



HALF YEAR RESULTS PRESENTATION

AS AT 31 DECEMBER 2015

OVERVIEW



- About HUB24

- Group results & highlights

- Segment results

- Outlook

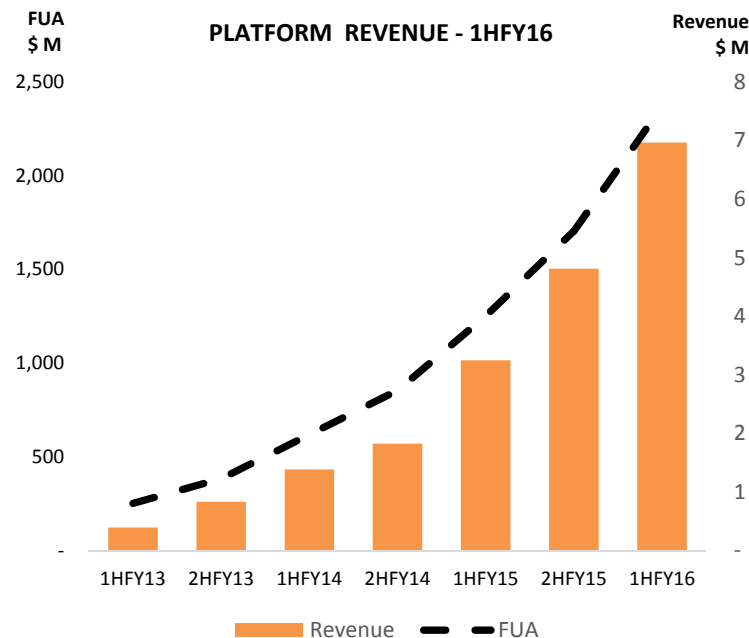
- Appendix A - Corporate

- Appendix B – Results reconciliation

HUB24

A MARKET LEADER

HUB24 has become an investment platform of choice as significant disruption occurs in wealth management



- ✓ One of the fastest growing wrap platforms*
- ✓ Net inflows of \$668m, FUA of \$2.37bn at 31/12/15
- ✓ Now operating cashflow positive on a monthly basis
- ✓ Includes Paragem (Licensee) with \$2.65 billion in FUAAdvice and a national adviser network

Leading
independent
platform provider

Industry
recognised and
awarded

NEXT GENERATION WEALTH MANAGEMENT PLATFORM

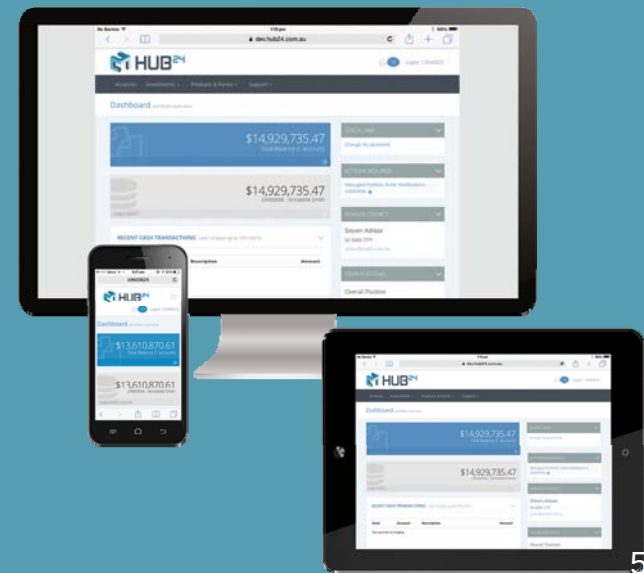


- The new world of managed portfolios combined with market leading wrap functionality
- Broad and unbiased investment menus including managed portfolios, listed securities, insurance options, managed funds, term deposits and cash
- Superior outcomes for customers, advisers, licensees, accountants, stockbrokers and institutions
- Shifting the value chain for licensees who offer their own white label version of the HUB24 platform

