



INVESTOR PRESENTATION

UBS - Emerging Companies Conference
Series: Fintechs

30 May 2017

FUA

\$5b	↑	May '17 5 months
\$4b	↑	7 months
\$3b	↑	7 months
\$2b	↑	11 months
\$1b	↑	27 months
\$100m	↑	June '12

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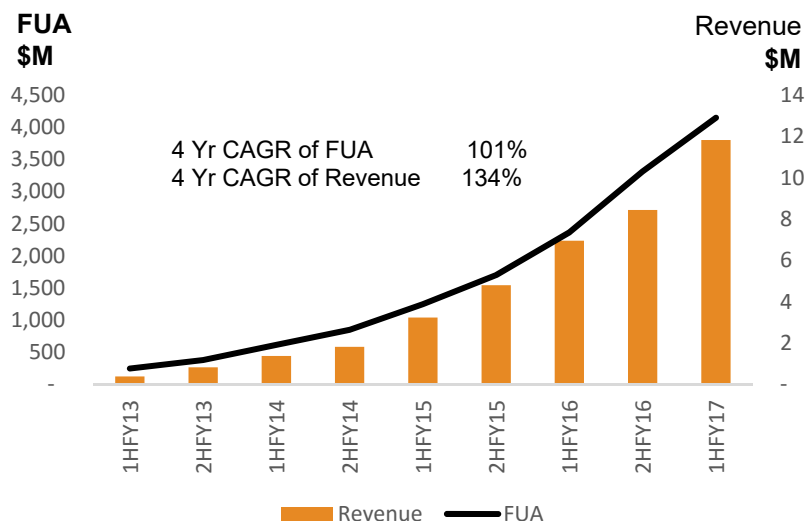
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Appendix A –
Corporate

HUB24 - a leader in wealth management

HUB24 IS A LEADER IN WEALTH MANAGEMENT PLATFORMS UNDERPINNED BY MARKET LEADING TECHNOLOGY

PLATFORM REVENUE AND RETAIL FUA



- ✓ The fastest growing wrap platform¹ capitalising on significant disruption in the wealth management industry
- ✓ Now profitable and Funds Under Administration (FUA) of \$5.05b (as at 26 May 2017)
- ✓ Margin expansion occurring at increasing scale
- ✓ Includes Paragem (Licensee with a national adviser network) which advises on client funds of over \$3.25 billion
- ✓ Acquisition of Agility Applications (specialist provider of technology and application products to the financial services industry)

Fastest growing platform¹

Best managed accounts platform²



1. Source: Plan For Life. Analysis of Wrap, Platform and Master Trust Managed Funds at December 2016. HUB24 is the fastest growing wrap platform relative to its size in percentage terms, 7th fastest in dollar terms of net inflows.
2. Results from Investment Trends December 2016 Platform Competitive Analysis and Benchmarking Report based on extensive analyst reviews of 19 platforms across 526 functional points.

1HFY17 highlights



Netflows of
\$694m
FUA Increase of 25% since
30 June 2016, now \$5.05b



Acquisition of
**Agility
Applications**



Launch
of direct investing in
international shares
across 15 exchanges



1st
in categories for Managed
Accounts, User Interface
and Smartphone/Tablet
Access³

First reporting period of profitability



Positive operating
cashflows of
\$1.5m



Increase in
Operating EBITDA of
240%



EBITDA⁴ of
\$1.7m



Underlying NPAT⁵ of
\$0.9m

1HFY17 financial results

GROUP FINANCIAL RESULTS	1HFY17 \$m	1HFY16 \$m	% CHANGE
Group revenue	26.6	20.0	33%
Direct costs	(18.4)	(15.2)	21%
Gross profit	8.3	4.8	73%
Operating expenses	(4.2)	(3.6)	16%
Operating EBITDA	4.1	1.2	240%
Growth resources expensed ⁶	(2.4)	(2.1)	12%
EBITDA ⁷ before other significant items	1.7	(0.9)	-
EBITDA	1.5	(1.7)	-
NPAT	1.3	(1.8)	-
Underlying NPAT ⁸	0.9	(1.6)	-

