



Shaw and Partners Emerging Leaders Conference

Michael Ohanessian – CEO



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A global technology leader

We offer sophisticated and scalable technology to over 1,000 clients covering \$100+ billion in assets

Our mission is to assist wealth advisers to deliver great investor experiences and outcomes

Global presence across 8 offices

Our global product suite

- » **Investment Platforms**
The leading managed accounts provider serving Australia, UK and international markets
- » **Investment Management**
Multi-asset model portfolios and funds
- » **Portfolio Administration**
Excellence in performance and tax reporting
- » **CRM & Financial Planning**
Cloud-based CRM and financial planning systems



Meeting the fundamental shift for advice solutions

Platform market
\$810 billion¹

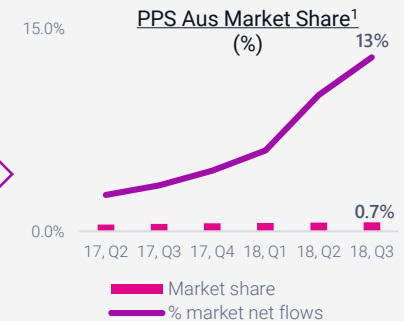
- 10% CAGR over last 5 years²
- Continued growth through mandated super
- 83% of FUA held with top 7 financial institutions
- Market is largely legacy 'wrap' platform technology



Total market forecast to grow to \$1.5 trillion by 2026²

Undergoing significant industry change

- Significant adviser shift to independent firms
- Sustained adviser losses from the large institutions
- Banks divesting their wealth businesses
- Specialist platforms gaining share with accelerating flows
- **Praemium now able to address the entire platform market**



Wealth managers required to evolve

- Royal Commission impact on advice model
- New adviser education requirements
- Advisers forced to adapt, or leave the industry
- Advisers looking to technology to drive efficiencies
- A step change in sentiment to Managed Accounts



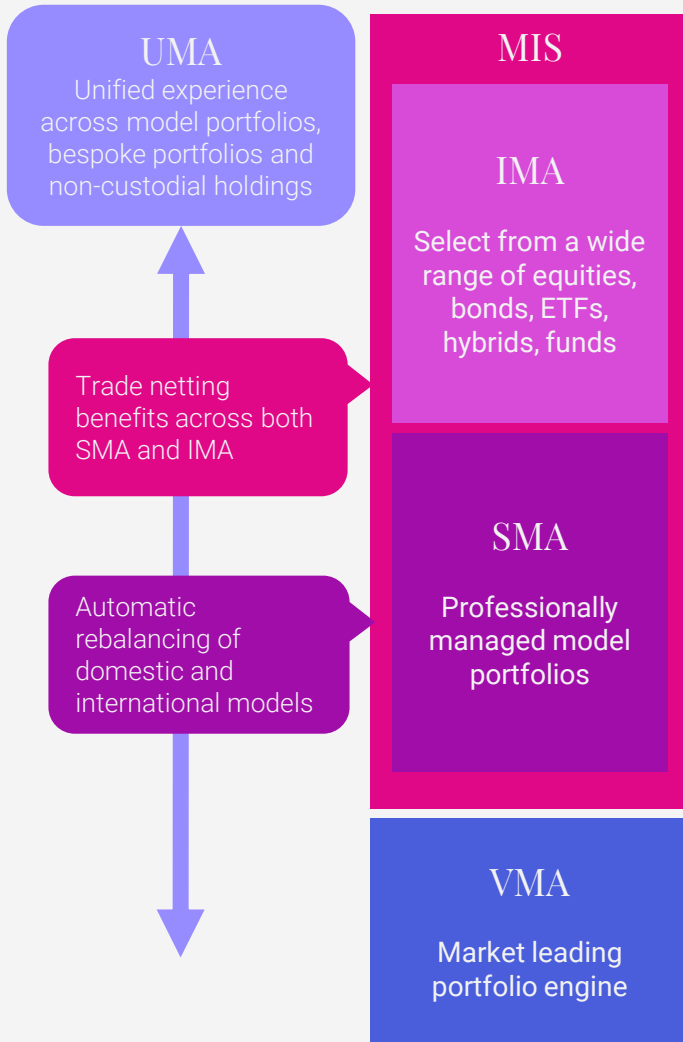
Managed Accounts market doubled in 2 years to \$62 billion³

