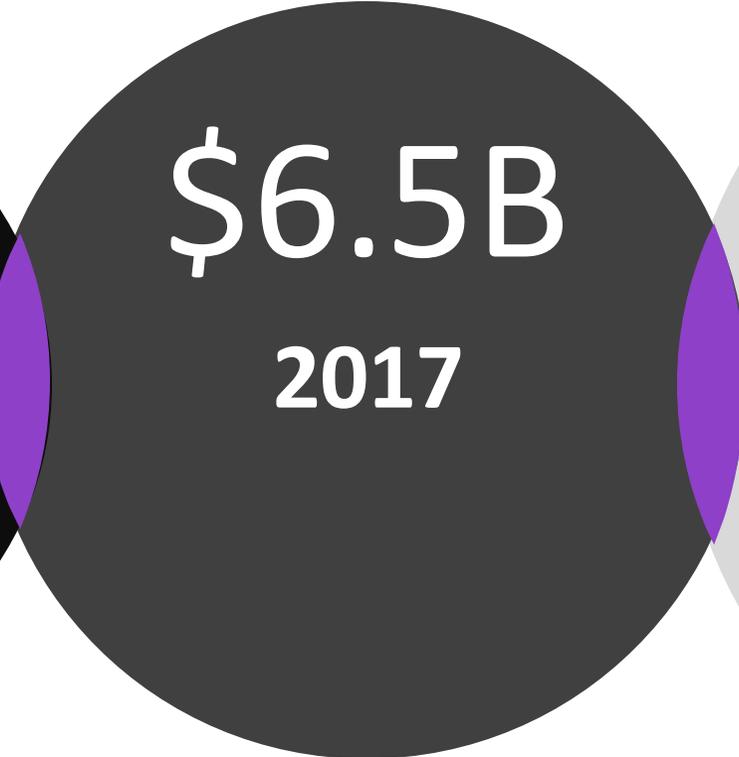
AZ NGA

Established 2014

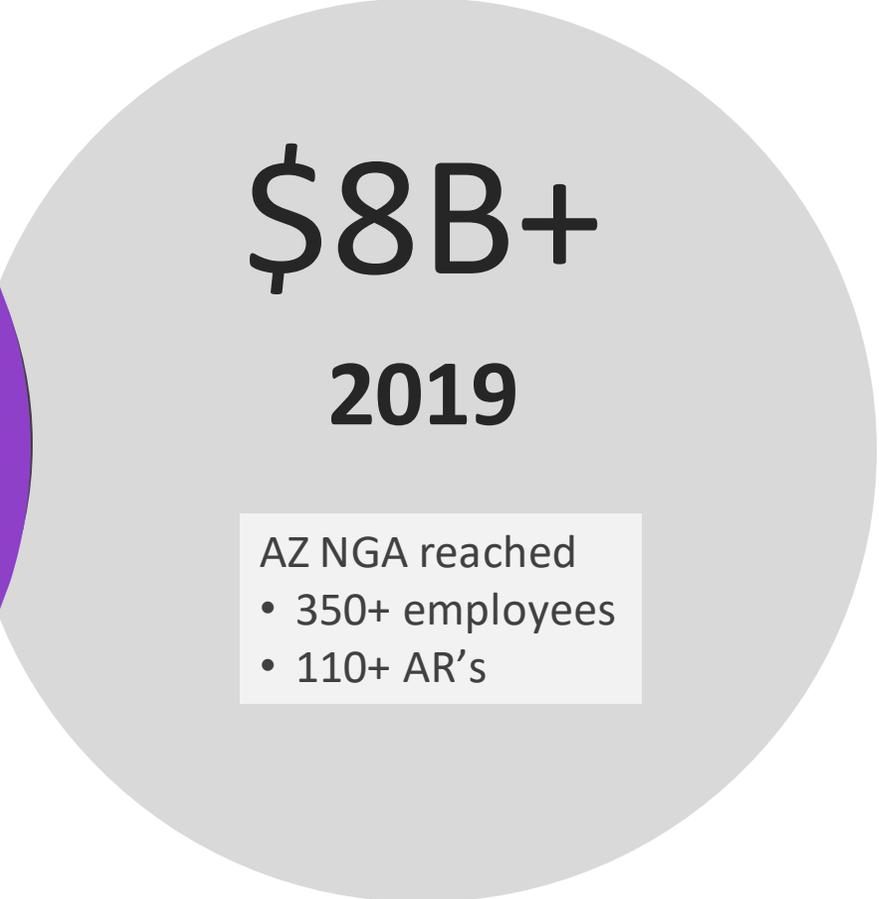
AZ NGA's fum growth



\$1B
2015



\$6.5B
2017

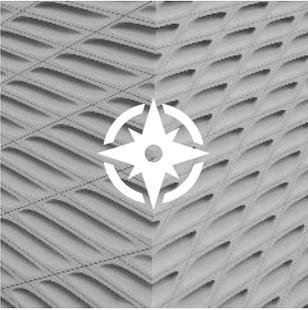


\$8B+
2019

- AZ NGA reached
- 350+ employees
 - 110+ AR's

What problems were we trying to resolve

Data Strategy



- **Data Driven decision making**
- Data Accessibility
- Data Utilization

Business Performance Insights



- **Group Performance**
- Consolidated MIS
- Scaled General Management
- Inter practice Benchmarking



