

Award-winning platform surpasses \$8.5 billion FUA

15 October 2018, Melbourne: Præmium is pleased to provide its platform update for the September 2018 quarter, with several key achievements:

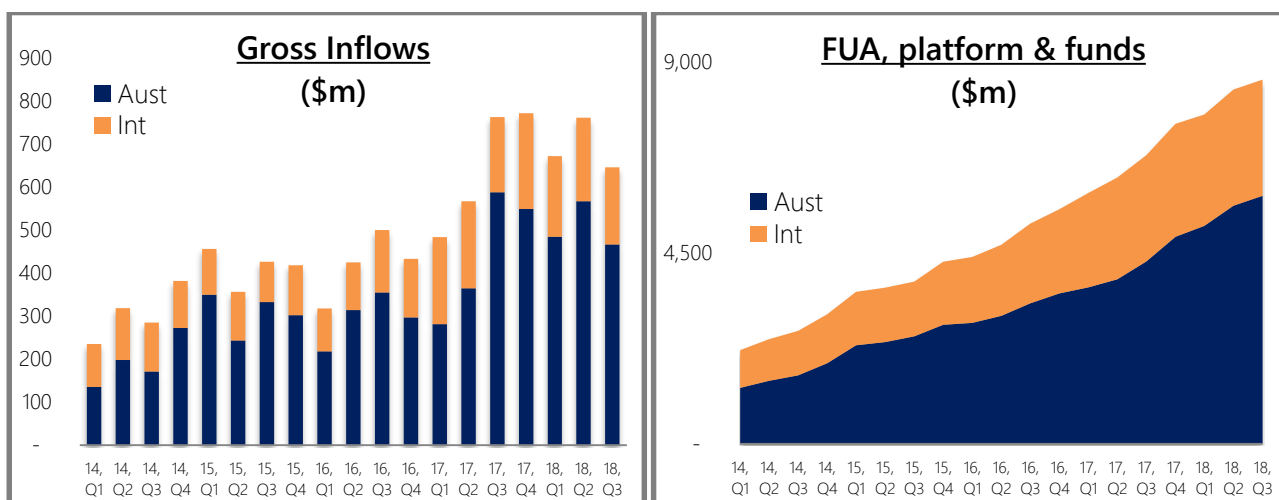
Winner of International Platform of the Year at International Adviser Global Financial Services Awards 2018 held in London;

Combined quarterly gross inflows of \$645 million, the fifth highest on record

- Australian gross inflows of \$466 million, the fifth highest on record;
- International gross inflows of \$179 million, with the fourth consecutive quarter above £100 million; and

Funds under administration (FUA) of \$8.6 billion

- 29% increase in FUA over the past 12 months, despite declining global equity markets in September and outflows from the Smartfund range of funds.



The September 2018 quarter included several important milestones:

- A growing global superannuation/pensions footprint:
 - FUA into the Australian retail superannuation offering (SuperSMA) has surpassed \$1 billion for the first time with a 43% increase in FUA over the past 12 months;
 - A significant increase in pension schemes in the International business, which has almost doubled in the past 12 months to 666 schemes; and
 - Self-Invested Personal Pensions (SIPPs) on our in-house UK platform grew from 135 schemes as at 30 June 2018 to 354 schemes at the end of September.
- Progress on two signature development projects:
 - Evolution of Præmium’s leading SMA platform to a Unified Managed Account (UMA) platform with an integrated design that supports a variety of managed accounts services (SMA, IMA and VMA)*; and
 - Development of an advanced adviser dashboard to provide a powerful digital experience for wealth managers when utilising Præmium’s Managed Accounts platform.

*SMA: Separately Managed Accounts, IMA: Individual Managed Accounts (custodial assets)
VMA: Virtual Managed Accounts (non-custodial assets)

Praemium CEO Michael Ohanessian commented, "We are very excited about the progress we are making in evolving from SMA into a fully integrated Managed Accounts platform. This will represent the next generation of investment platform, beyond wraps and pure SMAs. In parallel, the development of a powerful adviser portal will ensure that our clients will be able to further improve efficiencies in an elegant user experience.

"We have a strong focus on developing superior technology, but recognise that it needs to be delivered alongside great service to have real client impact. With that in mind we continue to invest in people and systems to provide an excellent experience throughout the entire customer journey.

"Our Smartfund range, including 80% Protected Smartfunds, has been approved for distribution in the United Arab Emirates (UAE) with Mashreq Bank as the initial promoter. We have progressed discussions with several UAE banks in the September quarter in preparation for formal launch in late 2018 that will see a broadening of distribution of this unique product.

"Our global focus on retirement solutions continues to gather momentum. We believe that our presence in Australia and the UK gives us the requisite technical, regulatory and platform expertise to meet the needs of UK and Australian expats, whose retirement accounts represent a large and underserved market. Praemium's strategy is to be the destination of choice for investors looking to maximise the benefits of their savings for retirement.

"Winning the International Platform of the Year Award is a testament to the quality and dedication of our people, I'm exceedingly proud of the entire team."

FUA, platform and funds

\$ million	Jun 18	Inflows	Other [^]	Sep 18	Sep 17	Growth p.a.
Australia	5,606	466	(230)	5,842	4,293	36%
International	2,682	179	(123)	2,738	2,368	16%
Total	8,288	645	(353)	8,580	6,661	29%
International (£)	1,511	100	(100)	1,511	1,384	9%

International FUA in GBP is translated at spot rate for quarter end FUA (0.5519) and quarterly average for inflows (0.5585)

[^]Other includes changes in market value of assets, foreign exchange movements (for International FUA) and fund outflows.

FUA, Smart Investment Management

	Jun 17	Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Growth p.a.
Managed Funds (\$m)	393	435	485	496	465	425	-2%
Model Portfolios (\$m)	296	318	337	327	329	343	8%
Total FUA (\$m)	689	753	822	823	794	768	2%

Smart IM FUA details funds that earn a separate investment management fee. This FUA is also included in the above total FUA table.

Key statistics, pension and superannuation

	Jun 17	Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Growth p.a.
Australia: Retail Super FUA (\$m)	657	716	796	844	936	1,021	43%
International: Pension Schemes* (#)	325	339	357	396	448	666	96%

*Pension schemes include Self-Invested Personal Pensions (SIPPs) and Small Self-Administered Schemes (SSASs)