

Q2 FY 25 Update

Presented by

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**At Præmium 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

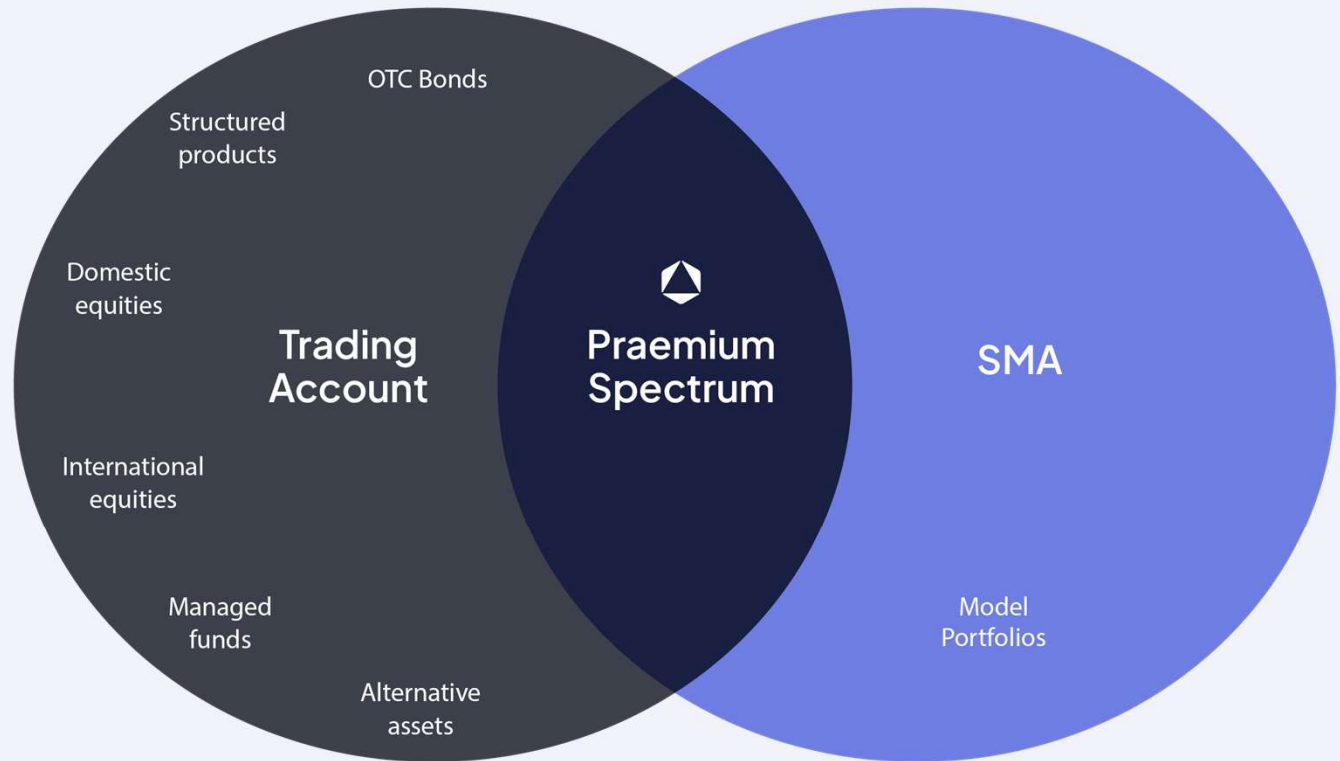
- » Enhanced service with upskilling and improved reporting and analytics
- » New functionality for money in and money out phases

