



# Q2 FY 25 Update

Presented by

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**At Praemium we acknowledge the Traditional Custodians  
of Country.**

**We pay our respect to their Elders past and present**

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# Presenters



Anthony Wamsteker  
CEO



David Coulter  
CFO

- ▶ Strategy progress update
- ▶ Spectrum
- ▶ FUA and Flows
  - ▶ Platforms
  - ▶ Non-custodial
- ▶ Detailed tables
- ▶ Questions

# Strategy progress update

## Spectrum and Scope+

- » Spectrum launched with onboarded clients adding FUA
- » Preeminent non-custodial solutions

## Operational transformation

- » #1 platform for Security, Data and Integration and Decision Tools
- » SMA and Super pricing changes in place from April 2024

## Service enhancements

- » Improved adviser onboarding underway
- » Annual customer experience survey largely completed

## Superannuation advances

- » Enhanced service with upskilling and improved reporting and analytics
- » New functionality for money in and money out phases

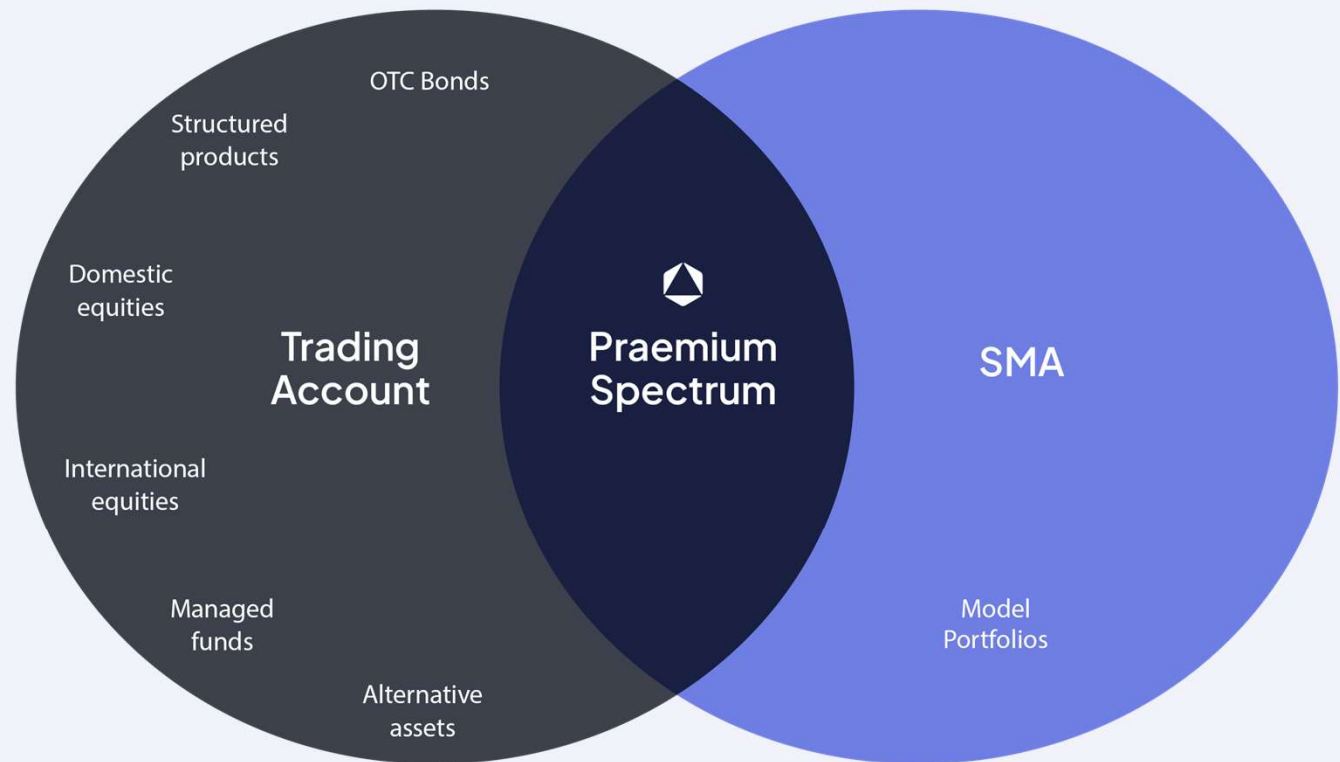
## Acquisition opportunities

- » OneVue integration tracking to plan

# The ultimate HNW solution



We support whatever investment strategy you want to create & provide the trading & execution, administration and reporting to implement it.



