

ASX Release: 16 November 2022

Chairman's Address to the HUB24 Annual General Meeting

Slide 1 Chairman's Address

Over the past year, our customers, team and community have experienced ongoing challenges as a result of market volatility, macroeconomic events and continued impacts from the COVID-19 pandemic.

While continuing to support our customers, HUB24 has achieved record platform net inflows, a significant increase in revenue and profitability, and we have further consolidated our market leadership position.

HUB24 has delivered strong growth during FY22 while remaining focussed on enhancing value for our customers and delivering on our strategic objectives and our purpose to empower better financial futures together.

Slide 2 – FY22 Financial Highlights

The Company has achieved strong organic growth which is reflected in our key financial metrics for the year, with Group revenue up 76%.

Our Group's preferred measure of profitability – Underlying Earnings Before Interest, Tax, Depreciation and Amortisation (Underlying EBITDA), increased 92% to \$70.4 million, while the Group's statutory Net Profit after Tax (NPAT) was \$14.7 million following \$21.2 million of notable items post tax.

Given these strong financial results, the Company announced a fully franked full year dividend of 12.5 cents, which brought the full year dividend to 20 cents, an increase of 100% on the prior year.

Slide 3 – Strong and Consistent Financial Performance

During FY22, the HUB24 platform continued to be recognised as a market leader and according to the latest available market share data, HUB24 maintained second place for annual net inflows and increasing our market share to 5.4%. HUB24 was the fastest growing platform in percentage terms year on year with a revenue CAGR of 41% and has achieved a compound annual growth rate in Underlying EBITDA of 56% over the last four years.

Our acquisition of Class Limited in February this year, which I will discuss in a moment, will also provide further opportunities to expand into new customer segments and broaden the scope for future growth.

Slide 4 – Key highlights A year of growth, innovation and delivering on our strategy

As well as delivering strong growth and supporting our clients, the Company has remained committed to continued innovation and delivering on our strategic objectives.

Throughout FY22 the Company has continued to make enhancements to the platform to provide flexibility and choice – ensuring that advisers and their clients have access to a broad range of investment options, delivering innovative solutions that increase customer engagement and create efficiencies for advisers and supporting advisers and licensees to meet their compliance obligations more efficiently. Our Managing Director, Andrew Alcock will discuss some of these enhancements and new product solutions in more detail shortly.

As well as achieving record net inflows this financial year, the HUB24 platform continues to be recognised by advisers as a leader in platform functionality, value for money and customer service excellence.

The acquisition of Class Limited, a leading SMSF administration software provider was completed in February 2022, with Class now operating as a business unit under HUB24's corporate governance structure.

This strategic acquisition provided further opportunities to leverage collective capabilities across the HUB24 Group, with the aim to deliver products and solutions that enhance value for existing and new customers, while also increasing market share and growing the SMSF market. As a result of combining our capabilities, we have recently launched HUB24 SMSF Access solution as a pilot program. Andrew Alcock will cover this in more detail during his presentation.

The Company recognises the importance of ESG for the long-term prosperity of our customers, people, shareholders and the broader community. We were pleased to issue our inaugural Sustainability Report in October 2022, which outlined our progress made during FY22 towards our sustainability goals and publishing clear targets for HUB24 this year and beyond.

Overall, our combined Group capabilities, market leadership position and customer focus have ensured HUB24 is well-positioned to continue to leverage market dynamics and emerging opportunities for continued growth. By realigning our capabilities and leveraging scale and expertise across the HUB24 Group, we expect to enhance our customer propositions, improve customer engagement, and increase market share.

Slide 5 - HUB24

HUB24's Board of Directors and Management believe a robust corporate governance system is fundamental to the performance and sustainability of our business, and as the Company grows, we continue to invest in our corporate governance and risk and compliance frameworks to continually evolve and improve in these areas.

As previously mentioned, the Company recently launched its inaugural Sustainability Report, outlining our progress over FY22 and our ESG goals for FY23 and beyond. To ensure our ESG principals are fit for purpose and commensurate with present and future demands, we remain committed to the ongoing review and improvement of corporate governance practices and processes. This includes our reporting, commitment to diversity and expanding the skillset across the Board.

As part of these initiatives during FY22, the Company undertook a Group Culture and Conduct Survey to seek direct feedback – from all employees to the Board – regarding their experiences working with the HUB24 Group, while Management undertook a review of the Group Risk Management Framework and Staff Engagement Survey.

Early in the financial year in July 2021, we welcomed Ms Catherine Kovacs to the Board as Non-Executive Director. Ms Kovacs has financial services experience spanning fintech, business strategy and growth, and investments including M&A and brings a broad skillset and experience to expand and complement that of the other Board members.

Later in the proceedings today, I myself, will seek re-election as a Board Member.

Conclusion

HUB24 is proud to have delivered solid FY22 results, achieving record levels of platform net inflows and FUA growth as well as the completion of the strategic acquisition of Class.

The Group's strong financial and operating performance has delivered further value to our shareholders with increased profits allowing us to determine our highest dividend to date.

These results are underpinned by the continued investment in innovation, the strength of our product offer and the expertise and commitment of our team to continue to deliver outcomes for our customers and shareholders.

As a market leader, we are well-placed to pursue emerging opportunities for growth, as we lead the industry in the provision of integrated wealth platform, technology and data solutions.

Bruce Higgins
Chairman HUB24 Limited
16 November 2022



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About HUB24

HUB24 Limited is listed on the Australian Securities Exchange, and includes the award-winning HUB24 platform, HUBconnect, the Xplore Platform and Class.

