

ASX Release: 22<sup>nd</sup> April 2015

## MARCH QUARTER UPDATE

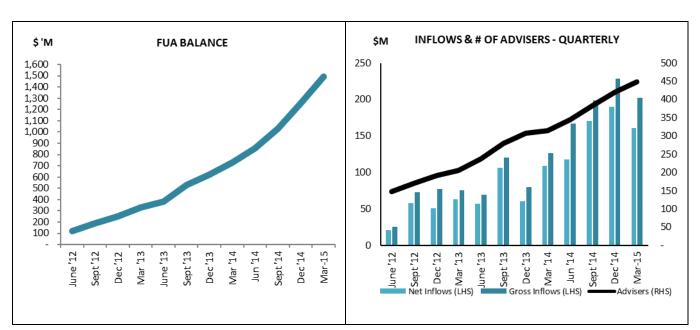
#### Highlights

- Quarterly Net Inflows<sup>1</sup> and Gross inflows of \$162.8m and \$204.3m respectively, increases of 49.8% and 61.4% on prior corresponding period;
- Maiden Operating EBITDA<sup>2</sup> positive for the quarter;
- New White Label agreements signed during the quarter with GPS Wealth and Wilson HTM;
- HUB24 ranked in top 3 platforms<sup>3</sup> in terms of overall functionality;
- New user interface implemented with HUB24 platform now accessible from any mobile device;
- Successful placement of 5m shares raised via wholesale and sophisticated investors.

#### **FUA** and net flows

A record increase in quarterly Funds Under Administration (FUA) was driven by continuing strong net inflows to the HUB24 platform and improvements in equity markets. Net and gross inflows increased by 49.8% and 61.4% respectively for the quarter compared with the prior corresponding period and the month of March experienced record gross inflows of \$82m. FUA on the platform is now at \$1,520m.

There were 29 new advisers using the platform during the quarter and FUA per adviser increased 13% inclusive of these new entrants.



<sup>&</sup>lt;sup>1</sup> Net Inflows represents gross inflows less outflows during the period and does not include market movement.

<sup>&</sup>lt;sup>2</sup> Operating EBITDA (from Continuing Operations) represents revenue less operating expenses, it excludes growth investment expenses and other significant items

<sup>&</sup>lt;sup>3</sup> Investment Trends December 2014 Platform Benchmarking Report based upon extensive analyst reviews of 22 platforms across 466 functional points.



Platform statistics [1]	MAR '14	JUN '14	SEPT '14	DEC '14	MAR '15	TTM*
FUA - total	\$730.2m	\$853.8m	\$1,030.8m	\$1,251.4m	\$1,493.2m	104.5%
Net Fund Inflows (Qtr)*	\$108.7m	\$117.7m	\$171m	\$189.7m	\$162.8m	49.8%
Gross inflows (Qtr)	\$126.6m	\$166.8m	\$199.4m	\$225.6m	\$204.3m	61.4%
		0.45	202	420	440	25.00/
Number of Advisers	314	345	383	420	449	36.8%

<sup>\*</sup> A one-off, non-recurring outflow of \$20m in June contributed to the variance between cash inflows and netflows for the June '14 quarter.

### **Financial Position continues to strengthen**

HUB24 has achieved revenue of \$7.8m and positive Operating EBITDA<sup>4</sup> for the quarter (unaudited). This result demonstrates scale benefits continue to be achieved flowing from significant increases in FUA during the financial year.

FUA from Paragem is growing as we add new investments to the platform as requested by advisers. Paragem related FUA on the platform is now at \$50m with 27 new investment options added for Paragem advisers since acquisition of the business. Securing new investment options is a strategic benefit for the whole HUB24 client base.

HUB24 also announced during the quarter the issue of 5,000,000 ordinary shares to sophisticated and professional investors at \$1.05 representing a premium of 2.6 cents to the 30 day VWAP. The additional funds are to further strengthen the Company's balance sheet, support the implementation of recently announced white label agreements and to maintain sufficient flexibility to pursue additional strategic opportunities as they arise.

Issued by HUB24 Limited (ASX: HUB) on 22 April 2015.

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#### About HUB24

HUB24 is a financial services company listed on the Australian Stock Exchange (ASX: HUB). The business is focussed on the delivery of the HUB24 platform and the growth of its wholly owned financial advice licensee, Paragem. The HUB24 platform supports the achievement of superior superannuation and investment outcomes for investors. It is a next-generation service with state-of-the-art portfolio management, transaction and reporting solutions for licensees, financial advisers, accountants, stockbrokers and institutions. HUB24 is not aligned to any major bank, manager or institution. HUB24 is an independent organisation with award winning technology and a growing number of respected and high profile financial services companies as its customers.

For further information, please visit: <a href="www.HUB24.com.au">www.HUB24.com.au</a>

**HUB24 Limited** | ABN 87 124 891 685 | ACN 124 891 685

<sup>\*\*</sup>TTM – percentage increase on Trailing 12 months

<sup>[1]</sup> Statistics are for each quarter, have been rounded and are not audited. Inflows do not include market movement.

<sup>&</sup>lt;sup>4</sup> Operating EBITDA (from Continuing Operations) represents revenue less operating expenses, it excludes growth investment expenses and other significant items