

# Q3 FY 25 Update

Presented by

Anthony Wamsteker – CEO

James Edmonds – COO

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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



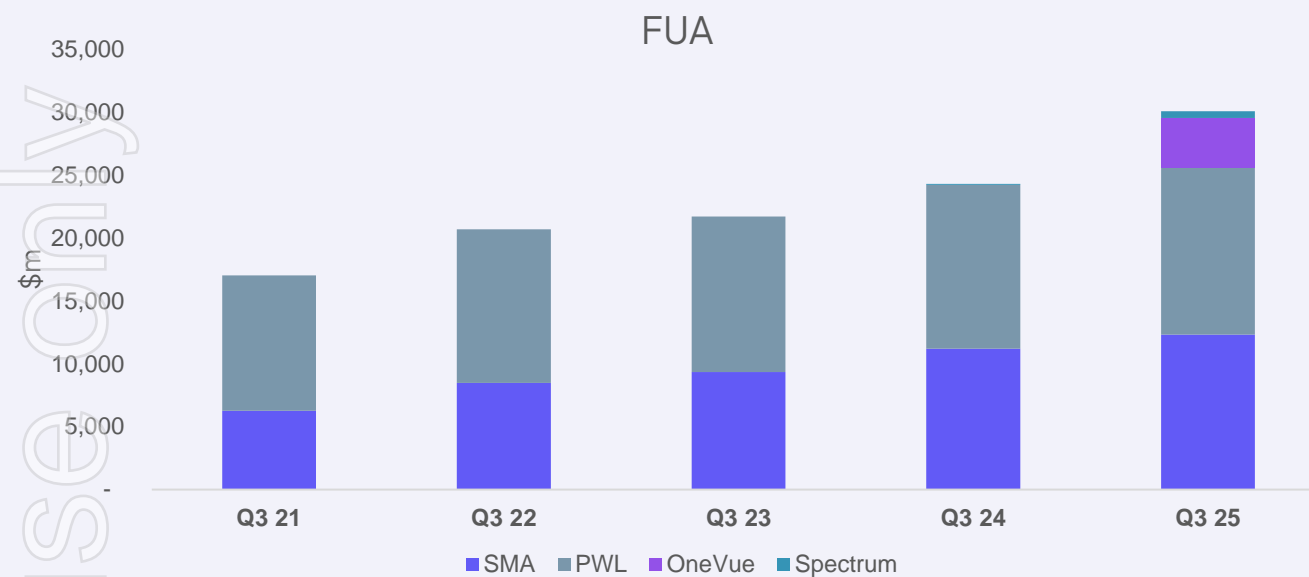
James Edmonds  
COO

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

# Strategy progress

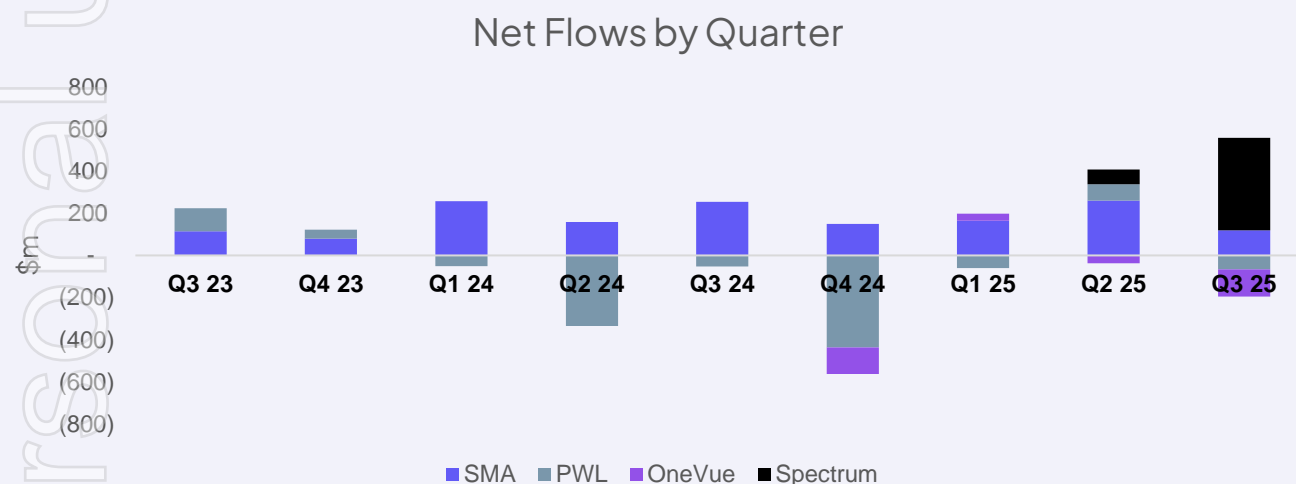
Product	Operations	Customer Service	Superannuation	Inorganic
<ul style="list-style-type: none"><li>▶ Upgrade to Mobile App commenced</li><li>▶ Spectrum white labels developed to support new business wins</li><li>▶ Structured Investments webinar</li></ul>	<ul style="list-style-type: none"><li>▶ Operating model to support OneVue clients finalised</li><li>▶ KPIs reset to support Service Excellence</li></ul>	<ul style="list-style-type: none"><li>▶ Initiatives to improve service standards rolled out</li><li>▶ AI-driven Quality Assurance pilot initiated</li><li>▶ New adviser onboarding process rolled out</li></ul>	<ul style="list-style-type: none"><li>▶ Significant improvements with current administration provider</li><li>▶ Trustee review of administration options complete</li><li>▶ Expanding inhouse administration capability</li></ul>	<ul style="list-style-type: none"><li>▶ Focus on completing OneVue integration within budget and timeframe</li><li>▶ Vigilant on opportunities but prepared for disciplined approach</li></ul>