PLATFORM FINANCIAL RESULTS	1HFY17 \$m	1HFY16 \$m	% CHANGE
Retail FUA (now \$5.05b)	\$4,149	\$2,368	75%
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EBITDA ⁷ before other significant items	1.9	(0.7)	-
EBITDA	1.9	(0.6)	-
NPAT	1.6	(0.8)	-



Other significant items reported in NPAT include interest, share based payments, non-recurring corporate costs, amortisation and tax expense. (refer Appendix B)

6. Growth resources expensed are costs for platform development, strategic development and to accelerate additional FUA onto the platform

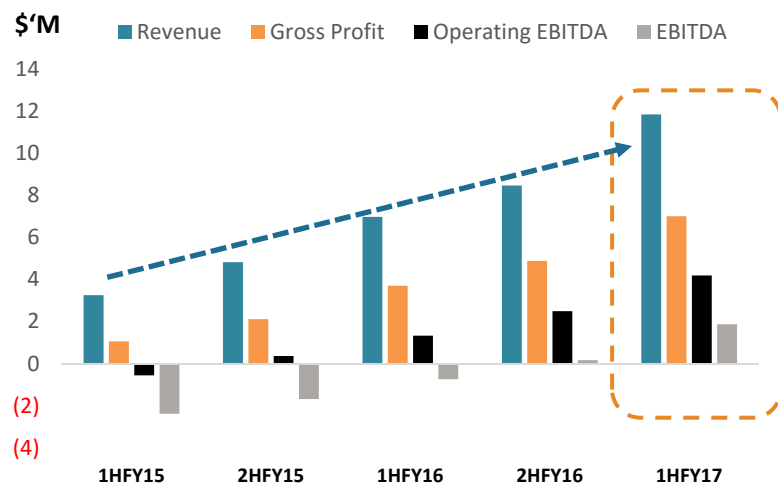
7. EBITDA represents earnings before interest, tax, depreciation, amortisation and other significant items

8. Represents Net Profit After Tax excluding non-recurring items.

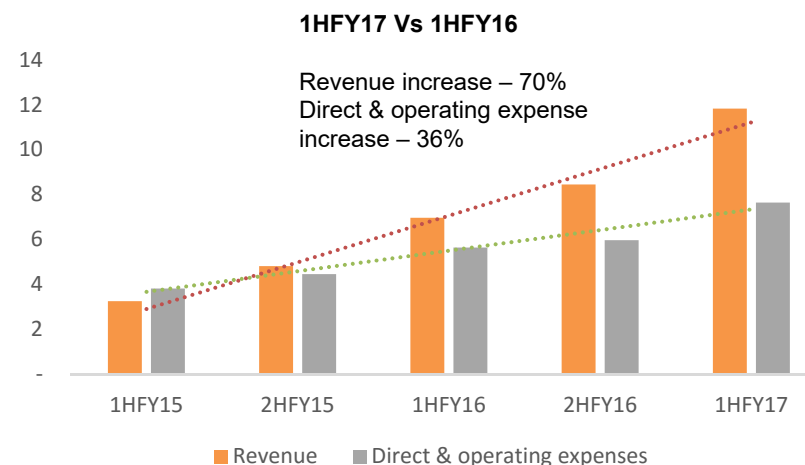
Platform segment results

MARGIN EXPANSION ACROSS ALL PROFIT LINES AT INCREASING SCALE

PLATFORM – REVENUE, GROSS PROFIT, OPERATING EBITDA⁹ AND EBITDA¹⁰ TRENDS



PLATFORM REVENUE AND EXPENSES



PLATFORM PROFIT LINES	PROFIT MARGINS AS A % OF REVENUE				
	1HFY15	2HFY15	1HFY16	2HFY16	1HFY17
Gross profit	32.3%	43.8%	53.1%	57.7%	59.2%
Operating EBITDA	(17.3%)	7.5%	19.1%	29.4%	35.4%
EBITDA	(73.5%)	(35.0%)	(10.6%)	1.9%	15.8%