KEY FEATURES THAT SET HUB24 APART INCLUDE:

- ✓ Managed portfolios functionality
- ✓ Tax optimisation features & portfolio construction tools
- ✓ Unique proprietary technology with ongoing innovation
- ✓ High calibre team with many years of industry leadership
- ✓ High tech, scalable business model

HUB24 CONTINUES TO INVEST TO EXTEND ITS INDUSTRY LEADING POSITION



THE STANDOUT FOR A BETTER ONLINE EXPERIENCE

INVESTMENT TRENDS PLATFORM BENCHMARKING REPORT*

- Ranked top 3 in the market amongst full function platforms
- Received awards for 'Best Navigation and User Interface' and 'Best Tablet / Smartphone Access'
- Received 'outstanding' scores in decision support, reporting and access
- Commended for superiority in areas such as asset transfers, electronic processes and CGT impact modelling.



THE STANDOUT FOR A BETTER ONLINE EXPERIENCE

INVESTMENT TRENDS PLANNER TECHNOLOGY REPORT*

- Awarded first in 'Ease of Use' and 'Value for Money'
- 2nd overall: Platform satisfaction
- Highest user satisfaction for online functionality, turnaround times for applications, administrative accuracy and pricing flexibility.





GROUP RESULTS

1H FY16 HIGHLIGHTS



Record net inflows of
\$668m
resulting in FUA of
\$2.37bn at 31
December 2015



HUB24 transitioned to
be operating
**cashflow
positive**
on a monthly basis



Launch
of international
managed portfolios



1st
in categories for Best
Navigation & User
Interface and
Smartphone/
Tablet Access*



Increase in
revenue of
79%



Increase in
gross profit of
179%



Increase in operating
EBITDA** of
285%



Increase in
EBITDA*** of
63%



• Results from Investment Trends December 2015 Platform Benchmarking Report based on extensive analyst reviews of 22 platforms across 506 functional points.

** Operating EBITDA represents revenue less operating expenses incurred in servicing the current FUA. It excludes growth resources expensed and other significant items.

*** EBITDA excludes other significant items.

GROUP FINANCIAL RESULTS

Group Financial Results	1HFY15 * \$m	1HFY16 \$m	% change
FUA (now \$2,411m)	\$1,251	\$2,368	89%
Revenue – Platform	3.2	6.9	114%
Revenue – Licensee	7.9	13.1	65%
Total Revenue	11.1	20.0	79%
Direct Costs - Platform	(2.2)	(3.3)	49%
Direct Costs - Licensee	(7.2)	(11.9)	65%
Gross Profit	1.7	4.8	179%
Operating Expenses**	(2.4)	(3.6)	52%
Operating EBITDA	(0.7)	1.2	285%
Growth Resources expensed***	(1.8)	(2.1)	14%
EBITDA	(2.5)	(0.9)	63%
NPAT	(2.8)	(1.8)	36%

- Record net inflows to the platform during the half together with the recruitment of 2 practices for the Licensee
- Scale benefits continuing to be achieved via the platform
- Investment in fixed cost base brought forward to support recent contracts and strong pipeline
- Continuing investment in innovation and growth
- Transitioned to be operating cash flow positive on a monthly basis during the half



Other significant items reported in NPAT include interest, share based payments, transaction costs, amortisation and discontinued operations expense. (refer Appendix B)

* Prior corresponding period includes the Licensee segment for the period 1 September 2014 to 31 December 2014.

** Operating expenses includes all expenses incurred in servicing current FUA for the platform and salaries and administrative expenses for the licensee

*** Growth resources expensed are costs for platform development, strategic development (inclusive of M&A activity) and to accelerate additional FUA onto the platform.

