



# September 2022 quarterly update

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## Quarterly flows of \$0.7b, up 115%

ASX Release: 17 October 2022, Melbourne

This release relates solely to Praemium's ongoing Australian business. Praemium's International operations were successfully divested 30 June 2022.

### Key results for the quarter

Praemium reports its results for the September 2022 quarter, with the key milestones as follows. All figures provided are unaudited:

- » Total funds under administration (FUA) of \$41.4 billion (June 2022: \$40.5 billion, up 2%)
  - » Platform \$20.0 billion (June 2022: \$19.5 billion, up 3%)
    - Praemium SMA \$8.4 billion (June 2022: \$8.1 billion, up 4%)
    - Powerwrap \$11.6 billion (June 2022 \$11.4 billion, up 2%)
  - » VMAAS non-custodial Portfolio Administration and Reporting Service \$21.4 billion (June 2022: \$21.0 billion, up 2%)
- » Quarterly net inflows of \$659 million (quarter to June 2022: \$306 million, up 115%; quarter to September 2021: \$1,249 million, down 47%)
  - » Praemium SMA quarterly net inflows \$445 million (quarter to June 2022: \$284 million, up 57%; quarter to September 2021: \$660 million, down 33%)
  - » Powerwrap quarterly net inflows \$214 million (quarter to June 2022: \$22 million, up 872%; quarter to September 2021: \$589 million, down 64%)
- » Cash management account holdings
  - » Praemium SMA \$673 million (8.0% of FUA)
  - » Powerwrap \$833 million (7.2% of FUA)

Net platform inflows for the September 2022 quarter were partially offset by \$159 million in negative market movements on FUA (negative \$1.5 billion for the quarter to 30 June 2022). This represents less than 1% of the value of Platform FUA as at 30 June 2022 and is broadly reflective of Australian equity market movement over the quarter.

### Quarterly highlights

- » Commenced group wide Lean Six Sigma program to further improve workflow efficiency by focussing on customer experience and empowering teams
- » Commenced share buy-back 5 September 2022 with \$2.1 million deployed and 3.0 million shares purchased as at last market close
- » On track to terminate our Transitional Services to Morningstar on 31 December 2022, in line with the International business share sale agreement
- » Released the High Net Worth Investor 2022 research findings in conjunction with Investment Trends, which outlined the advice and investment needs of Australian investors with over \$1m in investable assets
- » Expanded reporting and exporting functionality, including
  - » a new Liquidity Report designed for Private Wealth advisers
  - » a monthly Fund manager flow report, providing fund managers with FUM and flow covering various asset classes and including buys, sells, corporate actions and transfers
  - » an expanded Fixed interest report to include running yield and yield to call information
  - » an additional six exports provided via our Export Centre

## Comments from CEO

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

“The first quarter of the 2023 financial year has seen a welcome uplift in flows when compared with the relatively subdued second half of the prior year. Pleasingly, both Powerwrap and Praemium’s Separately Managed Accounts (SMA) scheme are performing well.

The SMA is our cornerstone product and highest revenue earning service. It achieved rolling annual net inflows of \$1.8 billion, including \$445 million for the quarter. Its rolling annual net funds flow represents 23% of the starting FUA, an outstanding achievement.

Powerwrap has achieved its best flows result in three quarters. It demonstrates advisers have embraced the necessary enhancements and integration implemented over the course of the prior year”

## Key statistics

Platform flows (\$m) <sup>1</sup>	Sep 21	Dec 21	Mar 22	Jun 22	Sep 22
Gross inflows	2,247	2,085	1,553	1,492	1,551
Net inflows	1,249	937	446	306	659

FUA (\$m)	Sep 21	Dec 21	Mar 22	Jun 22	Sep 22
Praemium SMA	7,677	8,473	8,478	8,084	8,381
Powerwrap	12,250	12,624	12,225	11,397	11,600
<b>Australia Platform FUA</b>	<b>19,927</b>	<b>21,098</b>	<b>20,703</b>	<b>19,481</b>	<b>19,981</b>
VMAAS	20,188	21,721	21,414	21,000	21,388
<b>TOTAL FUA</b>	<b>40,115</b>	<b>42,819</b>	<b>42,117</b>	<b>40,481</b>	<b>41,369</b>

Platform FUA Movement (\$m)	Sep 21	Dec 21	Mar 22	Jun 22	Sep 22
<b>Opening Platform FUA</b>	<b>18,384</b>	<b>19,927</b>	<b>21,098</b>	<b>20,703</b>	<b>19,481</b>
Praemium SMA	660	690	362	284	445
Powerwrap	589	247	84	22	214
<b>Net inflows</b>	<b>1,249</b>	<b>937</b>	<b>446</b>	<b>306</b>	<b>659</b>
Market revaluation / other	294	234	(841)	(1,528)	(159)
<b>Closing Platform FUA</b>	<b>19,927</b>	<b>21,098</b>	<b>20,703</b>	<b>19,481</b>	<b>19,981</b>

This announcement is authorised by the Board of Praemium Limited. For further information contact Anthony Wamsteker, CEO, or David Coulter, CFO, Ph: 1800 571 881

**About Praemium (ASX: PPS):** Praemium is the leading investment platform in Australia, catering to the emerging and established HNW investor market. Servicing more than 125,000 investor portfolios covering over \$150 billion in funds for Private Wealth firms, intermediaries, and some of the world’s largest financial institutions, Praemium offers access to a comprehensive suite of investment solutions which cater for all investor structures.