HUB24 is well positioned for further growth

INDUSTRY GROWTH FORECASTS

Sector	Predicting	By Year	CAGR
Superannuation assets	\$9.5 tn	2035	8.1%
Deloitte Dynamics of Superannuation Report 2015			
Wrap Platforms	\$315 bn	2030	10.4%
Rice Warner's Personal Investment Market Projections Report 2015.			
Managed portfolio (SMAs)	\$60 bn	2020	32%
Morgan Stanley Research Asia Insight June 22, 2016. Disruptors: Australia Financials			

MORGAN STANLEY RESEARCH HAS REVEALED THAT:

- Incumbent business models face disruption from managed accounts/SMAs
- Managed portfolios are an innovative solution delivering higher flows and market share to modern industry players.
- Business models are realigning around the customer, managed portfolios are altering the traditional value chain
- Impetus for managed portfolios is from financial planners seeking to grow revenue and the value of their practices and investors seeking greater transparency, professional management and tax efficiency.



11. Rice Warner's Personal Investment Market Projections Report 2015.
12. Morgan Stanley Research Asia Insight June 22, 2016. Disruptors: Australia Financials
13. Source: Plan For Life. Analysis of Wrap, Platform and Master Trust Managed Funds at December 2016

Wrap platforms: fourfold increase next 15 years the fastest growing personal investment sector¹¹

Managed portfolios in which HUB24 is a market leader, could account for 75% of platform net inflows¹²

Abundant room for growth HUB24 has 0.57% market share¹³ with fastest FUA growth rate at CAGR of 101% over the past 4 years

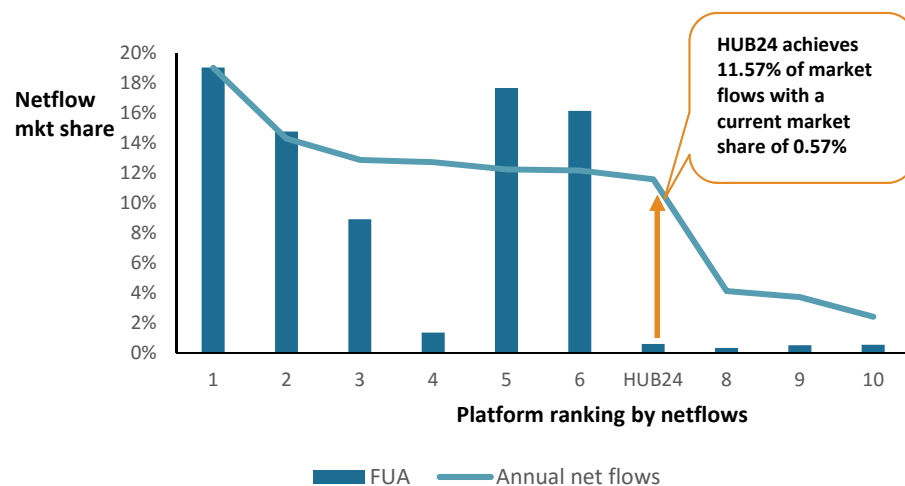
Award winning and ranked ahead of all incumbent institutional platforms in terms of platform functionality

HUB24 is well positioned for further growth

MARKET SHARE BY NETFLOWS – TOP 10 PLATFORMS¹⁴

- ✓ HUB24 has 0.57% share of Wrap, Platform & Master Trusts at 31 Dec '16 with 11.57% share of netflows
- ✓ Non-institutional platforms (disruptors) account for 2.9% of FUA and 30% of netflows
- ✓ Highest growth rate in % terms, 7th in \$ terms

