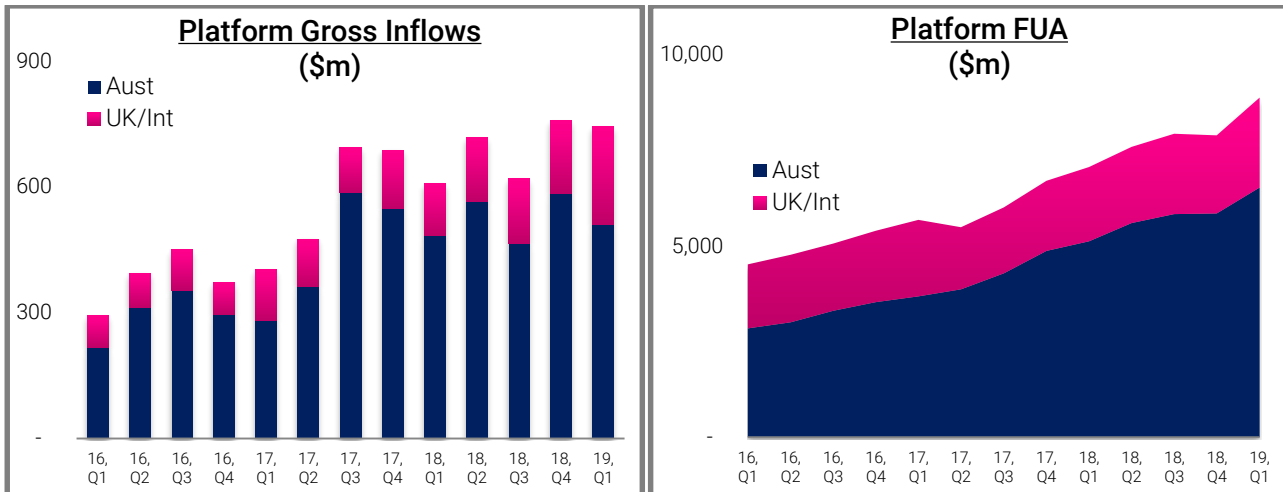


March 2019 quarterly update

23 April 2019, Melbourne: Praemium is pleased to provide its update for the March 2019 quarter, with key achievements of:

- » Combined quarterly gross platform inflows of \$744 million;
- » UK/International gross platform inflows of \$234 million (£127 million), the highest on record;
- » Net platform inflows of \$438 million (reported for the first time); and
- » Platform FUA of \$8.9 billion, up 13% over the quarter from strong inflows and improving equity markets.



Praemium CEO Michael Ohanessian said, “The release this quarter of ‘wrap-like’ platform capabilities to our existing Managed Account architecture is the most significant upgrade the company has seen. Financial advisers now have an expanded investment universe of 1,300 domestic and international model portfolios and single investment assets, allowing them to broaden their use of the platform. This new capability significantly expands our addressable reach in the Australian platform market.

“We are also pleased with the quality of the new Adviser Portal, which along with the Investor Portal, has been well received by existing and prospective clients.”

Business highlights

The March 2019 quarter included several important milestones:

- » Highly positive response to a global rebrand and marketing campaign for Praemium’s Integrated Managed Accounts platform;
- » The UK platform won “Best Fund Platform” at the City of London Wealth Management Awards (COLWMA) against a large field of nominees. This follows our International Platform of the Year win in October 2018;
- » Expansion of our Virtual Managed Account (VMA) reporting solution to Morgan Stanley Wealth Management Australia, with incremental revenue of \$1 million;
- » Extension of our VMA reporting and administration solution to Shaw and Partners, with incremental revenue of \$1 million;
- » Launch of the Praemium Expatriate Retirement Account which is a UK Self-Invested Personal Pension designed to help UK expatriates across the globe plan and save for their retirement;
- » The Enhance Group, a specialist investment reporting and advice provider for UK and international trustees, family offices and charities and with over \$3 billion under administration, has entered into a strategic partnership with Praemium International;
- » The Fry Group, who has been offering financial services since 1898, has chosen Praemium as its platform across the advisory firm’s Hong Kong, Singapore, Dubai and UK offices with over £1 billion under advice; and
- » Dunhill Financial, a specialist advisory firm for American expats, has teamed up with Praemium to provide multi-currency investment solutions for US ex-pats living in Europe.

Development Highlights

Praemium released its next-generation integrated managed accounts platform to the market during the March 2019 quarter. Under the banner 'Welcome to the Upgrade', the fully integrated managed account platform provides advisers and wealth managers with the ability to construct the full breadth of managed accounts solutions for their clients via a seamless digital platform experience. This significant technology upgrade and enhanced feature set addresses the broader needs of the platform market.