# FUA & net flows – platforms



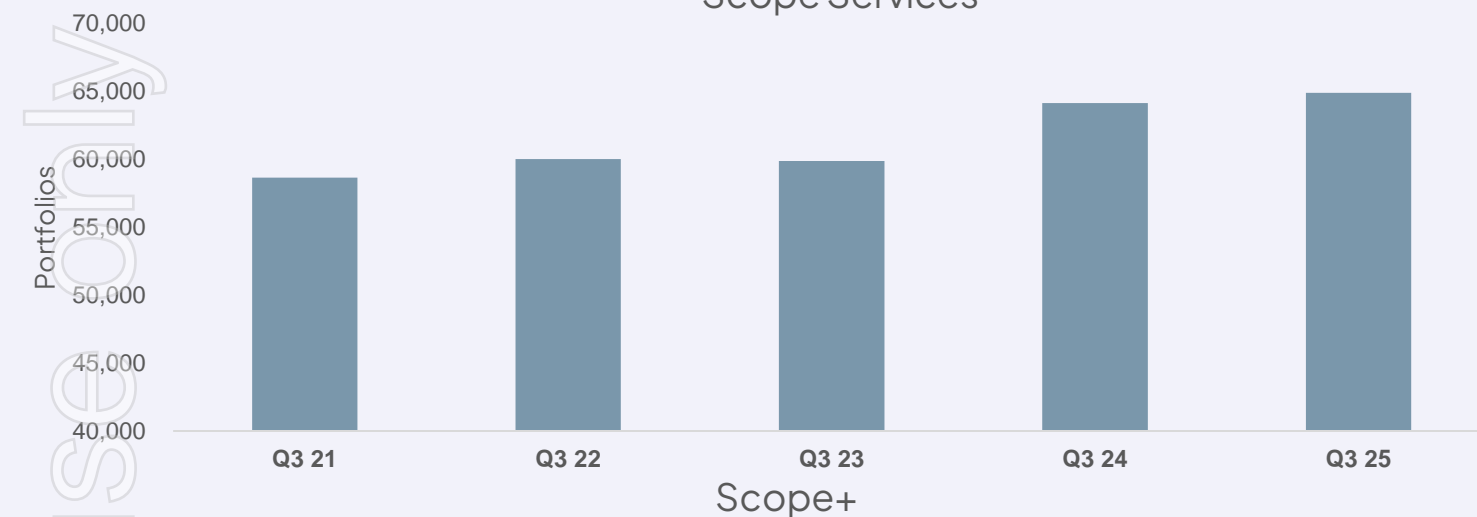
## Comparison to December 2024

- ▶ FUA \$30.1b – down 0.3%
  - ▶ Spectrum \$513m – up 615%
  - ▶ SMA \$12.3b – down 1%
  - ▶ Powerwrap \$13.3b – down 2%
  - ▶ OneVue \$4.0b – down 5%
- ▶ Net inflows \$364m – down \$7m
  - ▶ Spectrum \$440m – encouraging sales pipeline
  - ▶ SMA \$120m – excludes Spectrum
  - ▶ Powerwrap – down \$66m – (\$88m gross outflow from departed advisers)
  - ▶ OneVue \$130m net outflow