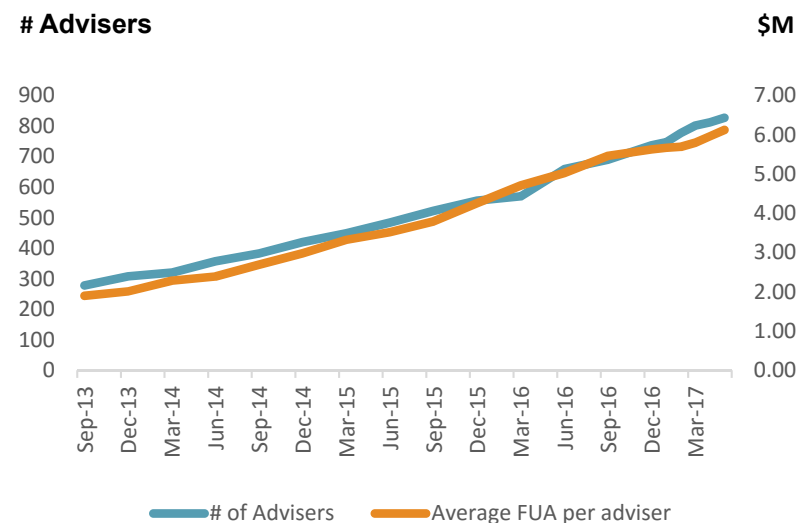
Platforms ranked by market share of netflows



FUA AND NUMBER OF ADVISERS

- ✓ 27 new licensees signed in 1HFY17
- ✓ Ongoing growth in adviser numbers
- ✓ Increasing platform usage by advisers
- ✓ Further increases expected given currently low share of the typical adviser's average FUA

Advisers



14. Source: Plan For Life. Analysis of Wrap, Platform and Master Trust Managed Funds at December 2016. HUB24 is the fastest growing wrap platform relative to its size in percentage terms, 7th fastest in dollar terms of net inflows.

HUB24 continues to win awards

Now 1st place for Managed Accounts Functionality



2016 Platform Competitive Analysis and Benchmarking Report

Best Platform Managed Accounts Functionality

WINNER

HUB24

Maintaining 1st place for user interface and mobile access



2016 Platform Competitive Analysis and Benchmarking Report

Best Tablet/Smartphone Access

WINNER

HUB24



2016 Platform Competitive Analysis and Benchmarking Report

Best Navigation and User Interface

WINNER

HUB24

Now 2nd place overall (up from 3rd)