# FUA & net flows – platforms

FUA



## Comparison to September 2024

- ▶ FUA \$30.2b – up 4%
  - ▶ Spectrum \$72m
  - ▶ SMA \$12.5b – up 4%
  - ▶ Powerwrap \$13.5b – up 4%
  - ▶ OneVue \$4.2b – stable
- ▶ Net inflows \$371m – up \$232m
  - ▶ Spectrum \$69m – strong pipeline with Euroz Hartley clients to be added in future quarters
  - ▶ SMA \$261m – up \$96m, strong performance
  - ▶ Powerwrap \$78m – up \$138m, improved inflow from existing groups offsets departed advisers
  - ▶ OneVue \$37m net outflow

Net Flows by Quarter



# FUA & portfolios – non-custodial



## Comparison to September 2024

- ▶ Scope+ FUA \$31.9 b - up 5%
- ▶ Portfolios
  - ▶ Scope 65,706, decreased by 511
  - ▶ Scope+ 9,416, decreased by 189
- ▶ Portfolio numbers affected by service rationalisation for low balance accounts at a major client
- ▶ 7 new client groups added in the quarter



# Detailed Tables



| Portfolios | Dec 23 | Mar 24 | Jun 24 | Sep 24 | Dec 24 |
|------------|--------|--------|--------|--------|--------|
| Scope      | 64,384 | 64,149 | 65,228 | 66,217 | 65,706 |
| Scope+     | 8,493  | 9,297  | 9,559  | 9,605  | 9,416  |

| Quarterly Platform Flows (\$m) | Dec 23         | Mar 24       | Jun 24         | Sep 24         | Dec 24         |
|--------------------------------|----------------|--------------|----------------|----------------|----------------|
| Praemium SMA                   | 593            | 638          | 718            | 645            | 742            |
| Powerwrap                      | 520            | 543          | 547            | 716            | 870            |
| OneVue                         |                |              | 131            | 227            | 212            |
| Spectrum                       |                |              |                |                | 69             |
| <b>Gross inflows</b>           | <b>1,113</b>   | <b>1,181</b> | <b>1,396</b>   | <b>1,588</b>   | <b>1,893</b>   |
| Praemium SMA                   | (434)          | (384)        | (569)          | (480)          | (481)          |
| Powerwrap                      | (854)          | (596)        | (984)          | (776)          | (792)          |
| OneVue                         |                |              | (257)          | (193)          | (249)          |
| <b>Gross outflows</b>          | <b>(1,289)</b> | <b>(980)</b> | <b>(1,810)</b> | <b>(1,449)</b> | <b>(1,522)</b> |
| Praemium SMA                   | 159            | 254          | 149            | 165            | 261            |
| Powerwrap                      | (334)          | (53)         | (437)          | (60)           | 78             |
| OneVue                         |                |              | (126)          | 34             | (37)           |
| Spectrum                       |                |              |                |                | 69             |
| <b>Net inflows</b>             | <b>(175)</b>   | <b>201</b>   | <b>(414)</b>   | <b>139</b>     | <b>371</b>     |

| FUA (\$m)                        | Dec 23        | Mar 24        | Jun 24        | Sep 24        | Dec 24        |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|
| Praemium SMA                     | 10,403        | 11,218        | 11,328        | 11,928        | 12,458        |
| <i>Net Flow % of opening FUA</i> | <i>1.6%</i>   | <i>2.4%</i>   | <i>1.3%</i>   | <i>1.5%</i>   | <i>2.2%</i>   |
| Powerwrap                        | 12,524        | 13,034        | 12,685        | 12,910        | 13,471        |
| <i>Net Flow % of opening FUA</i> | <i>-2.7%</i>  | <i>-0.4%</i>  | <i>-3.4%</i>  | <i>-0.5%</i>  | <i>0.6%</i>   |
| OneVue                           |               |               | 4,046         | 4,197         | 4,189         |
| <i>Net Flow % of opening FUA</i> |               |               | <i>-3.1%</i>  | <i>0.8%</i>   | <i>-0.9%</i>  |
| Spectrum                         |               |               |               |               | 72            |
| <b>Australia Platform FUA</b>    | <b>22,928</b> | <b>24,253</b> | <b>28,059</b> | <b>29,035</b> | <b>30,190</b> |
| Scope+                           | 25,340        | 29,016        | 29,307        | 30,386        | 31,913        |
| <b>TOTAL FUA</b>                 | <b>48,268</b> | <b>53,269</b> | <b>57,366</b> | <b>59,421</b> | <b>62,102</b> |

| Platform FUA Movement (\$m) | Dec 23        | Mar 24        | Jun 24        | Sep 24        | Dec 24        |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|
| Opening Platform FUA        | 22,284        | 22,928        | 24,253        | 28,059        | 29,035        |
| Praemium SMA                | 159           | 254           | 149           | 165           | 261           |
| Powerwrap                   | (334)         | (53)          | (437)         | (60)          | 78            |
| OneVue                      |               |               | (126)         | 34            | (37)          |
| Spectrum                    |               |               |               |               | 69            |
| <b>Net inflows</b>          | <b>(175)</b>  | <b>201</b>    | <b>(414)</b>  | <b>139</b>    | <b>371</b>    |
| OneVue acquisition          |               |               | 4,078         | -             | -             |
| Market revaluation / other  | 819           | 1,124         | 142           | 837           | 784           |
| <b>Closing Platform FUA</b> | <b>22,928</b> | <b>24,253</b> | <b>28,059</b> | <b>29,035</b> | <b>30,190</b> |

# Questions