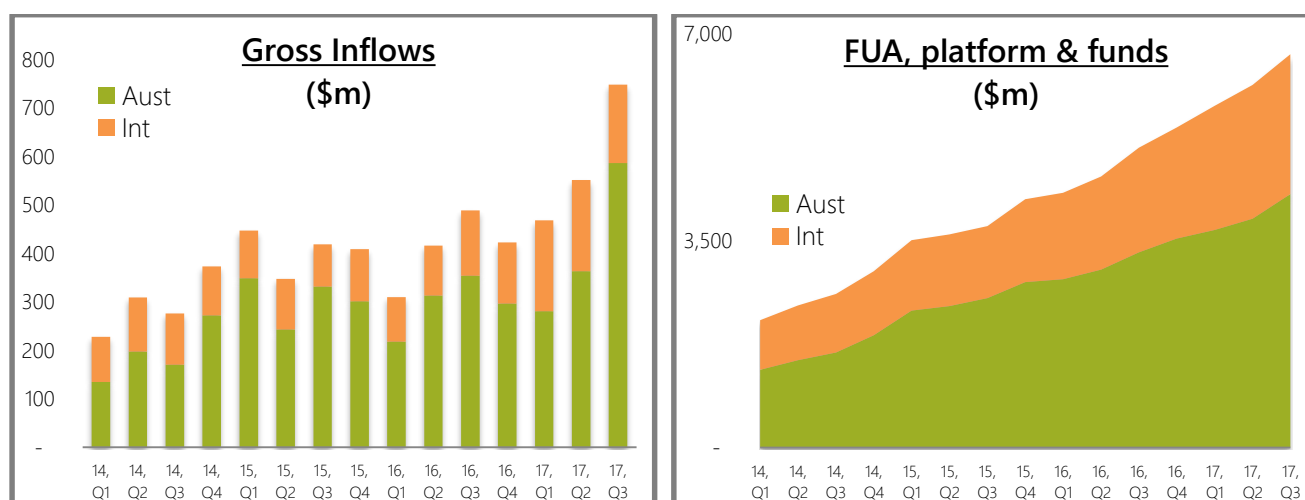


## Praemium platform inflows set another record

10 October 2017, Melbourne: Praemium is pleased to report the September 2017 quarter set a new level for platform records, with the key milestones being:

- Record global quarterly inflows of \$749 million;
- Record Australian quarterly inflows of \$587 million; and
- Record levels of funds under administration (FUA), now surpassing \$6.6 billion.



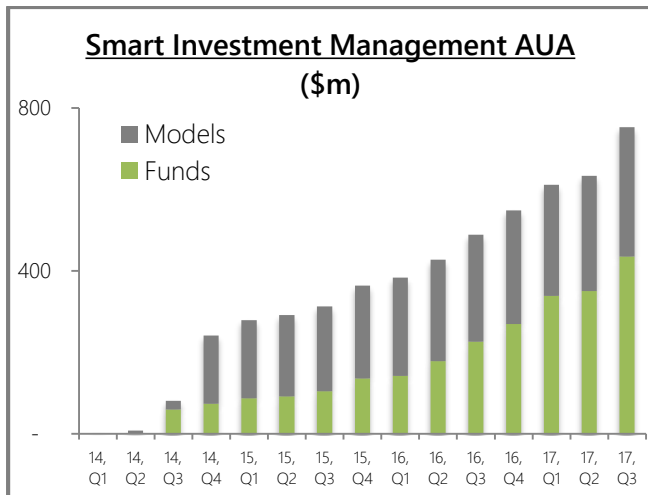
Refer to table below for quarterly FUA movement

In Australia, quarterly inflows of \$587 million were the highest ever reported, with strong inflows from new clients and particular growth from existing clients. FUA in Praemium’s retail superannuation offering, SuperSMA, reached \$716 million and comprises 17% of the Australian SMA platform, consistent with the previous quarter.

The International business reported inflows of £97 million for the September quarter, the third highest on record despite the seasonal holiday period in Europe.

\$ million	Jun 2017	Inflows	Other <sup>^</sup>	Sep 2017	Sep 2016	Growth pa
Australia	3,874	587	(168)	4,293	3,308	30%
International	2,240	162	(34)	2,368	1,759	35%
<b>Total</b>	<b>6,114</b>	<b>749</b>	<b>(202)</b>	<b>6,661</b>	<b>5,067</b>	<b>31%</b>
International (£)	1,325	97	(38)	1,384	1,035	34%

International FUA in GBP is translated at spot rate for quarter end FUA (0.5845) and quarterly average for inflows (0.6013)  
<sup>^</sup>Other includes changes in market value of assets, foreign exchange movements (for International FUA) and fund outflows.



Praemium’s in-house investment management proposition of model portfolios and multi-asset funds grew to £440 million (equivalent to \$753 million) as at 30 September 2017, representing a 53% increase in the past 12 months in local currency.

The Smartfund range of multi-asset funds has reached £254 million in FUA, a 217% increase in the past 12 months in local currency.

## Business Update

The September quarter included progress on several strategic initiatives:

- The facility to include international securities in Australian SMA platform model portfolios is due to be released in late 2017. This is the first phase of a broader plan to expand Praemium’s platform offering;
- The strategy for organic and inorganic growth of Praemium’s UK pension business is progressing well, with a number of opportunities currently being assessed; and
- Praemium continues to enhance its excellence in reporting and portfolio management. This quarter saw the release of several new tools designed to improve adviser efficiency, such as the new Report Publisher that automates the client reporting process.

Praemium CEO Michael Ohanessian commented, “The September quarter was a standout for Praemium. Inflows for the Australian business were particularly strong and reflect the continuing move in the platform market to managed account technology, where Praemium continues to be the market leader.

“We remain focused on accelerating our growth momentum; therefore, we have made the decision to invest in building the foundations of our business in preparation for this additional growth, particularly in technology, product, sales and marketing, and expanding our management depth.

“This investment in growth will see us deepen engagement with our existing clients as well as expand the addressable market beyond the small but rapidly growing SMA space. We believe this investment will deliver sustainable and long-term returns to shareholders.”

**About Praemium** (ASX: PPS): Praemium is a global leader in the provision of investment administration, Separately Managed Account (SMA) and financial planning technology platforms. Praemium administers in excess of 300,000 investor accounts covering approximately \$100 billion in funds globally, and currently provides services to approximately 700 financial institutions and intermediaries, including some of the world’s largest financial institutions.

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