SEGMENT RESULTS

Financial Performance – Segments	Platform \$m	Licensee \$m	Corporate \$m	1HFY16 \$m	1HFY15** \$m	% change
Recurring Revenue	6.9	13.1	-	20.0	11.2	79%
Direct Costs	(3.2)	(12.0)	-	(15.2)	(9.5)	62%
Gross Profit	3.7	1.1	-	4.8	1.7	179%
Operating Expenses*	(2.4)	(1.0)	(0.2)	(3.6)	(2.4)	52%
Operating EBITDA*	1.3	0.1	(0.1)	1.2	(0.7)	285%
Growth Resources Expensed*	(2.1)	-	(0.1)	(2.1)	(1.8)	14%
EBITDA	(0.7)	0.1	(0.2)	(0.9)	(2.5)	63%



* Operating expenses includes all expenses incurred in servicing current FUA for the platform and salaries and administrative expenses for the Licensee. Growth resources expensed are costs for platform development, strategic development (inclusive of M&A activity) and to accelerate additional FUA onto the platform. Operating EBITDA excludes growth investment expenses and other significant items.

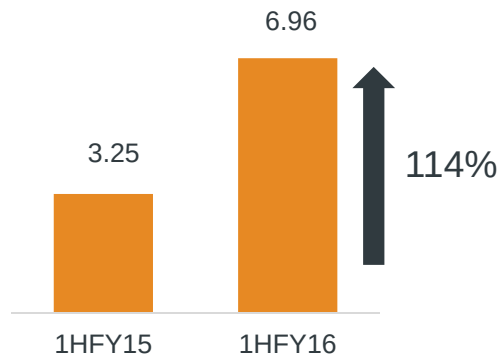
** Prior corresponding period includes the Licensee segment for the period 1 September 2014 to 31 December 2014.



SEGMENT RESULTS

PLATFORM SEGMENT RESULTS

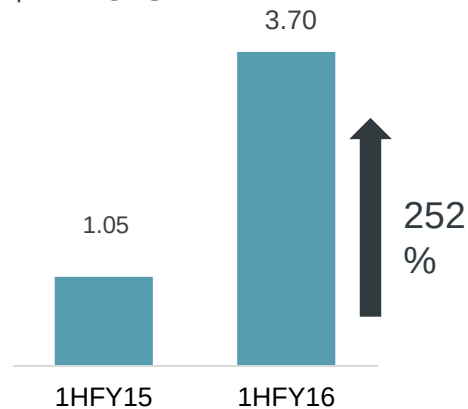
REVENUE \$ millions



Revenue growth driven by:

- Net inflows of \$668 million from a broadening client base, an increase of 85% on 1HFY15

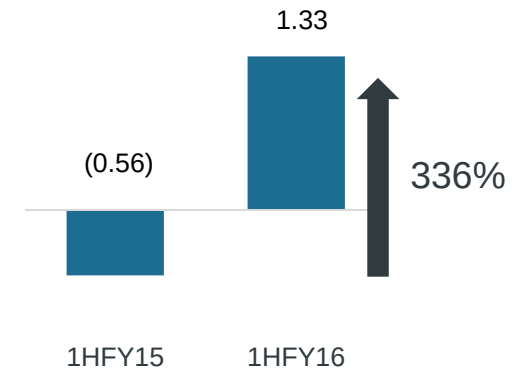
GROSS PROFIT \$ millions



Gross profit growth driven by:

- Improved margins from increased scale & negotiated reductions in platform transaction costs