¹ Strategic Insight (Plan for Life), December 2018

² Citi Research, June 2018

³ Institute of Managed Accounts Professionals, December 2018

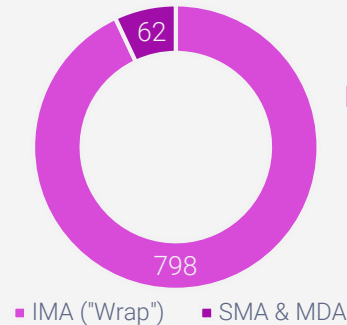
The next generation platform, now launched



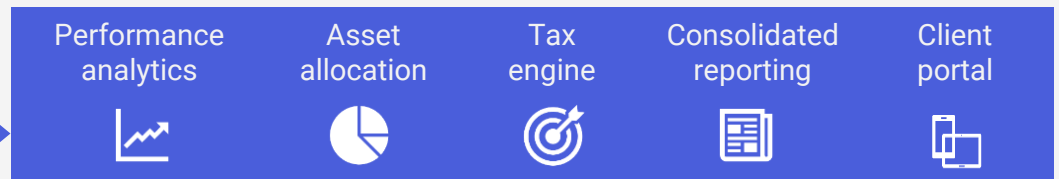
Praemium's Unified Managed Account (UMA), a unique solution

- Integrated technology in a single structure
- Elegant platform design via a modern digital portal
- Excellent user experience increases productivity
- Praemium now a one-stop-shop for advisers

Australian platform market¹ (\$bn)

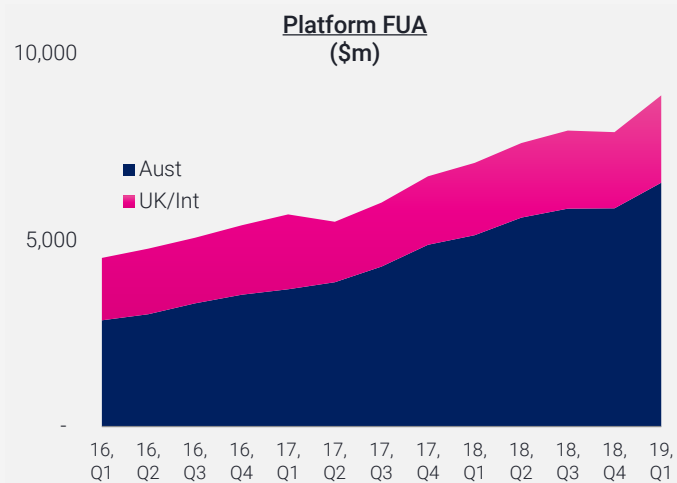


Praemium can now address the entire platform market, a 12-fold increase



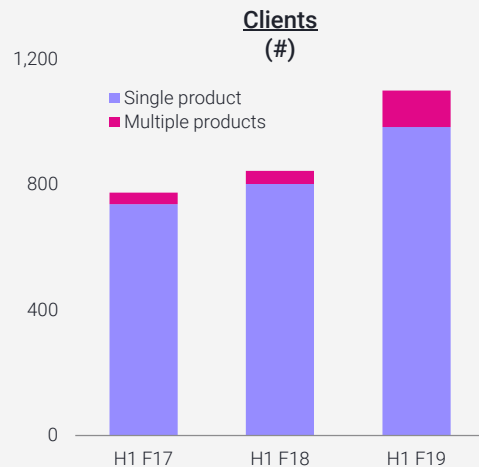
MIS: Managed Investment Scheme (ASIC regulated)
 UMA: Unified Managed Account
 SMA: Separately Managed Accounts, custodial investment platform
 IMA: Individual Managed Accounts, custodial investment platform
 VMA: Virtual Managed Accounts, non-custodial reporting software

