



## Chairman's Address HUB24 Annual General Meeting

On behalf of the Directors I have pleasure in welcoming shareholders to the Annual General Meeting of HUB24

This year was a period of significant development of our HUB24 platform. Our focus on new marketing our wealth management solution and investment in product and technology features has resulted in strong growth for HUB24.

- Our Retail Funds Under Administration (FUA) increased more than 94% over the year with positive operating cash flows and positive EBITDA for 2HFY16.
- Revenue from ordinary activities increased by 49% to \$43.657 million for the year ended 30 June 2016.
- In our Investment Platform segment revenue increased to \$15.410 million for the financial year, an increase of 91% over the prior corresponding period (PCP) while our costs increased by only 40%.
- Retail Funds Under Administration (FUA) increase by 94% to \$3.313 billion as at 30 June 2016 and currently is \$3.96 billion as of 28<sup>th</sup> of November.

We have continued to invest in our core business of the HUB24 platform and our technology to remain at the forefront of the market and to ensure that our business remains highly scalable with the growing momentum of inflows demonstrated by the compound average growth rate (CAGR) in FUA over the past 4 years of 129%.

Throughout the year HUB24 launched international managed portfolios enabling investors to directly hold international listed securities via professionally managed portfolios. The company also launched the provision of administration services to MDA providers as well as greater customisation of portfolios for investors to cater for their individual preferences.

The company's growth is increasingly well distributed across 72 active licensees, including 11 white label relationships. The number of advisers using the platform continues to increase with new licensees joining the platform and expansion amongst existing licensees.

Your company has been recognised in the Investment Trends 2015 Platform Benchmarking Report whereby HUB24:

- Continues to be ranked in the top three platforms in the industry in terms of overall platform functionality with outstanding scores achieved in decision support, reporting and access
- Won the award for Best Navigation and User Interface
- Won the award for Best Tablet/Smartphone Access
- Of the top three ranked platforms for overall functionality, HUB24 ranked ahead of the other two in terms of managed accounts functionality which is a key value proposition for the company.



During the year HUB24 transitioned approx. \$600m in FUA from Fortnum to its IDPS, Superannuation, MDA and Reporting Services offering. This larger than normal transition of funds was the first of its kind and size for the company which is a testament to its technology and management capability. A number of enhancements to the platform were made during this transition which have prepared the company for further large client activity.

### **Acquisition of Agility Applications**

Yesterday we announced the execution of an agreement to acquire Agility Applications, a leading company in financial services who provide information technology solutions and a data hub in financial transactions between advice licensees and product providers with over 2300 users. We believe this acquisition will enhance the HUB24 growth opportunities and significantly increase our capability to provide integrated solutions, cost savings and improved outcomes for their customers. Personally I believe that the Agility team will make a strong contribution to our growth plans and is aligned with our leadership in wealth management solutions.

Mr. Andrew Alcock, our Managing Director will be speak in more detail on the company performance, the Agility Applications acquisition and outlook in a formal presentation after the conclusion of the formal part of the meeting.

### **Corporate**

In February Mr Hugh Robertson retired as a Non-Executive Director of the company effective 29 February 2016 and on behalf of the Directors wish to thank Hugh for his service and commitment to the company over the past 5 years.

The Board of HUB24 is committed to achieving and demonstrating standards of corporate governance that are best practice and compliant with the Australian Stock Exchange (ASX) regulations of good corporate governance. Our goal is to ensure that we protect the rights and interests of shareholders and ensure the company is properly managed through the implementation of sound strategies and action plans. We achieve this through the management team of our company and by supervising an integrated framework of controls over the company's resources to ensure our commitment to high standards of ethical behaviour.

Our remuneration report is set out in the annual report and outlines the group remuneration policies, Board performance and the senior executive remuneration policies and compensation.

### **OUTLOOK**



HUB24's is making strong progress in achieving our vision to be the leading independent platform provider which revolutionises the way people manage their wealth.

We are forecasting a positive net profit for the first half of FY17 including positive cash flow and strong growth in FUA.

We anticipate that our leadership position combined with the continued changes to superannuation will offer HUB24 enhanced opportunities for growth as our value proposition is aligned to delivering improvement to our clients' businesses through offering innovative investment administration, portfolio management, reporting and support services.

Our plan is to continue to develop HUB24 platform functionality at approximately the same rate of investment, targeted toward accelerating FUA to the platform to take advantage of favourable market conditions which support the growth and success of HUB24 as an innovative and independent platform provider that offers real choice to advisers and investors.

On behalf of Directors, we wish to thank our management team and all employees for their commitment and customer service focus during the year. We would also like to thank our customers and shareholders for their continuing support for HUB24.

**Bruce E Higgins**

Chairman

HUB24 Limited

29th November 2016