

## 2020 Annual General Meeting Presentation

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**17 November 2020, Melbourne:** Praemium is pleased to provide a copy of the address to be given by Praemium's Chairman, Barry Lewin, and the presentation by Praemium's CEO, Michael Ohanessian at the Company's Annual General Meeting (which will commence at 11am this morning).

All Praemium shareholders can participate in the AGM through the online platform at <https://agmlive.link/PPS20>.

The Notice of Meeting and Online Platform Guide will also be available on our website at: <https://www.praemium.com/au/about-us/shareholders/corporate-governance/>.

This announcement is authorised by the Company Secretary of Praemium Limited

For further information contact Paul Gutteridge, Company Secretary, Ph: 1800 571 881

**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.

**Praemium Limited** (ABN 74 098 405 826), Level 19, 367 Collins Street, Melbourne VIC 3000 Australia

## **Praemium's Chairman's Address**

### **Barry Lewin, Melbourne, 17 November 2020**

I extend a very warm welcome all shareholders, staff and other guests to the 2020 Praemium Annual General Meeting. Obviously, this year's meeting is being held very differently to prior years in light of COVID-19 restrictions, however I thank you all for your attendance.

The past year saw another year of achievement and growth for Praemium. Despite a number of challenging headwinds, in particular heightened market volatility as a result of the COVID-19 crisis, the Company's financial performance reflects strong underlying growth for our global managed account platforms and financial software solutions.

Praemium's resilient business model, including diversified revenue streams, a strong balance sheet and solid cash flows have provided the Company with the financial strength to continue to focus on both organic growth and seek strategic acquisition opportunities.

Against this backdrop, in July 2020 Praemium announced an off-market takeover bid for ASX listed Powerwrap. Our takeover offer was executed very successfully, with 94% in acceptances being received and the remaining 6% of Powerwrap shares now acquired under compulsory acquisition. The acquisition of Powerwrap is a logical and complementary addition to Praemium's growth strategy and product suite. Praemium's technological capabilities and operating experience means it is well equipped to realise value from Powerwrap's platform assets and established customer network. The transaction is Praemium's most important acquisition in its 20-year history and is expected to deliver significant synergies into the future.

Turning to the 2020 financial year, a number of major milestones were achieved, including:

- Total Funds under Administration (FUA) increased 26% to over \$20 billion;
- Revenue up 14% to \$51.2 million;
- Underlying EBITDA up 25% to \$14.2 million; and
- Cash reserves up 16% to \$15.9 million.

In addition to these financial highlights, as evidence of its strengthened competitive position among its peers, Praemium was ranked in the top 5 of platforms in both Australia and the UK. The Company ranked 4th place out of 20 in Australian *2019 Investment Trends Platform Benchmarking Report* and 2nd out of 19 in the *lang cat 2020 Platform Market Scorecard* in the UK. These improved rankings will play an important role in driving our continued growth and profitability.

On behalf of the Board I wish to extend our sincere thanks to our dedicated staff and management around the world for delivering another strong financial result. Despite the challenging environment, they are working hard to assure our continued success.

With COVID-19 continuing to impact a number of countries in which we are located, Praemium continues to operate normally and has maintained work from home requirements across our 10 offices. The Company is continuing to meet the challenges of this volatile and uncertain time.

My fellow Directors and I also wish to express our sincere appreciation to all shareholders for your support, and we are confident you will continue to benefit from your investment in the Company in the years ahead.

I would now like to ask our CEO Michael Ohanessian, to present his report to the meeting.

# CEO's Report

Michael Ohanessian, CEO & Managing Director



# Disclaimer

The material contained in this document is a presentation of general information about the Praemium Group's activities current as at the date of this presentation (17 November 2020) and is supplementary to the Group's financial results released to the ASX on 14 August 2020 and previous ASX filings as applicable.

It is provided in summary and does not purport to be complete. You should not rely upon it as advice for investment purposes as it does not take into account your investment objectives, financial position or needs. These factors should be considered, with or without professional advice when deciding if an investment is appropriate.

