

## 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 1<sup>st</sup> 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 1<sup>st</sup> 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 1<sup>st</sup> 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.”

For personal use only

## Key statistics

Platform flows (\$m) <sup>1</sup>	Mar 21	Jun 21	Sep 21	Dec 21	Mar 22
<b>Gross inflows</b>					
Australia	1,235	2,120	2,247	2,085	1,553
International	466	523	552	475	387
<b>Total gross inflows</b>	<b>1,701</b>	<b>2,643</b>	<b>2,799</b>	<b>2,560</b>	<b>1,940</b>
<b>Net inflows</b>					
Australia ex ANZ	448	820	1,283	955	460
ANZ transition	(403)	(169)	(34)	(18)	(14)
<b>Australia total</b>	<b>45</b>	<b>651</b>	<b>1,249</b>	<b>937</b>	<b>446</b>
International	353	389	407	311	279
<b>Total net inflows</b>	<b>398</b>	<b>1,040</b>	<b>1,656</b>	<b>1,248</b>	<b>725</b>
<b>FUA (\$m)</b>	<b>Mar 21</b>	<b>Jun 21</b>	<b>Sep 21</b>	<b>Dec 21</b>	<b>Mar 22</b>
Australia Platform <sup>2</sup>	16,873	18,384	19,927	21,098	20,703
International Platform <sup>3</sup>	4,368	5,007	5,513	6,150	5,600
<b>Total Platform FUA</b>	<b>21,241</b>	<b>23,391</b>	<b>25,440</b>	<b>27,248</b>	<b>26,303</b>
VMAAS <sup>4</sup>	16,692	18,290	20,188	21,721	21,414
<b>TOTAL FUA</b>	<b>37,933</b>	<b>41,681</b>	<b>45,628</b>	<b>48,969</b>	<b>47,717</b>
<b>Platform FUA Movement (\$m)</b>		<b>Jun 21</b>	<b>Sep 21</b>	<b>Dec 21</b>	<b>Mar 22</b>
<b>Opening Platform FUA</b>		<b>21,241</b>	<b>23,391</b>	<b>25,440</b>	<b>27,248</b>
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)
<b>Closing Platform FUA</b>		<b>23,391</b>	<b>25,440</b>	<b>27,248</b>	<b>26,303</b>
<b>Investment Mgmt, Smart<sup>im</sup> (\$m)</b>	<b>Mar 21</b>	<b>Jun 21</b>	<b>Sep 21</b>	<b>Dec 21</b>	<b>Mar 22</b>
Managed Funds, FUM	259	258	250	210	182
Model Portfolios, FUA	384	372	380	408	358
<b>TOTAL</b>	<b>643</b>	<b>630</b>	<b>630</b>	<b>618</b>	<b>540</b>

Notes (all figures provided are unaudited):

<sup>1</sup> Current quarter's International flows are translated at the quarter average of 0.5437.

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

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

<sup>4</sup> VMAAS comprises FUA under the non-custodial VMA Administration Service.

For personal use only



This announcement is authorised by the Board of Praemium Limited

For further information contact Anthony Wamsteker, CEO, Ph: 1800 571 881

**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.

**Praemium Limited** (ABN 74 098 405 826), Level 19, 367 Collins Street, Melbourne VIC 3000 Australia

For personal use only