The leading managed accounts provider



Platform FUA of \$8.9 billion¹

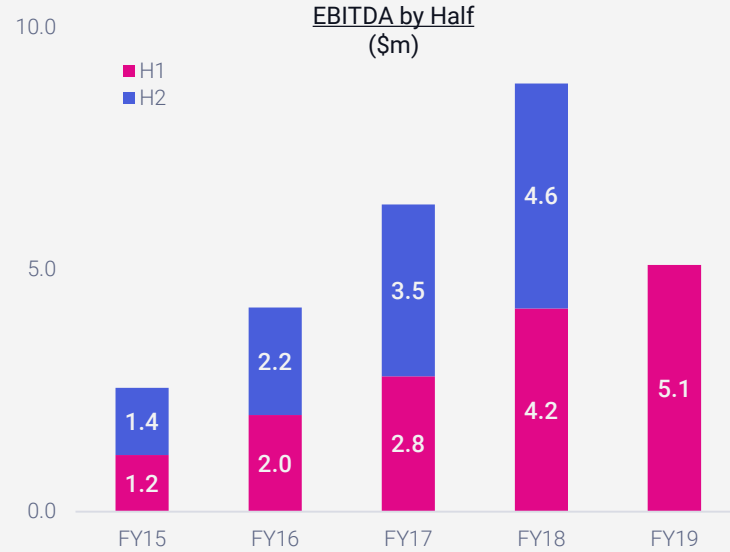
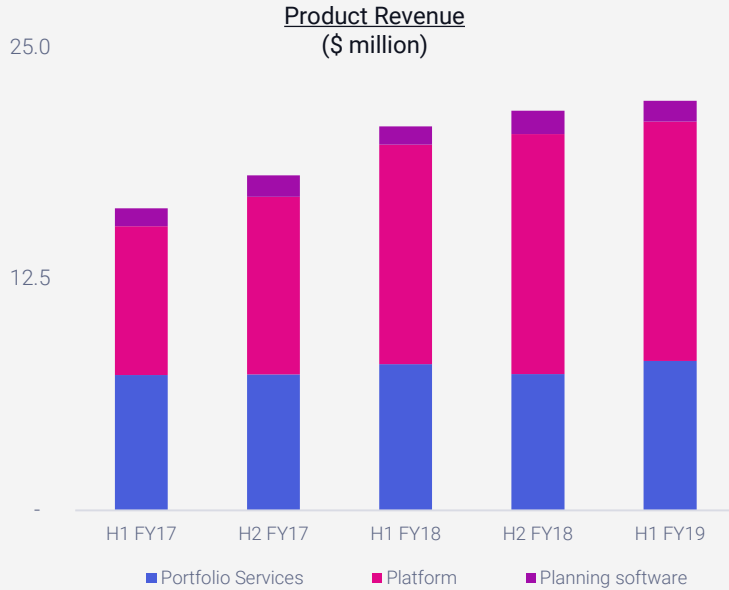
- 26% annual growth
- Australian FUA up 27% to \$6.5 billion
- International FUA up 21% to \$2.3 billion
- Australian retail super up 32% (SuperSMA)
- UK platform SIPP's up 5-fold from 97 to 624 schemes



30% increase in global clients in CY2018

- Over 27,000 global platform clients
- Compelling international solution of WealthCraft, platform and investment management
- Increasing engagement across existing SMA & VMA client base
- Newly launched UMA solution now a unified experience across custodial and non-custodial investment strategies

Sustained growth



Continued revenue growth

Platform revenue driven by FUA growth
 Further extension of Asgard contract through to 2022 – 2025
 Growth of administration service for VMA clients, including Morgan Stanley and Shaw and Partners

10th consecutive half of profit growth

Australia maintaining strong EBITDA margins (42% for H1 FY19)
 Accelerating International momentum following record platform inflows in March quarter and key sign-ups

Looking forward



Australia

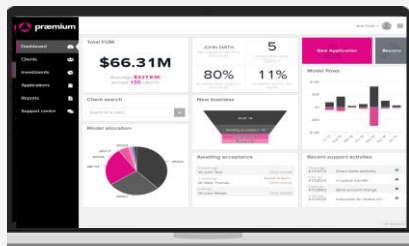
Praemium's Integrated Managed Accounts Platform

A new Adviser dashboard

Expanded functionality from SMA to UMA

Investment universe of 1,300 model portfolios and single investment assets

New branding and marketing campaigns



Ride the wave of industry disruption in the Australia platform market



International

Driving adviser adoption across our integrated technology

Implement several new key client wins to increase platform take-up

Roll-out Adviser dashboard and expanded functionality for the International platform in 2019

Considerable progress expected for WealthCraft CRM

Increase exposure following recent industry platform awards



Accelerate top-line and bottom-line growth for the International business



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