This presentation may contain forward-looking statements including statements regarding our intent, belief or current expectations with respect to Praemium's businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices. Readers are cautioned not to place undue reliance on these forward-looking statements. Praemium does not undertake any obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date hereof to reflect the occurrence of unanticipated events. While due care has been used in the preparation of forecast information, actual results may vary in a materially positive or negative manner. Forecasts and hypothetical examples are subject to uncertainty and contingencies outside Praemium's control. Past performance is not a reliable indication of future performance.

To the extent permitted by law, no responsibility for any loss arising in any way (including by way of negligence) from anyone acting or refraining from acting as a result of this material is accepted by the Praemium Group or any of its related bodies corporate.

# FY2020 year in review

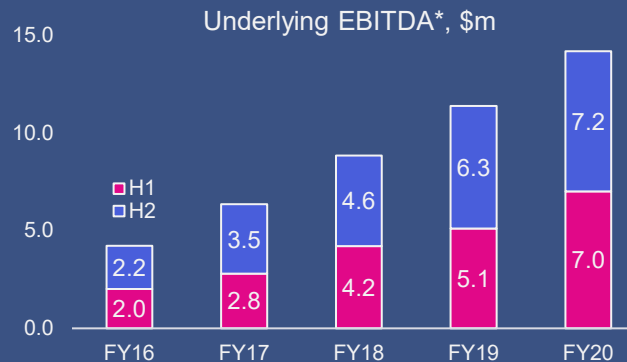
Praemium pre-merger financials were strong. Powerwrap synergies to follow.

\$51.2 million  
in revenue

8% increase in net revenue  
12% increase in gross margin  
25% increase in EBITDA\*

91%  
increase in NPAT

89%  
increase in EPS



13<sup>th</sup> consecutive half of profit growth

28%  
EBITDA  
margin\*

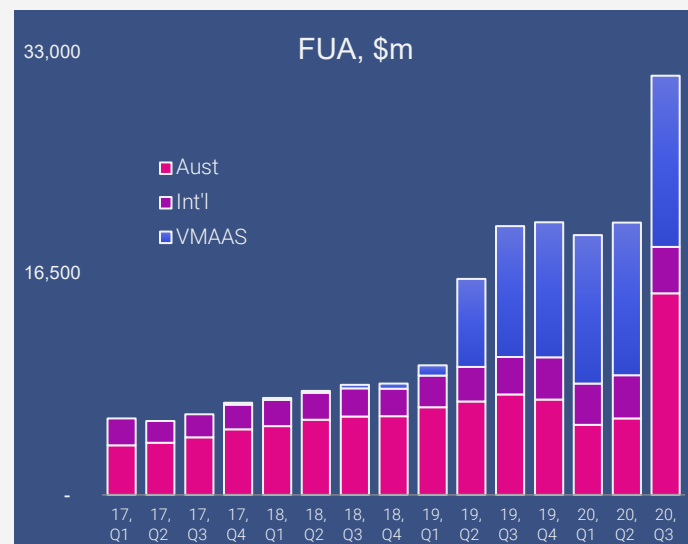
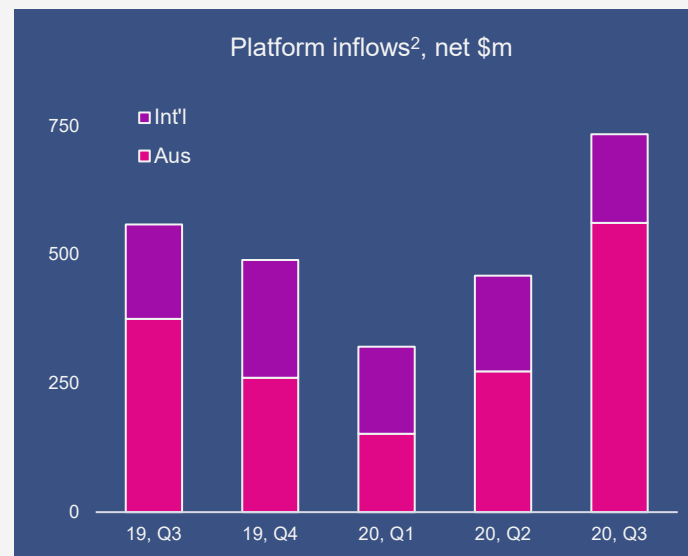
# A transformational platform merger