OPERATING EBITDA* \$ millions



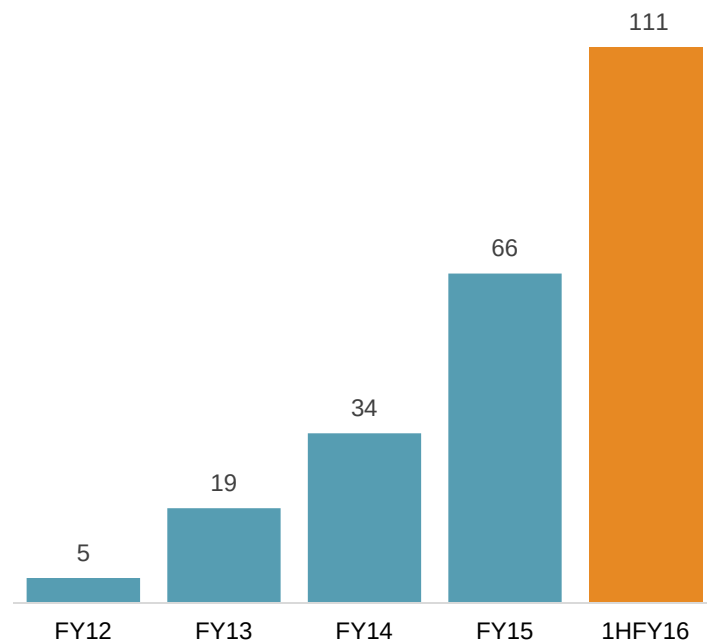
Operating EBITDA* driven by:

- Revenue growth and improved gross profit margins
- Investment in fixed cost base brought forward to support recent contracts and strong pipeline

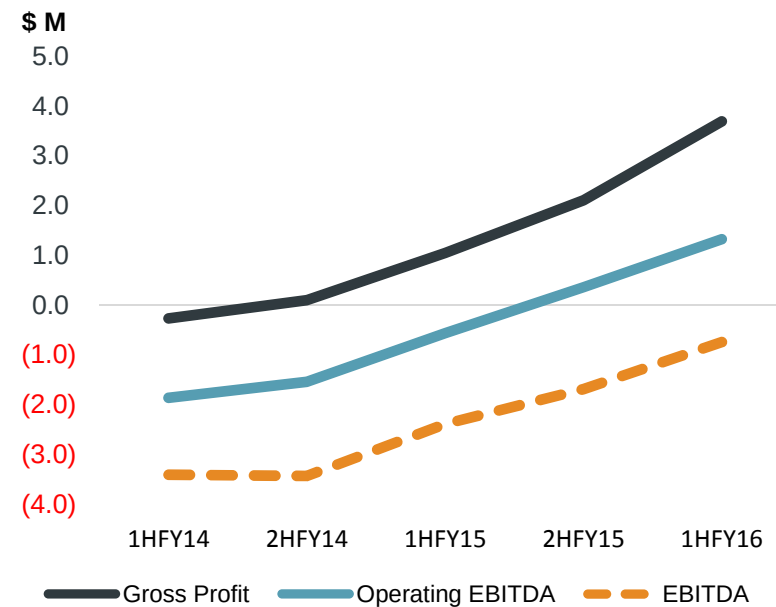
PLATFORM SEGMENT RESULTS

IMPROVING RESULTS TREND

Average monthly net inflows ('m)



Platform – gross profit, operating EBITDA* and EBITDA** trends



PLATFORM SEGMENT RESULTS

Platform Segment Results	1H FY15 \$m	1H FY16 \$m	% change
FUA (now \$2,411m)	\$1,251	\$2,368	89%
Revenue	3.2	6.9	114%
Direct Costs	(2.2)	(3.2)	49%
Gross Profit	1.0	3.7	252%
Operating Expenses*	(1.6)	(2.4)	47%
Operating EBITDA*	(0.6)	1.3	336%
Growth Resources Expensed*	(1.8)	(2.1)	13%
EBITDA	(2.4)	(0.7)	69%
NPAT	(2.0)	(0.8)	59%

- FUA increase of \$1.1bn over pcp, an increase of 89% delivering a platform revenue increase of 114%
- Scale benefits continue during the half year for the platform driving increasing gross profit margins
- Investment in fixed cost base brought forward to support recent contracts and strong pipeline
- Investment in platform development, transition of FUA, and new product features continues



Other significant items reported in NPAT include interest, share based payments, transaction costs, amortisation and discontinued operations expense (refer Appendix B)

