

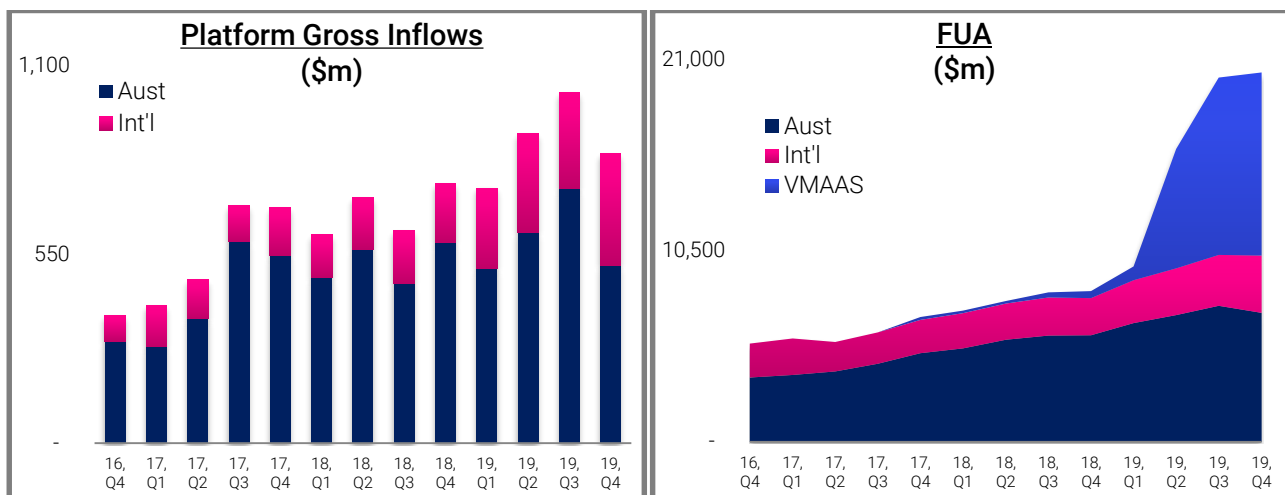
December 2019 quarterly update

Praemium's International platform hits \$3 billion

13 January 2020, Melbourne: Praemium is pleased to provide its update for the December 2019 quarter, with funds under administration (FUA) increasing to \$20.3 billion.

Key achievements:

- » Record results for the International platform, with gross inflows of \$325 million, net inflows of \$228 million and platform FUA surpassing \$3 billion for the first time
- » Quarterly gross inflows of \$0.84 billion, the third highest on record
- » FUA of \$20.3 billion, comprising \$10.1 billion in administration of non-custody assets and \$10.2 billion of custodial platform assets



Refer to the Key Statistics table for further detail

Business highlights

The December 2019 quarter included several important milestones:

- » International platform FUA up 54% on last year to \$3.1 billion
- » Australia platform FUA up 21% on last year to \$7.1 billion
- » Praemium's non-custodial VMA Administration Service (VMAAS) now exceeds \$10 billion, compared to \$0.3 billion 12 months ago
- » The range of managed funds is now over 500 with over 1,700 domestic and international assets
- » Winner of Best International Platform at the International Adviser Awards in October 2019
- » UK pensions up 79% on last year to 1,403 schemes



Development Highlights

During the December quarter, we:

- » Added Australian Government Bonds to our Australian licence for custodial platform assets
- » Launched a new range of multi-asset index models managed by Morgan Stanley
- » Added a range of expanded reporting and governance features suitable for the growing number of MDA Operators using our services
- » Provided access to an additional 50+ global Exchange Traded Funds (ETFs) on the New York and London stock exchanges that can be held in and have income settled in their native currency
- » Expanded options for Asset Allocation and Performance reports and added a new Infographic client report designed to assist advisers in delivering portfolio outcomes to their clients in a simple and effective way
- » Added additional API integrations for Advisers using Super Concepts and Financial Simplicity
- » Created a fully digital application process for the UK, with the addition of paperless direct debits
- » Introduced electronic asset re-registration to speed up transitions from other UK platforms
- » Added a new account type, the Praemium JISA (Junior ISA), a UK tax-effective structure to encourage savings for young people.

Comments from CEO

Praemium CEO Michael Ohanessian made the following comments about the quarter:

"I am pleased to report continued growth in FUA this quarter, despite a key client transition that commenced this quarter as foreshadowed in April 2019. This growth confirms Praemium as a global business, with a growing and diverse mix of clients who are attracted to our market-leading managed accounts platform.

"Particularly pleasing is the accelerating growth in our International business, with 2019 gross inflows 81% higher compared to last year. Clients in the UK and in international markets are seeing the efficiency benefits of the Praemium platform. In turn, we have won our third platform award for the year after receiving Best International Platform at the International Adviser awards in October 2019.

"In Australia, our highly regarded SaaS model for non-custodial reporting was extended to include an administration service (VMAAS). VMAAS has grown over the year from \$300 million to \$10 billion in FUA. This growth is evidence that our fully integrated managed accounts platform provides real value for advisers, enabling them to tailor solutions for all clients, great and small."

Key statistics

Platform flows (\$m) ¹	Dec 18	Mar 19	Jun 19	Sep 19	Dec 19
Gross inflows					
Australia	585	510	616	742	519
International	173	234	287	281	325
Total gross inflows	758	744	903	1,023	844
Net inflows					
Australia	382	286	192	375	261
International	94	152	213	183	228
Total net inflows (pre-transition)	476	438	405	558	489
Australia (client transition)	NA	NA	NA	NA	(756)
Total net inflows (post-transition)	476	438	405	558	(267)

FUA (\$m)	Dec 18	Mar 19	Jun 19	Sep 19	Dec 19
Australia Platform	5,854	6,534	6,958	7,481	7,093
International Platform ²	2,046	2,349	2,574	2,795	3,147
Total Platform FUA³	7,900	8,883	9,532	10,276	10,240
VMAAS ⁴	387	757	6,557	9,746	10,065
TOTAL FUA	8,287	9,640	16,089	20,022	20,305

Investment Mgmt, Smart [™] (\$m)	Dec 18	Mar 19	Jun 19	Sep 19	Dec 19
Managed Funds, FUM	536	484	419	382	335
Model Portfolios, FUA	313	338	358	365	376
TOTAL	849	822	777	747	711

Notes (all figures provided are unaudited):

¹ Current quarter's International flows are translated at the quarter average of 0.5315.

² International FUA in GBP is translated at spot rate for quarter end FUA of 0.534.

³ Platform FUA includes SMA (Separately Managed Account) professionally managed model portfolios and IMA (Individually Managed Account) bespoke portfolios with single assets.

⁴ VMAAS comprises FUA under the non-custodial VMA Administration Service.

Document approved by the Board of Praemium Limited

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About Praemium (ASX: PPS): Praemium is a global leader in the provision of technology platforms for managed accounts, investment administration and financial planning. Praemium services in excess of 300,000 investor accounts covering over \$140 billion in funds globally for more than 1,000 financial institutions and intermediaries, including some of the world's largest financial institutions.

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