For overall platform functionality

Winning more awards than any other platform

Recognised for growth



SUPER RATINGS FAST MOVER AWARD 2017



50 Technology Fast 50
2016 AUSTRALIA
Deloitte.
5TH PLACE

Recognised for adviser satisfaction

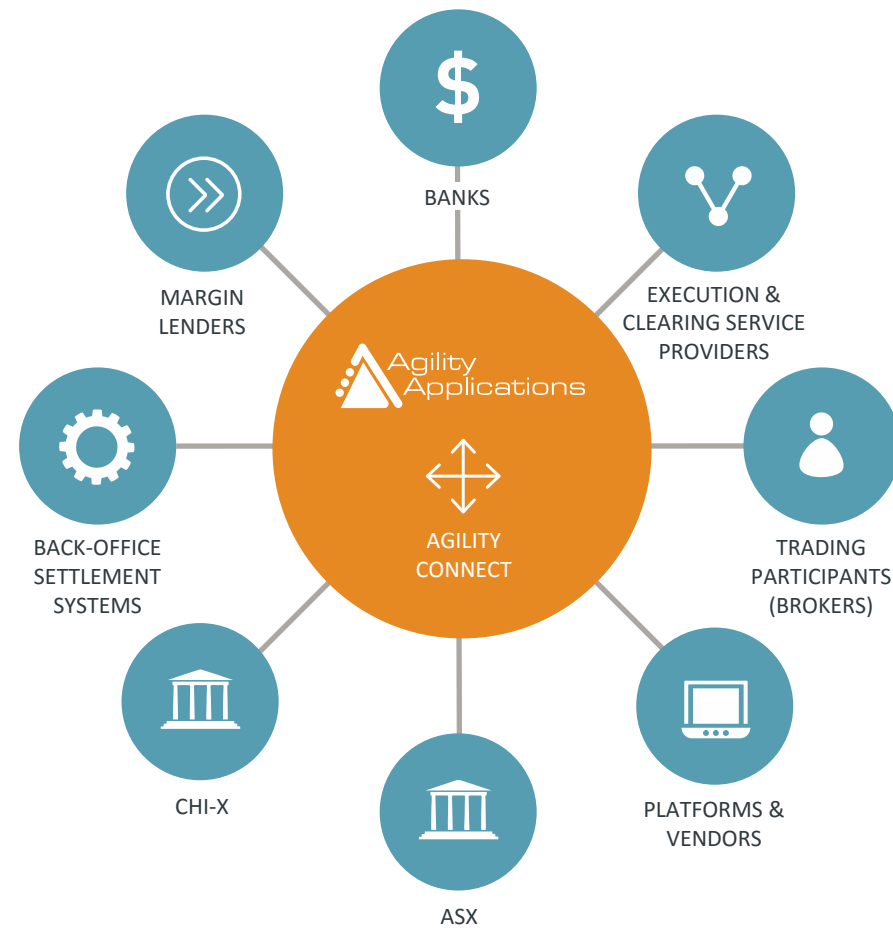


Advisers ranked HUB24 first for:

- ✓ Value for Money,
- ✓ Mobile access,
- ✓ pricing flexibility,
- ✓ tax optimisation tools
- ✓ 2nd overall for adviser satisfaction

Acquisition of Agility Applications

- ✓ Agility Applications ('Agility') is a successful specialist technology services provider to the financial services industry, particularly stock brokers
- ✓ Licensing over 2,300 users from within 165 firms, reporting on over \$200 billion of client assets
- ✓ A strategic acquisition supporting the convergence of traditional stockbroking and financial planning sectors into holistic wealth management providers
- ✓ HUB24 together with Agility aims to be the leading provider of wealth management platform and financial technology services in Australia



Creating real value for our clients....

HUB24 OFFERS THE MOST
FUNCTIONAL MANAGED PORTFOLIO
TECHNOLOGY WITHIN A FULL
SERVICE PLATFORM

KEY FEATURES THAT SET HUB24 APART INCLUDE:

- ✓ Depth of managed portfolio functionality, now including IMAs
- ✓ Tax optimisation features & portfolio construction tools
- ✓ International managed portfolios across 15 major exchanges traded daily
- ✓ Delivery across multiple legal structures – IDPS, Super, MDA, Wholesale, Reporting Services
- ✓ Unique proprietary technology with ongoing innovation
- ✓ Industry leading team with compelling experience

Enabling **licensees**
to innovate, improve
revenues and manage risk

Helping **advisers**
to efficiently improve their
value proposition and
profitability

Making a real difference for
investors by
supporting better financial
outcomes with greater
transparency and flexibility

...with a wealth of opportunities for both our current and new segments

- ✓ Launch of 2 new white labels in Q1 2017
- ✓ A further new white label agreement signed in late February
- ✓ New product enhancements including direct international equities
- ✓ The acquisition of Agility Applications will enable increased engagement with the broker segment through integration of Agility Connect with AdviserHUB
- ✓ With our unique open application interfaces HUB24 can integrate with any technology providing access to 'best of breed' solutions and fitting seamlessly into adviser and licensee business models
- ✓ In 1HFY17 we have launched 45 new managed portfolios for 12 licensees allowing them to access new revenue streams, mitigating licensee risk and more importantly providing modern investment solutions delivering real financial advantages for clients

...and now creating value for
**brokers and high
net worth**
advisory businesses through
our comprehensive solutions

FINANCIAL RESULTS

Group financial results

GROUP FINANCIAL RESULTS	1HFY17 \$m	1HFY16 \$m	% CHANGE	
Group revenue	26.6	20.0	33%	⇒ Platform (\$11.8m) and Licensee segments (\$14.4m)
Direct costs	(18.4)	(15.2)	21%	⇒ Trustee, administration and transaction services for Platform and adviser remuneration for Licensee
Gross profit	8.3	4.8	73%	
Operating expenses	(4.2)	(3.6)	16%	⇒ Compliance, facilities, marketing, IT infrastructure and professional services
Operating EBITDA	4.1	1.2	240%	
Growth resources expensed ¹⁵	(2.4)	(2.1)	12%	⇒ Costs for platform development, strategic development and other costs to accelerate FUA onto the platform
EBITDA ¹⁶ before other significant items	1.7	(0.9)	-	
EBITDA	1.5	(1.7)	-	
NPAT	1.3	(1.8)	-	⇒ Due diligence costs for Agility acquisition and fair value adjustment for deferred contingent consideration (Paragem).
Underlying NPAT ¹⁷	0.9	(1.6)	-	