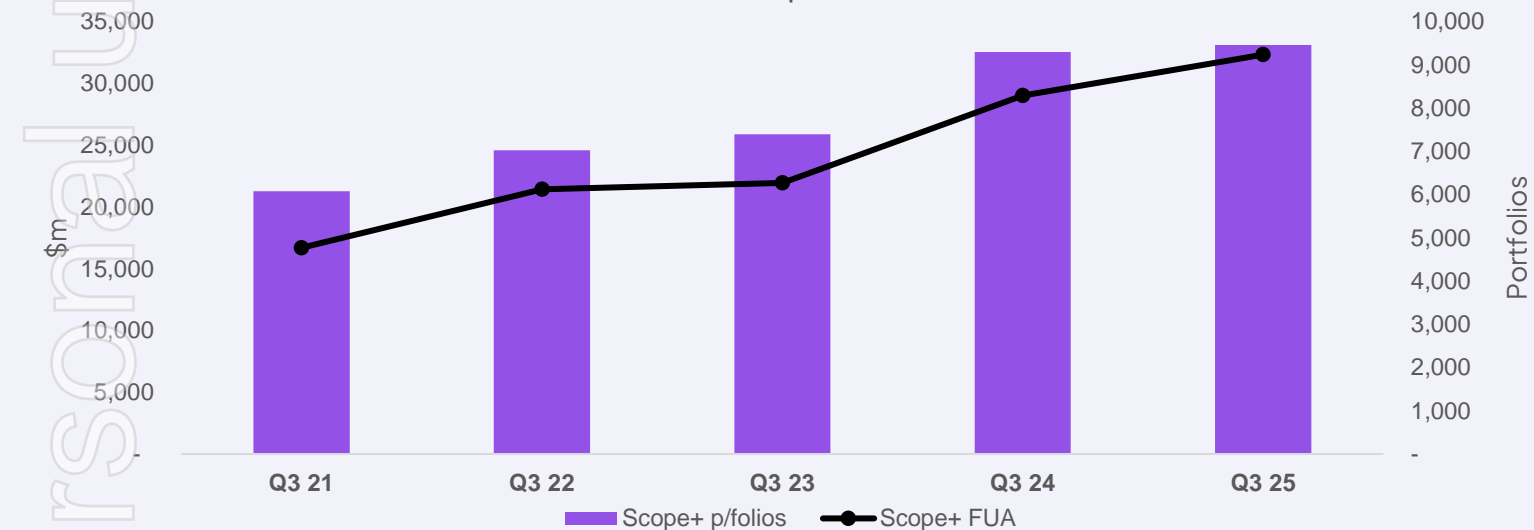


# FUA & portfolios – non-custodial

Scope Services



Scope+



## Comparison to December 2024

- ▶ Scope+ FUA \$32.3 b - up 1%
- ▶ Portfolios
  - ▶ Scope 65,706 decreased by 806
  - ▶ Scope+ 9,455 increased by 39
- ▶ Portfolio numbers affected by service rationalisation for low balance accounts at a major client
- ▶ 6 new advice groups added in the quarter

# Detailed Tables



Portfolios	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25
Scope	64,149	65,228	66,217	65,706	64,900
Scope+	9,297	9,559	9,605	9,416	9,455

Quarterly Platform Flows (\$m)	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25
Gross inflows					
Praemium SMA	638	718	645	742	559
Powerwrap	543	547	716	870	447
OneVue		131	227	212	237
Spectrum				69	443
Total gross inflows	1,181	1,396	1,588	1,893	1,686
Gross outflows					
Praemium SMA	(384)	(569)	(480)	(481)	(439)
Powerwrap	(596)	(984)	(776)	(792)	(513)
OneVue	-	(257)	(193)	(249)	(367)
Spectrum				(0)	(3)
Total gross outflows	(980)	(1,810)	(1,449)	(1,522)	(1,322)
Net flows					
Praemium SMA	254	149	165	261	120
Powerwrap	(53)	(437)	(60)	78	(66)
OneVue		(126)	34	(37)	(130)
Spectrum				69	440
Total net flows	201	(414)	139	371	364

FUA (\$m)	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25
Praemium SMA	11,218	11,328	11,928	12,458	12,338
Net Flow % of opening FUA	2.4%	1.3%	1.5%	2.2%	1.0%
Powerwrap	13,034	12,685	12,910	13,471	13,260
Net Flow % of opening FUA	-0.4%	-3.4%	-0.5%	0.6%	-0.5%
OneVue		4,046	4,197	4,189	3,975
Net Flow % of opening FUA		-3.1%	0.8%	-0.9%	-3.1%
Spectrum				72	513
Net Flow % of opening FUA					611.1%
Australia Platform FUA	24,252	28,059	29,035	30,190	30,086
Scope+	29,016	29,307	30,386	31,912	32,324
TOTAL FUA	53,268	57,366	59,421	62,102	62,410

Platform FUA Movement (\$m)	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25
Opening Platform FUA	22,928	24,252	28,059	29,035	30,190
Net flows					
Praemium SMA	254	149	165	261	120
Powerwrap	(53)	(437)	(60)	78	(66)
OneVue	-	(126)	34	(37)	(130)
Spectrum	-	-	-	69	440
Total net flows	201	(414)	139	371	364
OneVue acquisition	-	4,078	-	-	-
Market revaluation / other	1,124	142	838	784	(466)
Closing Platform FUA	24,253	28,058	29,035	30,190	30,088



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# Questions