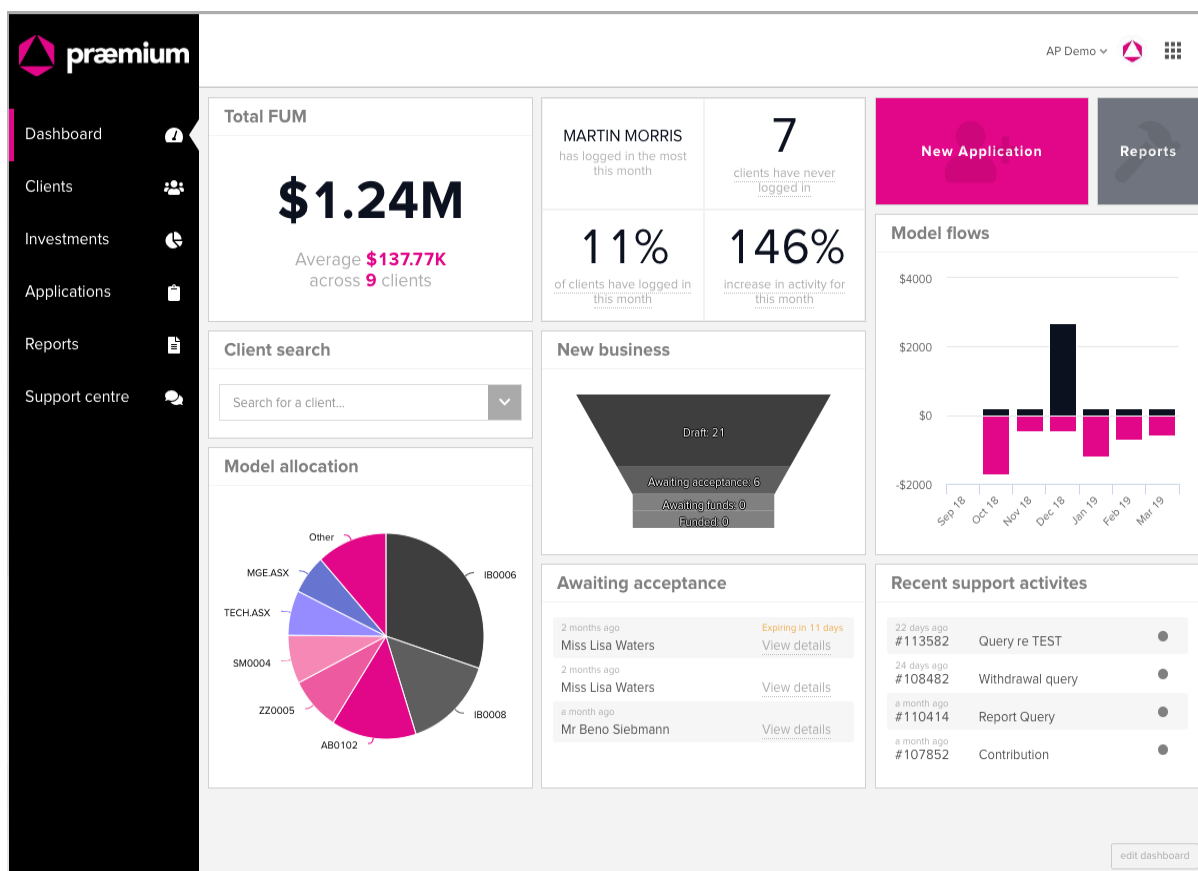
Key components of the upgrade include:

- » A fully integrated managed accounts digital experience for advisers and their clients that includes Separately Managed Accounts (SMA) and Individually Managed Accounts (IMA) under custody, non-custodial Virtual Managed Accounts (VMA) to underpin MDAs, IDPS and similar structures, and Unified Managed Accounts (UMAs) that enable a consolidated view of custody and non-custody investment assets.



- » Major expansion of available platform custodial assets with the addition of ASX 300 & MSCI 200 equities along with a broad range of managed funds, hybrids, XTBs and local and international ETFs.

» Launch of an intuitive Adviser Portal and dashboard with individual adviser customisation.



- » A range of new and innovative cash management features that will assist advisers with targeted cash flow management to better manage sequencing risk.
- » Richer platform reporting for advisers and clients. In addition to an innovative range of interactive charting tools that have further enhanced the client experience, our highly regarded reporting engine now includes a suite of new report options which include the ability to calculate performance reporting on externally held cash accounts as well as enabling advisers to split out FX gains and losses from price gain/loss calculations.

Technology upgrades during the previous quarter also delivered improved operational efficiency enhancements across both our custodial and non-custodial administration services. These have continued to provide our platform users with greater flexibility in the way they manage and engage with their clients.

Key statistics

Starting this quarter, Praemium will provide more detailed information on key platform metrics. This will include platform-specific net inflows and a separate breakdown of Managed Fund FUM (previously included in total FUA) and platform FUA.

Platform flows (\$m) ¹	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19
Gross inflows					
Australia	484	566	466	585	510
UK/International	125	152	155	173	234
Total gross inflows	608	717	621	758	744
Net inflows					
Australia	355	294	117	382	286
UK/International	N/A	N/A	48	94	152
Total net inflows	N/A	N/A	165	476	438

Platform FUA (\$m) ²	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19
Australia	5,132	5,606	5,842	5,854	6,534
UK/International ³	1,942	1,996	2,100	2,046	2,349
TOTAL	7,074	7,602	7,942	7,900	8,883

Investment Mgmt, Smart [™] (\$m)	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19
Managed Funds, FUM ⁴	719	687	639	536	484
Model Portfolios, FUA	327	329	343	313	338
TOTAL	1,046	1,016	982	849	822

Notes:

¹ Current quarter's UK/International flows are translated at the quarter average of 0.5444. Prior quarters adjusted to reflect separation of platform flows and managed fund flows.

² Includes SMA (Separately Managed Account) professionally managed model portfolios and IMA (Individual Managed Account) bespoke portfolios with single assets.

³ International FUA in GBP is translated at spot rate for quarter end FUA (0.5422). Prior quarters adjusted to reflect separation of platform FUA and managed fund FUM.

⁴ Managed Fund FUM updated to include the *Informed Smartfunds* previously included under platform FUA.