First reporting period where all profit lines are positive – reflecting the benefits of growth and scalability



Other significant items reported in NPAT include interest, share based payments, non-recurring corporate costs, amortisation and tax expense. (refer Appendix B)

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

16. EBITDA represents earnings before interest, tax, depreciation, amortisation and other significant items

17. Represents Net Profit After Tax excluding non-recurring items.

Platform segment results

GROUP FINANCIAL RESULTS	1HFY17 \$m	1HFY16 \$m	% CHANGE
Retail FUA (now \$5,050m)	\$4,149	\$2,368	75%
Revenue	11.8	6.9	70%
Direct costs	(4.8)	(3.3)	48%
Gross profit	7.0	3.7	89%
%	59%	53%	11%
Operating expenses	(2.8)	(2.4)	19%
Operating EBITDA	4.2	1.3	215%
%	35%	19%	86%
Growth resources expensed ¹⁸	(2.3)	(2.1)	12%
EBITDA ¹⁹ before other significant items	1.9	(0.7)	-
%	16%	(11%)	249%
EBITDA	1.9	(0.6)	-
NPAT	1.6	(0.8)	-



Revenue growth driven by net inflows from a broadening client base



Gross profit growth driven by improved margins from increased scale.



Investment in fixed cost base to support consistent growth consistent with long term trend between 15% to 20% p.a.



Strong investment continues with an increase in development capex to \$0.96m for the half year



EBITDA margin continues to expand with increasing scale

Continuing robust investment in the platform rewarded with FUA growth, industry recognition and expanding profit margins

Direct & operating expenses	(7.6)	(5.7)	36%
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Other significant items reported in PBT include interest, share based payments, non-recurring corporate costs, amortisation and tax expense. (refer Appendix B)

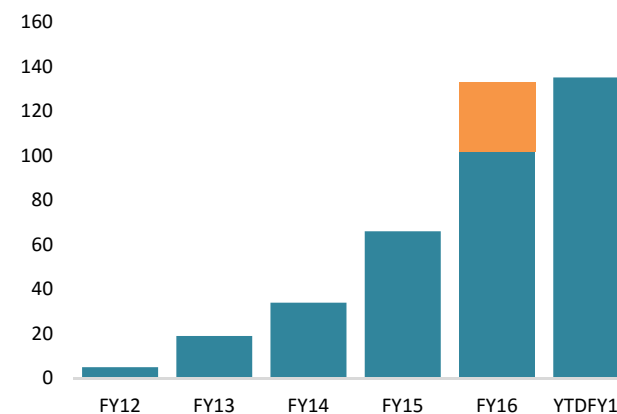
18. Growth resources expensed are costs for platform development, strategic development and to accelerate additional FUA onto the platform

19. EBITDA represents earnings before interest, tax, depreciation and amortisation and other significant items

Platform segment results

	1HFY17 \$M	INCREASE ON PCP
Retail FUA (now \$5.05b)	4,149	75%
Net inflows	694	4%
Gross inflows	971	21%
Number of advisers	737	33%

AVERAGE MONTHLY NET INFLOWS ('m)



BROADENING

- distribution base with
- ✓ 92 active licensees
- ✓ 12 white labels
- ✓ 27 new licensees to the platform in FY17
- ✓ 2 New White labels to be launched in Mar '17,
- ✓ one new white label signed in February

NOW OFFERING

- international direct shares
- ✓ international managed portfolios
- ✓ interfaces for online account opening for any system

DELIVERING

- across multiple legal structures
- ✓ IDPS
- ✓ Super
- ✓ MDA
- ✓ Wholesale
- ✓ Reporting service

Licensee segment results

LICENSEE FINANCIAL RESULTS	1HFY17 \$M	1HFY16 \$M	% CHANGE
Revenue	14.8	13.1	13%
Direct costs	(13.5)	(12.0)	13%
Gross profit	1.3	1.1	17%
Operating expenses	(1.2)	(1.0)	12%
EBITDA	0.1	0.1	-
NPAT	0.1	0.1	-