## Acquisition of Powerwrap

- » Acquisition fully completed on 6 November 2020
- » PWL de-listed from ASX
- » Post-merger-integration phase commenced

## Global FUA over \$31 billion<sup>1</sup>

- » Australia platform FUA of \$15.0 billion
- » International platform FUA of \$3.5 billion
- » VMAAS FUA of \$12.8 billion
- » Scale across both custodial and non-custodial FUA



# Praemium & Powerwrap – stronger together

Praemium's reporting & administration strength combined with Powerwrap's execution capabilities & broad range of alternative investment options will create a highly attractive specialist platform solution

## Powerwrap™ today



Complex HNW portfolios  
with average account  
\$1.9M



Full HIN-based account  
allowing all corporate  
actions



Experts in alternative  
assets and hedge  
funds



Tax report for every  
asset class

## Merged Group differentiators

Broad product suite for  
the complex needs of  
HNW clients

The most accurate  
portfolio and tax  
reporting engine

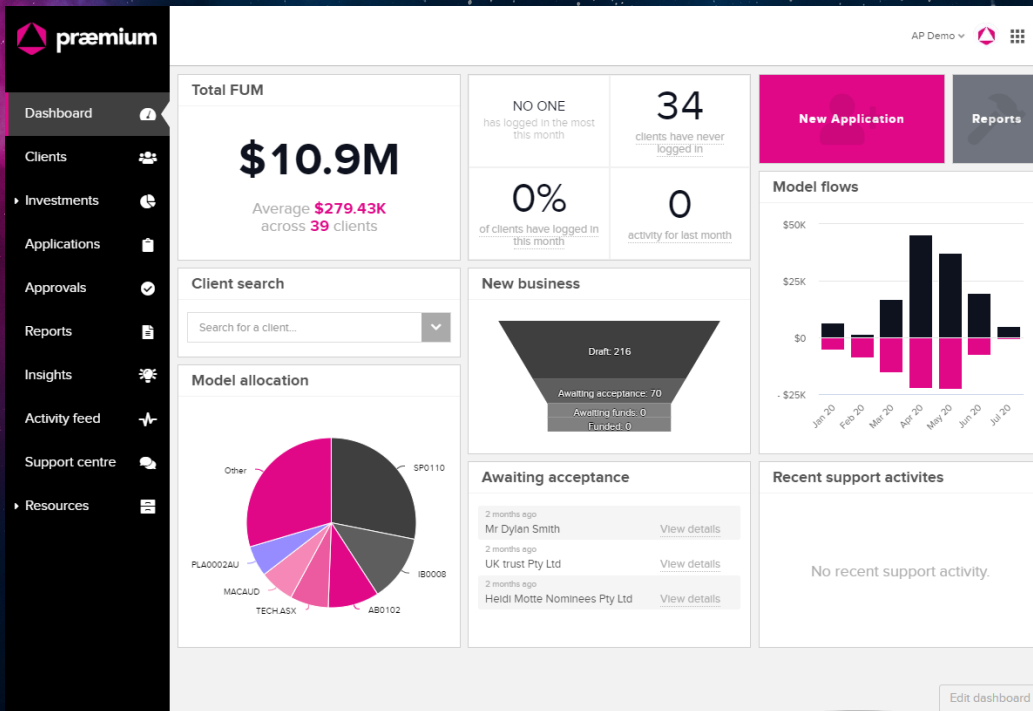
A unified platform for  
custodial & HIN-based  
portfolios

Serving advisers in  
Australia, Hong Kong,  
Singapore, Dubai,  
RSA, Japan and UK

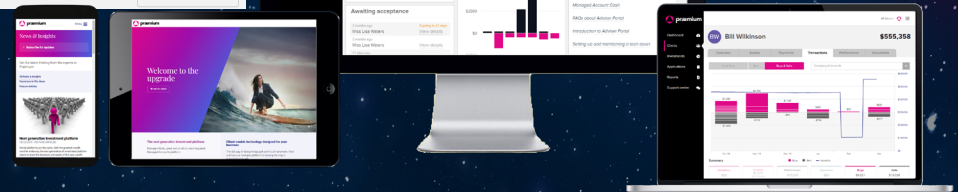


# An upgraded Platform of Everything

The Powerwrap proposition will be enhanced by an ambitious program to fully merge the best-in-breed of both businesses