- Operating expenses include all expenses incurred in servicing current FUA for the platform and salaries and administrative expenses for the Licensee. Growth resources expensed are costs for platform development, strategic development (inclusive of M&A activity) and to accelerate additional FUA onto the platform. Operating EBITDA excludes growth investment expenses and other significant items

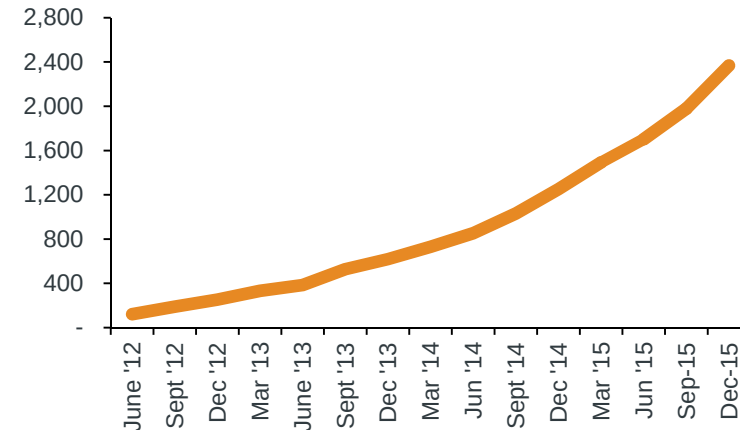
PLATFORM SEGMENT RESULTS

	1H FY16 \$m	Increase on PCP
FUA* (now \$2,411m)	2,368	89%
Net inflows	668	85%
Gross inflows	800	88%
Number of Advisers	556	32%

- Broadening distribution base:
 - >50% of net inflows to HUB's retail products
 - 8 new licensees introduced to the platform
- New white labels announced for Fortnum, Infocus/Patron
- Launch of international managed portfolios
- New service for self directed investors

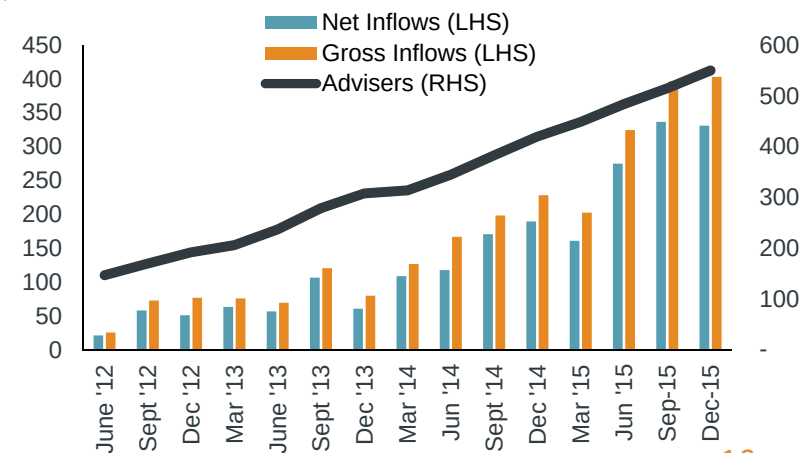


FUA BALANCE
\$ millions



INFLOWS (QTRLY) AND NUMBER OF ADVISERS

\$ millions



LICENSEE SEGMENT RESULTS

Licensee Segment Results	1HFY15* \$m	1HFY16 \$m	% change
Revenue	7.9	13.1	65%
Direct Costs	(7.2)	(11.9)	65%
Gross Profit	0.7	1.2	64%
Operating Expenses	(0.6)	(1.1)	62%
Operating EBITDA	0.0	0.1	129%
EBITDA	0.0	0.1	129%
NPAT	0.0	0.1	137%

- Licensee transitioned 2 new practices during the period & has strong pipeline
- Revenue increase of 12% over prior corresponding period
- Investment options introduced to the HUB platform for Paragem advisers