The HUB24 platform offers advisers and their clients a comprehensive range of investment options, including market-leading managed portfolio solutions, and enhanced transaction and reporting functionality. As one of the fastest growing platforms in the market, the platform is recognised for providing choice and innovative product solutions that create value for advisers and their clients.

HUBconnect focuses on leveraging data and technology to provide solutions to common challenges for stockbrokers, licensees and advisers and enable the delivery of professional advice to more Australians.

Class is a pioneer in cloud-based wealth accounting and is recognised as one of Australia's most innovative technology companies. Class delivers trust accounting, portfolio management, legal documentation and corporate compliance solutions to over 7,000 clients across Australia who depend on Class to drive business automation, increase profitability and deliver better client service.

This release is not financial product advice. Past performance is not indicative of future performance and any forward- looking statements in this release are not representations or guarantees as to future performance.

This announcement was authorised for release to the market by the Managing Director.

For further information, please visit www.HUB24.com.au

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Chairman's Address

—
Bruce Higgins, Chairman

HUB²⁴



Record financial results and growth delivered for FY22¹

↑ 76%

\$192.5m

Total Group Revenue³

↑ 92%

\$70.4m

Group Underlying EBITDA³

Statutory
NPAT

\$14.7m

Including \$17.9m of strategic
transaction & project costs
(pre-tax)

Up 50%

Underlying
NPAT²

\$35.9m

Up 133%

Full Year
Dividend

20cps

Fully franked (12.5 cps Final
Dividend)

Up 100%

EPS
(diluted)³

19.5cps

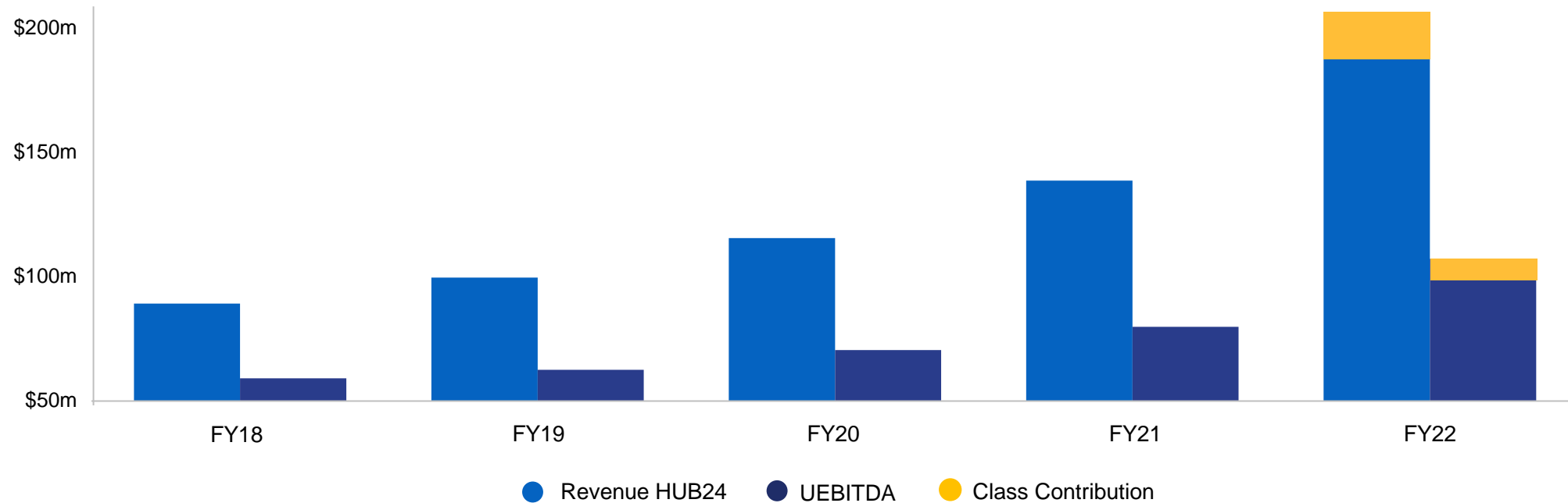
Up 37%

Strong & consistent financial performance



Revenue CAGR +41%¹

UEBITDA CAGR +56%¹



Key highlights



Record annual platform net inflows



Growing customer advocacy



Completed acquisition of Class



Increasing profitability



Inaugural sustainability report released



Continued innovation to deliver products & solutions that enhance customer experience



Disclaimer

Summary information

The material herein is a presentation of general background information about HUB24 Limited's ('HUB') activities current as at date of presentation. This information given in summary form does not purport to be complete and should be read in conjunction with previous ASX filings, Half Year Report and the audited Annual Report as applicable. Any arithmetic inconsistencies are due to rounding.

Not investment advice

This presentation is not a prospectus or a product disclosure statement under the Corporations Act 2001 (Cth) and has not been lodged with ASIC. The information provided in this presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

Risk of investment

An investment in HUB shares is subject to investment and other known and unknown risks, some of which are beyond the control of HUB. HUB does not guarantee any particular rate of return or the performance of HUB nor does it guarantee the repayment of capital from HUB or any particular tax treatment.

Forward looking statements

This presentation contains certain forward-looking statements. The words 'anticipate', 'believe', 'expect', 'project', 'forecast', 'estimate', 'intend', 'should', 'could', 'may', 'target', 'plan' and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of HUB, that may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. You should not place reliance on forward-looking statements and neither HUB nor any of its directors, employees, consultants, contractors, advisers or agents assume any obligation to update such information.

This presentation was authorised for release to the market by the HUB24 Limited Board of Directors.