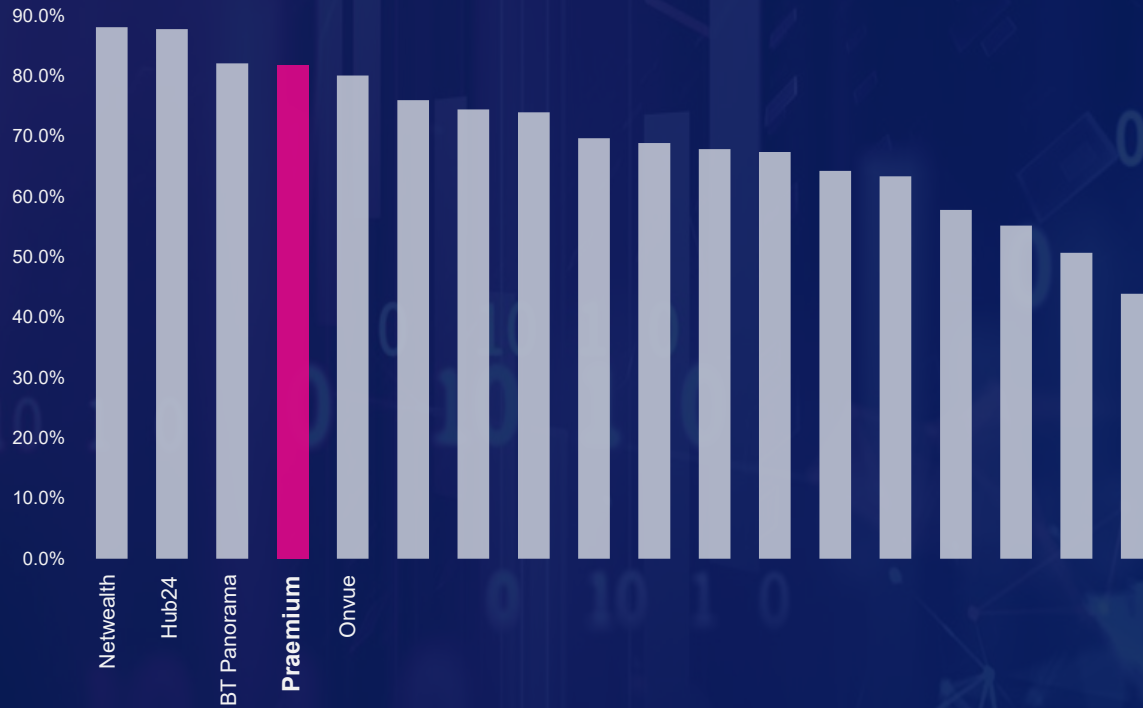


- » Adviser Portal
- » Investor Portal
- » Insights powered by AI
- » ESG
- » API integration
- » Custody & Non-custody



# An enhanced position in a rapidly changing wealth space

**Australia:** Debuted 4<sup>th</sup> in Investment Trends platform survey.



Source: Investment Trends overall platform scores (2019).

**UK:** Debuted 2<sup>nd</sup> in *the lang cat* Platform Market Scorecard, first among the independent open-architecture platform providers.

Total overall score	
Parmenion	4.64
<b>Praemium</b>	<b>4.47</b>
Novia	4.30
Transact	4.23
True Potential	4.15
[Unlabeled]	3.91
[Unlabeled]	3.83
[Unlabeled]	3.83
[Unlabeled]	3.83
[Unlabeled]	3.69
[Unlabeled]	3.54
[Unlabeled]	3.53
[Unlabeled]	3.38
[Unlabeled]	3.31
[Unlabeled]	3.22
[Unlabeled]	2.93
[Unlabeled]	2.92
[Unlabeled]	2.55
[Unlabeled]	2.23
<b>Total Average Score</b>	<b>3.84</b>

Source: *the lang cat* Platform Market Scorecard (March 2020). The ratings give insight into how advisers are using platforms and how well their needs are being served.