CORPORATE SEGMENT RESULTS

Corporate segment results	1HFY15 \$m	1HFY16 \$m	% change
Operating Expenses	(0.1)	(0.1)	56%
Growth resources Expensed	(0.1)	(0.1)	50%
EBITDA	(0.2)	(0.2)	55%
Interest revenue	0.2	0.1	(25%)
Share based payments	(0.4)	(0.7)	(79%)
Non-recurring corporate costs	(0.4)	(0.3)	33%
NPAT	(0.8)	(1.1)	39%

- Corporate overhead expenses allocated to the corporate segment
- Issue of options during the half year ended 31 December 2015 and an adjustment to the expected probability of options vesting
- Non-recurring corporate advisory, tax and legal costs, including the evaluation of potential business opportunities



OUTLOOK

OUTLOOK



INCREASING FUA GROWTH IS EXPECTED TO CONTINUE

- Fortnum transition on track for 2HFY16
- Targeting over \$3.0 billion FUA by June 2016 and \$8–10 billion by end of the decade
- Strong pipeline with several white label negotiations underway
- Ongoing business development including white labels for licensees, stockbrokers and accountants
- Maximising existing relationships

EXTEND INDUSTRY LEADERSHIP POSITION THROUGH PRODUCT INNOVATION

- Increase current product range and expand capabilities
- Enhance adviser and client experience
- Technology and administration solution to support MDA operators
- Leverage non-custody developments for revenue growth and stockbroker opportunities

OUTLOOK



- Ongoing margin expansion with increasing scale
- Grow the Licensee by recruiting quality practices and providing exceptional advice and platform solutions
- Build strategic alliances and review appropriate acquisition opportunities
- Efficiently develop and grow our high calibre talented team to support our future success

APPENDIX A

CORPORATE

Capital Structure at 24 February '16

Shares on Issue	52.7m
Share Price	\$4.28
Market Capitalisation	\$226m

Substantial Shareholders

Thorney Holdings Ltd	20.00%
Acorn Capital Ltd	14.00%
Ian Litster	7.60%
Commonwealth Bank	6.04%

Balance Sheet as at 31 December '15

Cash and Cash Equivalents	\$ 10.52m
Other Current Assets	\$ 2.03m
Non-Current Assets	\$ 13.72m
Total Assets	\$ 26.27m
Current Liabilities	\$ 3.05m
Non-Current Liabilities	\$ 5.67m
Total Liabilities	\$ 8.72m
Net Assets	\$ 17.55m
Equity	\$ 17.55m

APPENDIX B

RESULTS RECONCILIATION

Group Financial Results	1H FY15 \$m	1H FY16 \$m	% change
EBITDA (Continuing Operations)	(2.5)	(0.9)	63%
Interest Revenue	0.2	0.2	1%
Non-Recurring Revenue	0.6	0.2	(68%)
Share Based Payments	(0.4)	(0.7)	(79%)
Non-recurring Corporate Costs	(0.4)	(0.3)	33%
Depreciation & Amortisation	(0.3)	(0.4)	(37%)
Profit Before Tax (Continuing Operations)	(2.7)	(1.8)	34%
Tax	-	-	
Discontinued Operations	(0.1)	-	(100%)
NPAT	(2.8)	(1.8)	36%

DISCLAIMER

SUMMARY INFORMATION

The material herein is a presentation of general background information about HUB24 Limited's ('HUB') activities current as at date of presentation. This information given in summary form does not purport to be complete and should be read in conjunction with previous ASX filings, Half Year Report and the audited Annual Report as applicable.

NOT INVESTMENT ADVICE

This presentation is not a prospectus or a product disclosure statement under the Corporations Act 2001 (Cth) and has not been lodged with ASIC. The information provided in this presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

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from HUB or any particular tax treatment.

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This presentation contains certain forward-looking statements. The words 'anticipate', 'believe', 'expect', 'project', 'forecast', 'estimate', 'intend', 'should', 'could', 'may', 'target', 'plan' and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of HUB, that may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. You should not place reliance on forward-looking statements and neither HUB nor any of its directors, employees, consultants, contractors, advisers or agents assume any obligation to update such information.