- **Practice Performance**
- Client Profitability
- Cost To Serve
- M&A Valuations



- **Stay Agile**
- Industry Transformation
- RC, FASEA, ASIC, RG515, ..

Big Data



- **Quick Insights**
- Scalable Solutions
- Agile Development
- AWS, Azure
- Microsoft BI Stack
- User Accessibility

Get future ready

What did we build / do we have



Single Source of truth



Data driven decision making



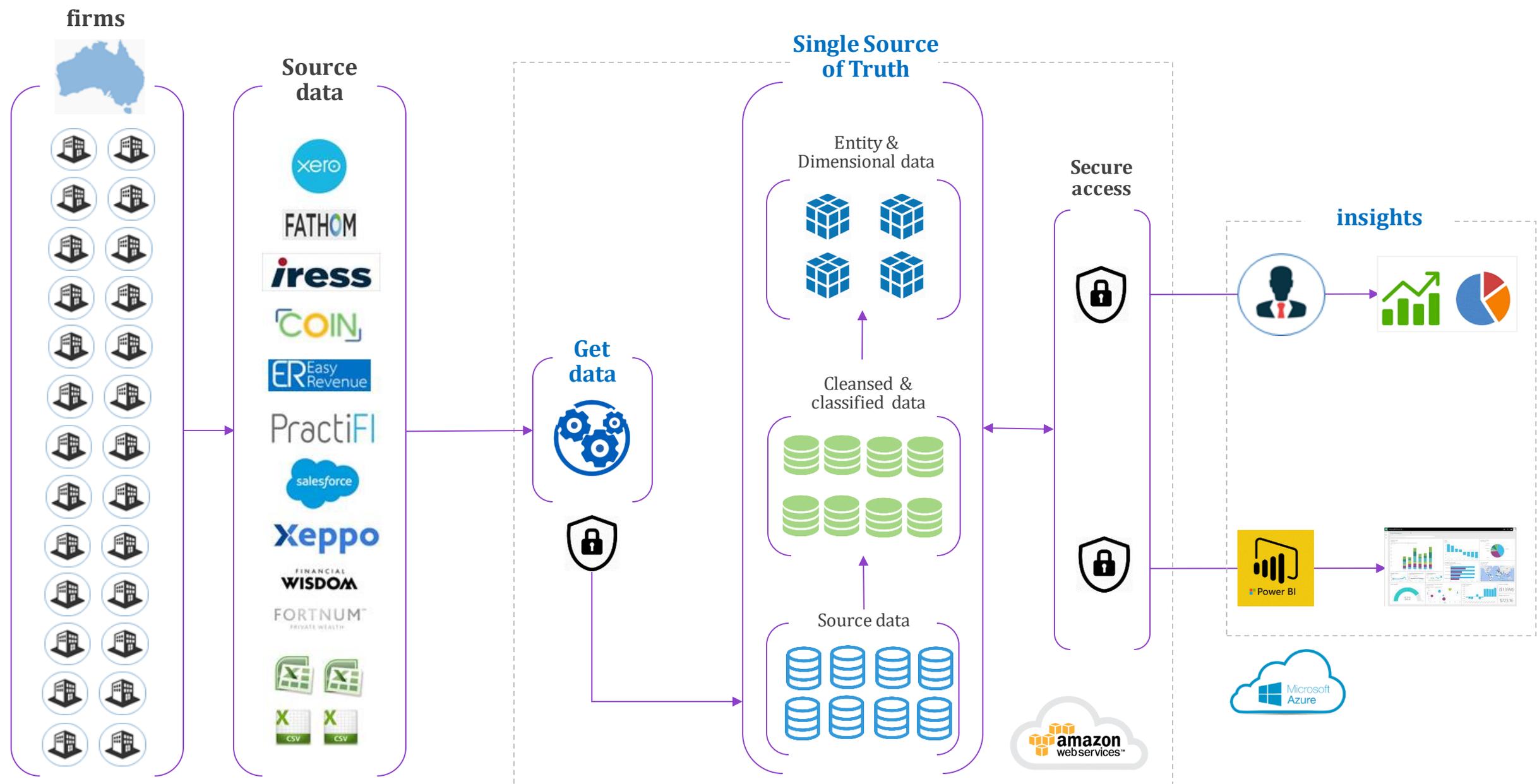
Compatibility to key marketplace systems



Profitability insights



AZ NGA Data warehouse – technical blueprint



What benefits are we / our clients achieving from it

get future ready



M&A insights & algorithmic valuations



Consolidated practice insights & performance



Practice performance & benchmarking



Client Profitability



Regulatory impacts *(GF Trail ends by 2020)*

Demo

AZ NGA's Online Portal



Key marketplace revenue insights for post 2020

Tail Revenue 5%-15%

For any client revenue where the Cost To Serve > annual revenue received.