Acquisition opportunities

- » OneVue integration tracking to plan

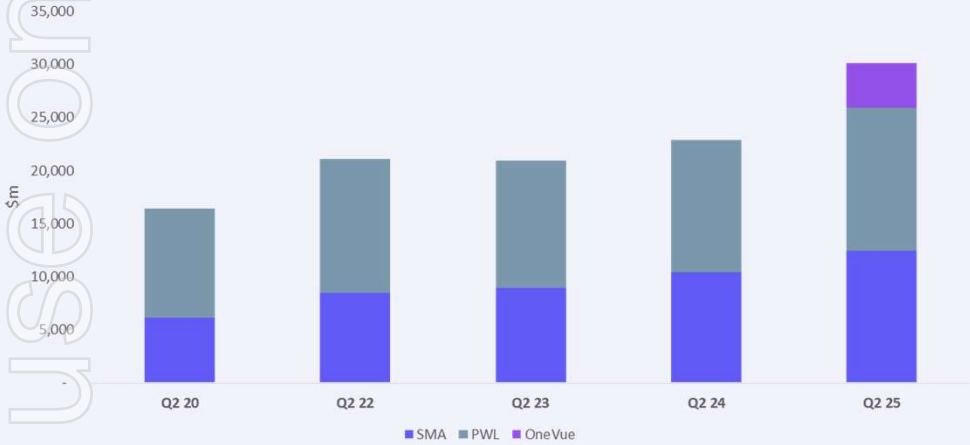
The ultimate HNW solution

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



FUA & net flows – platforms

FUA

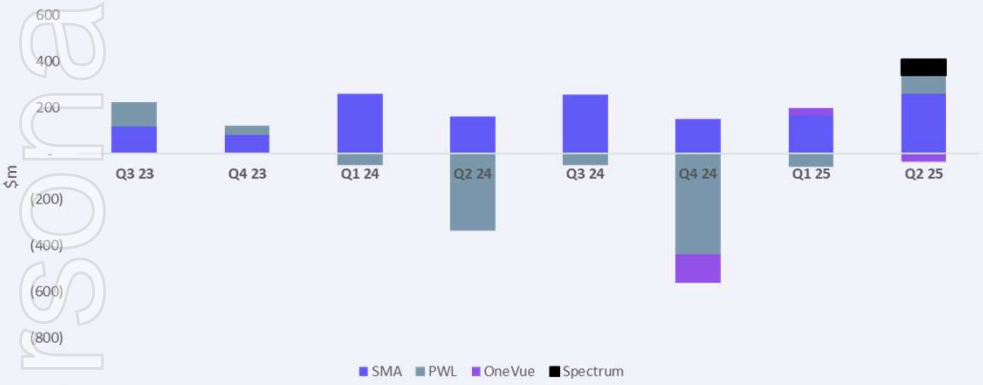


Comparison to September 2024

- ▶ 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

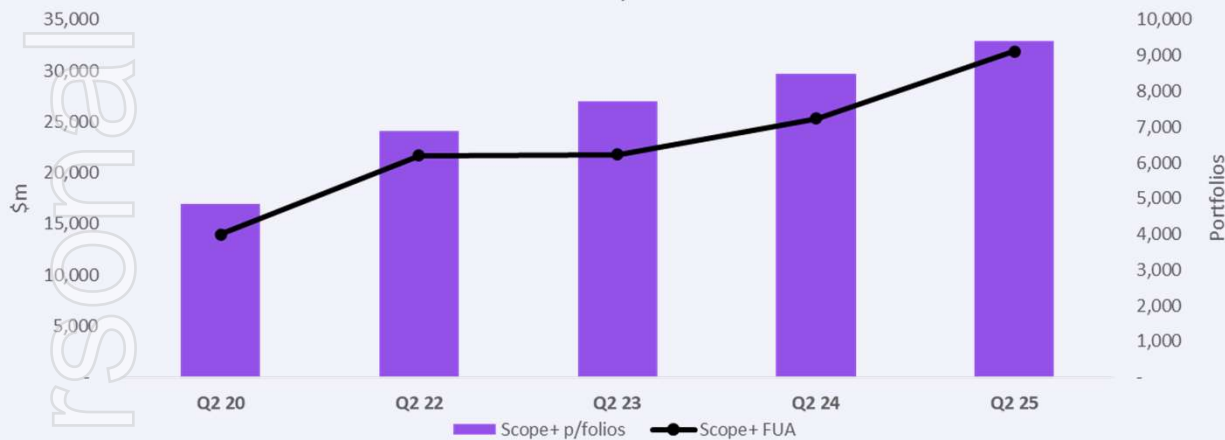


FUA & portfolios – non-custodial

Scope Services



Scope+



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 |
| Gross inflows | 1,113 | 1,181 | 1,396 | 1,588 | 1,893 |
| Praemium SMA | (434) | (384) | (569) | (480) | (481) |
| Powerwrap | (854) | (596) | (984) | (776) | (792) |
| OneVue | | | (257) | (193) | (249) |
| Gross outflows | (1,289) | (980) | (1,810) | (1,449) | (1,522) |
| Praemium SMA | 159 | 254 | 149 | 165 | 261 |
| Powerwrap | (334) | (53) | (437) | (60) | 78 |
| OneVue | | | (126) | 34 | (37) |
| Spectrum | | | | | 69 |
| Net inflows | (175) | 201 | (414) | 139 | 371 |

| 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> | 1.6% | 2.4% | 1.3% | 1.5% | 2.2% |
| Powerwrap | 12,524 | 13,034 | 12,685 | 12,910 | 13,471 |
| <i>Net Flow % of opening FUA</i> | -2.7% | -0.4% | -3.4% | -0.5% | 0.6% |
| OneVue | | | 4,046 | 4,197 | 4,189 |
| <i>Net Flow % of opening FUA</i> | | | -3.1% | 0.8% | -0.9% |
| Spectrum | | | | | 72 |
| Australia Platform FUA | 22,928 | 24,253 | 28,059 | 29,035 | 30,190 |
| Scope+ | 25,340 | 29,016 | 29,307 | 30,386 | 31,913 |
| TOTAL FUA | 48,268 | 53,269 | 57,366 | 59,421 | 62,102 |

| 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 |
| Net inflows | (175) | 201 | (414) | 139 | 371 |
| OneVue acquisition | | | 4,078 | - | - |
| Market revaluation / other | 819 | 1,124 | 142 | 837 | 784 |
| Closing Platform FUA | 22,928 | 24,253 | 28,059 | 29,035 | 30,190 |

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Questions