

Media Release

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HUB24 expands distribution with key appointments to leverage growing market opportunity

HUB24 (ASX: HUB) today announced the creation of two new roles to expand its distribution capability and provide additional dedicated support to licensees and advisers.

Shane Muscat, formerly Head of Institutional Sales at Colonial First State (CFS), has been appointed to the newly-created role of Head of Strategic Sales and will lead new business initiatives with licensees, boutiques and new corporate partners.

Paula Day, former Head of Strategic Accounts also at CFS, has been appointed to the newly-created role of Head of Key Accounts at HUB24, to manage and build strategic relationships with HUB24's large licensee clients.

Mr Muscat brings extensive experience in the platform industry. He started his career in the late 80s with Macquarie Wrap, moving to senior roles with Avanteos and later with CFS, where he was National Manager of FirstWrap, Strategic Accounts Manager and Head of Institutional Sales.

Ms Day has a strong background in sales and strategic relationships management, having worked for various firms in investment management and financial services, including Westpac, BNP Paribas Asset Management, ING Australia, Barclays Global Investors, BlackRock and CFS.

The new hires will join Greg Newman, who has been Acting Head of Distribution at HUB24 since mid-2017. Greg will now be permanently appointed to the role of Head of Retail Distribution managing current and new adviser relationships. Greg has over 18 years platform and asset management experience having held a variety of roles including founding executive of Avanteos, and State Manager for BT Advice.

Andrew Alcock, Managing Director of HUB24, said: "We went to market to find the best candidates for these roles and are pleased to have Paula and Shane join us. I'd like to thank Greg Newman for overseeing our distribution team during this period of change."

"Our business is growing rapidly as we continue to deliver market-leading functionality and leverage expanding industry opportunities. We are also committed to providing outstanding customer experience and these senior appointments provide us with the best possible client development and relationship team. It also signals an evolution in the way we approach the market," he added.

HUB24 is the fastest growing platform in the industry, having gone from \$100 million in funds under management (FUM) in mid-2012 to over \$7 billion today and is considered one the country's leading



platforms in terms of functionality¹ and adviser satisfaction². In the December 2017 quarter HUB24 received a market share of 13.9% net inflows³.

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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 subsidiaries Paragem, a financial advice licensee, and Agility Applications which provides data, reporting and software services to Australian stockbroking and wealth management market. 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: www.HUB24.com.au

¹ Ranked #1 for Best Platform Managed Accounts Functionality in the 2017 Investment Trends Platform Competitive Analysis and Benchmarking Report.

² Ranked equal #1 with Netwealth in overall satisfaction in the 2017 Investment Trends Planner Technology Report

³ Strategic Insights Dec 2017