

December 2021 quarterly update

Strong growth continues in December 2021 quarter

ASX Release: 17 January 2022, Melbourne

Key results for the quarter

Praemium is pleased to report its results for the December 2021 quarter, with the key milestones being:

- » Quarterly inflows of \$1.25 billion, including \$690 million into the Praemium SMA scheme;
- » Annual inflows of \$4.9 billion in calendar year 2021, 87% higher than the previous year;
- » Record total funds under administration (FUA) of \$49.0 billion; and
- » Record FUA for both the Australian and International investment platforms.

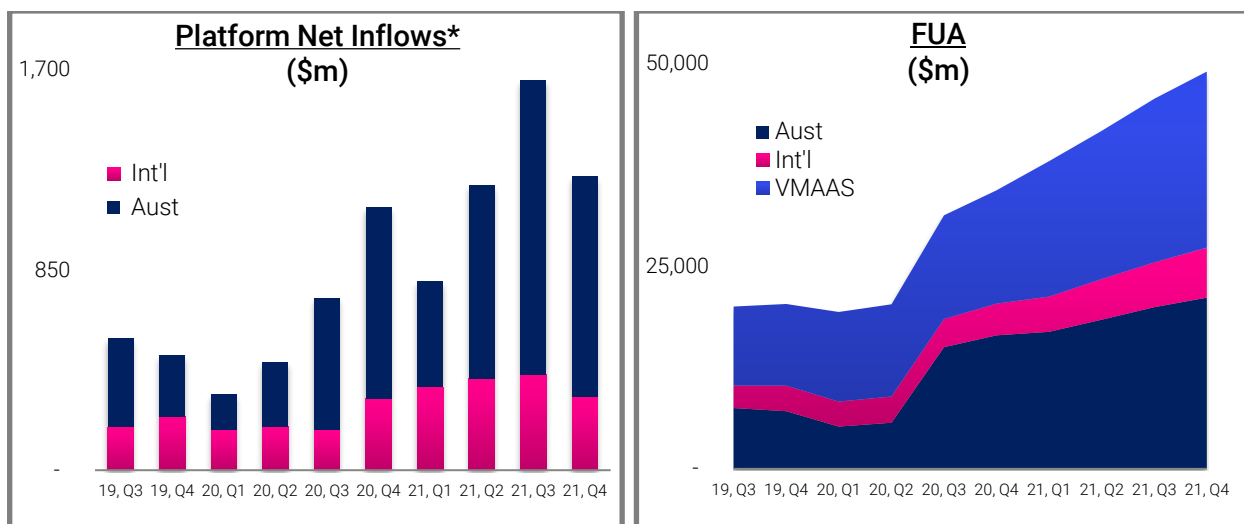
Net platform inflows were \$1.25 billion for the December 2021 quarter, the second highest on record and 12% higher than the reported December 2020 quarter.

Platforms in both Australia and International reported strong results with:

- » Net inflows of \$937 million for the Australian platform (\$690 million for the Praemium SMA scheme, a new record, and \$247 million for the Powerwrap scheme); and
- » Net inflows of \$311 million for the International platform.

FUA achieved a record high of \$49.0 billion, an increase of 43% in the past 12 months from new milestones in all global segments, with:

- » Australia platform FUA of \$21.1 billion (\$8.5 billion in the Praemium SMA scheme, up 39% compared to the prior year, and \$12.6 billion in the Powerwrap scheme, up 22% compared to the prior year);
- » International platform FUA of \$6.2 billion, up 58% compared to the prior year; and
- » FUA for VMAAS of \$21.7 billion, up 55% compared to the prior year. VMAAS is Praemium's non-custodial Portfolio Administration and Reporting Service.



Refer to the Key Statistics table for further detail

Industry recognition

During the quarter Praemium's International platform was awarded the winner in 2 categories at the International Adviser 2021 Global Financial Services Award in London. Praemium won *Best International Platform*, for the 4th year in a row, and *Best Digital Proposition*.

Development highlights

The December 2021 quarter saw continued platform development, with highlights this quarter including:

- » Further enhancements to our non-custody solutions (VMA & VMAAS) for more efficient corporate actions processing covering IPOs and Share Purchase Plans;
- » Continued growth in the number of external fintech providers accessing Praemium's global API service. We have also continued the rollout of EPI 4.3 data-feeds to advice groups using Class and AdviserLogic with testing in place with a number of additional groups;
- » Expanded security options for both advisers and clients who can now set up multi factor authentication to access the Praemium Adviser Portal and/or Investor Portal; and
- » A number of new tech developments to support our investment management function including further Approved Product List (APL) management options and online model manager compliance attestations. In addition, we have expanded our APL to include two crypto currency funds aimed at wholesale investors.

Development is continuing on several new features to be rolled out in early 2022, including new options for advisers in the way they implement and manage their clients investments.

Comments from CEO

Praemium CEO Anthony Wamsteker made the following comments about the quarter:

"We are delighted to report continued outstanding momentum this quarter and record FUA levels of \$49 billion. The annual FUA growth of 43% is a tremendous result. Delivering record net flows of \$690 million into our highest revenue margin product, the Praemium SMA scheme was especially pleasing, contributing to FUA growth of over 10% for the third quarter in a row. We continue to see a solid pipeline of opportunities to support future growth and to deliver on our strategy to become one of Australia's largest independent specialist platform providers.

"The divestment of our International business continues to plan with the agreed transaction terms announced to the ASX on 21 December 2021. The proposed transaction is positive for both our Australian and International businesses. We anticipate that both segments can continue with their strong growth trajectories over the coming year."

Key statistics

Platform flows (\$m) ¹	Dec 20	Mar 21	Jun 21	Sep 21	Dec 21
Gross inflows					
Australia	1,514	1,235	2,120	2,247	2,085
International	396	466	523	552	475
Total gross inflows	1,910	1,701	2,643	2,799	2,560
Net inflows					
Australia	813	448	820	1,249	937
International	303	353	389	407	311
Total net inflows²	1,116	801	1,209	1,656	1,248

FUA (\$m)	Dec 20	Mar 21	Jun 21	Sep 21	Dec 21
Australia Platform ³	16,445	16,873	18,384	19,927	21,098
International Platform ⁴	3,905	4,368	5,007	5,513	6,150
Total Platform FUA	20,350	21,241	23,391	25,440	27,248
VMAAS ⁵	13,974	16,692	18,290	20,188	21,721
TOTAL FUA	34,324	37,933	41,681	45,628	48,969

Investment Mgmt, Smart ^{im} (\$m)	Dec 20	Mar 21	Jun 21	Sep 21	Dec 21
Managed Funds, FUM	255	259	258	250	210
Model Portfolios, FUA	377	384	372	380	408
TOTAL	632	643	630	630	618

Notes (all figures provided are unaudited):

¹ Current quarter's International flows are translated at the quarter average of 0.5404.

² Net flows since September 2021 include ANZ transition outflows. Previous quarters reported these transition outflows separately.

³ Australian Platform comprised \$8,473m in the Praemium SMA and \$12,624m in the Powerwrap scheme compared to \$7,677m and \$12,250m respectively at 30 September 2021.

⁴ International FUA in GBP is translated at spot rate for quarter end FUA of 0.5376.

⁵ VMAAS comprises FUA under the non-custodial VMA Administration Service.

This announcement is authorised by the Board of Praemium Limited

For further information contact Paul Gutteridge, CFO & 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 \$200 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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