- This segment is **not profitable**
- This segment is currently **subsidised the GF Trail**

GF Trail 5%-35%

This revenue will disappear by end of 2020 as per Royal commission

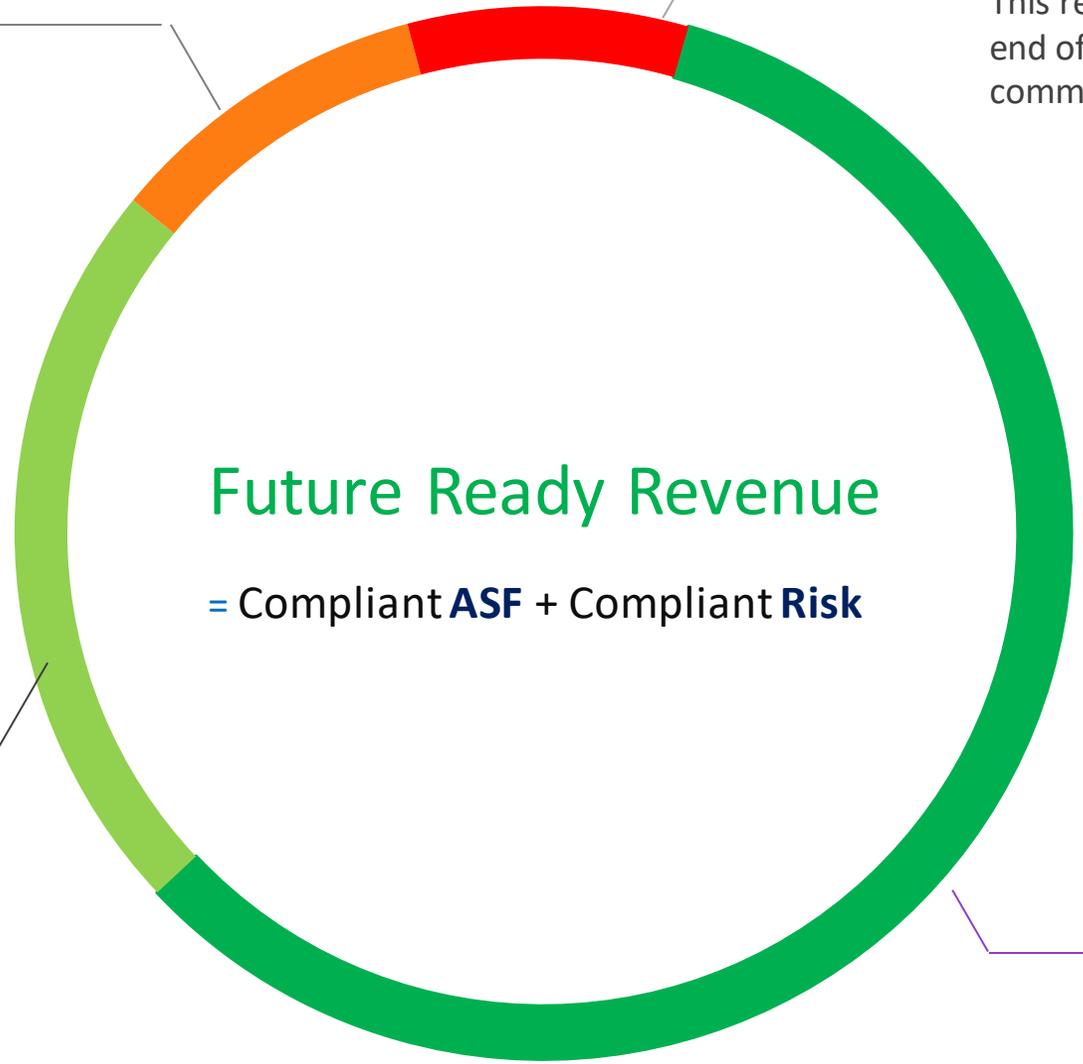
2020 Warning!

POST 2020

- Trail will disappear
- Tail is NOT Profitable

Key Business levers will be:

- Reduce Costs
- Utilize Costs to grow revenue



Future Ready Revenue

= Compliant ASF + Compliant Risk

Risk Revenue

Compliant revenue for now!

ASF

Compliant Fee For service revenue!!

Online demo cont'd

Thank You

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