

March 2022 quarterly update

Quarterly flows up 82%

ASX Release: 19 April 2022, Melbourne

Key results for the quarter

Praemium is pleased to report its results for the March 2022 quarter, with the key milestones to prior comparative period (pcp) being:

- » **Quarterly net inflows of \$725 million (pcp: \$398 million, up 82%)**
 - » Australia \$446 million (pcp: \$45 million)
 - » International \$279 million (pcp; \$353 million)
- » **Financial year to date net inflows of \$3.6 billion (pcp: \$1.7 billion, up 112%)**
 - » Australia \$2.6 billion (pcp: \$0.9 billion)
 - » International \$1.0 billion (pcp; \$0.8 billion)
- » **Total funds under administration (FUA) of \$47.7 billion (pcp \$37.9 billion, up 26%)**
 - » Australia Platform \$20.7 billion (pcp: \$16.9 billion, up 23%)
 - » VMAAS \$21.4 billion (pcp: \$16.7 billion, up 28%). VMAAS is Praemium's non-custodial Portfolio Administration and Reporting Service
 - » International \$5.6 billion (pcp; \$4.4 billion, up 28%)

Strong net platform inflows for the March 2022 quarter were offset by the FX impact of a higher Australian Dollar to Pound Sterling exchange rate and negative market movements on FUA (detailed key statistics table follows).

Quarterly highlights

- » Praemium was awarded third for the second consecutive year in the 2021 Investment Trends Platform Competitive Analysis and Benchmarking Report and achieved the greatest percentage gain of the four highest ranking platforms.
- » Praemium also ranked 1st in three of the six categories - Online Business Management, Decision Support Tools and Security and Data Integration, the most wins for any platform assessed in the report.
- » We continue to deliver above forecasted FUA net inflows across all products and with a strong pipeline of new business opportunities we project continued FUA and revenue growth for the remainder of FY2022.
- » To further support a focused growth strategy Praemium has continued to deliver market-leading functionality in the key areas prioritised by advisers:
 - » Digital consent functionality enhancements for fixed term fees. Praemium's fee consent functionality was a key factor in the 1st place rating for Online Business Management.
 - » ESG Insights show the securities and percentage of a portfolio's holdings that fall into common environmental, social and governance categories to support client conversations on ethical considerations. This functionality was a contributor to our 1st place rating for Decision Tools.

Comments from CEO

Praemium CEO Anthony Wamsteker made the following comments about the quarter:

“We are delighted to report continued outstanding momentum this quarter with FUA levels of \$47.7 billion. Net inflows have continued to grow strongly over the course of the current financial year. This shows Praemium is delivering on our strategy to become one of Australia’s largest independent specialist platform providers. It was also very pleasing to add a further \$362 million into our highest revenue margin product, the Praemium SMA scheme, which is a record net inflow for a third quarter. We anticipate this strong growth trajectory to continue, with a healthy sales pipeline translating to FUA and revenue growth for the remainder of the financial year.

We are pleased to have been rated as the top platform in three out of six categories in the latest Investment Trends Platform Report, categories that are arguably the most crucial to helping an adviser deliver their service efficiently and effectively. We remain committed to enhancing our strengths in those areas important to financial advisers, including managed accounts, non-custody solutions and service excellence and are confident this will further strengthen our market-leading position in the private wealth and HNW adviser segments.”

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Key statistics

Platform flows (\$m) ¹	Mar 21	Jun 21	Sep 21	Dec 21	Mar 22
Gross inflows					
Australia	1,235	2,120	2,247	2,085	1,553
International	466	523	552	475	387
Total gross inflows	1,701	2,643	2,799	2,560	1,940
Net inflows					
Australia ex ANZ	448	820	1,283	955	460
ANZ transition	(403)	(169)	(34)	(18)	(14)
Australia total	45	651	1,249	937	446
International	353	389	407	311	279
Total net inflows	398	1,040	1,656	1,248	725

FUA (\$m)	Mar 21	Jun 21	Sep 21	Dec 21	Mar 22
Australia Platform ²	16,873	18,384	19,927	21,098	20,703
International Platform ³	4,368	5,007	5,513	6,150	5,600
Total Platform FUA	21,241	23,391	25,440	27,248	26,303
VMAAS ⁴	16,692	18,290	20,188	21,721	21,414
TOTAL FUA	37,933	41,681	45,628	48,969	47,717

Platform FUA Movement (\$m)	Jun 21	Sep 21	Dec 21	Mar 22
Opening Platform FUA	21,241	23,391	25,440	27,248
Net inflows	1,040	1,656	1,248	725
FX translation impact	88	63	(15)	(354)
Market revaluation / other	1,022	330	575	(1,316)
Closing Platform FUA	23,391	25,440	27,248	26,303

Investment Mgmt, Smart ^{im} (\$m)	Mar 21	Jun 21	Sep 21	Dec 21	Mar 22
Managed Funds, FUM	259	258	250	210	182
Model Portfolios, FUA	384	372	380	408	358
TOTAL	643	630	630	618	540

Notes (all figures provided are unaudited):

¹ Current quarter's International flows are translated at the quarter average of 0.5437.

² Australian Platform comprised \$8,478m in the Praemium SMA and \$12,225m in the Powerwrap scheme compared to \$8,473m and \$12,624m respectively at 31 December 2021.

³ International FUA in GBP is translated at spot rate for Mar 22 quarter end FUA of 0.5704.

⁴ VMAAS comprises FUA under the non-custodial VMA Administration Service.



This announcement is authorised by the Board of Praemium Limited

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About Praemium (ASX: PPS): Praemium is a global leader in the provision of technology platforms for managed accounts, investment administration and financial planning. Praemium services more than 300,000 investor accounts covering over \$200 billion in funds globally for more than 1,000 financial institutions and intermediaries, including some of the world's largest financial institutions.

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