- ✓ Licensee now has more than \$3.25b in funds under advice
- ✓ Recruitment of several new practices is well progressed
- ✓ Revenue increase of 13% over prior corresponding period
- ✓ Further investment options introduced to the HUB platform for Paragem advisers

Corporate segment results

CORPORATE SEGMENT RESULTS	1HFY17 \$M	1HFY16 \$M	% CHANGE	
Operating expenses	(0.19)	(0.17)	11%	→ Corporate overhead expenses allocated to the corporate segment
Growth resources expensed	(0.06)	(0.06)	3%	
EBITDA ²⁰ before other significant items	(0.25)	(0.23)	9%	
Fair value gain – contingent consideration	0.48	-	100%	→ Fair value gain - Contingent consideration of \$476k due to revised estimate for Paragem earnout
Share based payments	(0.34)	(0.68)	(50%)	→ Issue of options during the half year offset by contingent consideration adjustment of \$319k regarding Paragem earnout
Non-recurring corporate costs	(0.40)	(0.26)	55%	→ Non-recurring corporate advisory, tax, legal and transaction costs, including the evaluation of potential business opportunities
EBITDA ²⁰	(0.52)	(1.17)	56%	
Interest	0.12	0.12	-	
PBT	(0.40)	(1.05)	38%	
Tax	-	-	n/a	→ Tax expense for the half offset by previously unused tax losses
NPAT	(0.40)	(1.05)	(43%)	



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

20. EBITDA represents earnings before interest, tax, depreciation and amortisation and other significant items

Outlook

Continued strong FUA growth expected

Increasing distribution footprint by accessing current adviser relationships and targeting new

Extend industry leadership position through product innovation

Pursue appropriate and value accretive corporate activity & strengthening profitability

Continue to leverage industry dynamics

Integration of Agility acquisition

Growing our investment in:

- Platform innovation
- Agility/HUB24 joint technology initiatives – several projects already underway with joint clients
- Further open architecture interfaces for advisers, licensees, broker and financial product providers
- Shared services infrastructure to support business growth into broader markets

Appendix A – Corporate

CAPITAL STRUCTURE AT 24 FEBRUARY '17

Shares on issue	53.9m
Share price	\$4.49
Market capitalisation	\$242m
Unused tax losses	\$13.40m

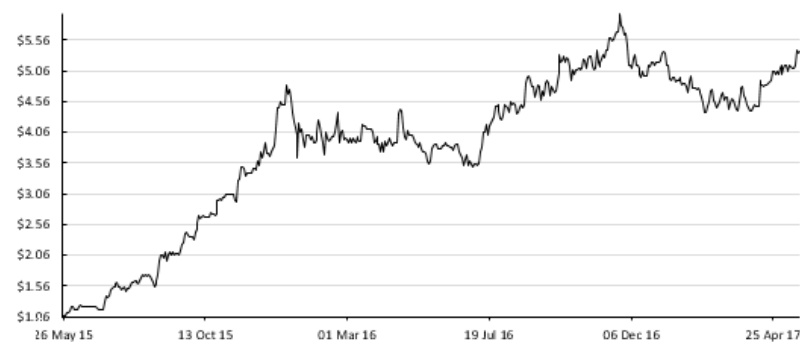
SUBSTANTIAL SHAREHOLDERS

Thorney Holdings Ltd	17.73%
Acorn Capital Ltd	10.52%
Commonwealth Bank of Australia	7.03%
Ian Litster	6.78%

BALANCE SHEET AS AT 31 DECEMBER '16

Cash and cash equivalents	\$10.45m
Other current assets	\$6.00m
Non-current assets	\$14.70m
Total assets	\$31.15m
Current liabilities	\$8.09m
Non-current liabilities	\$1.30m
Total liabilities	\$9.39m
Net assets	\$21.76m
Equity	\$21.76m

2 Year share price history



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.

RISK OF INVESTMENT

An investment in HUB shares is subject to investment and other known and unknown risks, some of which are beyond the control of HUB. HUB does not guarantee any particular rate of return or the

performance of HUB nor does it guarantee the repayment of capital from HUB or any particular tax treatment.

FORWARD LOOKING STATEMENTS

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.