



March 2023 update

Year to date net inflows exceed \$1.2 billion

ASX Release: 18 April 2023, Melbourne

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

Key results to 31 March 2023

Praemium reports its funds and flows for the nine months to 31 March 2023. All figures are unaudited:

- » Total funds under administration (FUA) of **\$43.7 billion** (30 June 2022: \$40.5 billion, up 8%)
 - » Platform **\$21.7 billion** (30 June 2022: \$19.5 billion, up 12%)
 - Praemium Separately Managed Accounts (SMA) **\$9.4 billion** (30 June 2022: \$8.1 billion, up 16%)
 - Powerwrap **\$12.4 billion** (30 June 2022 \$11.4 billion, up 9%)
 - » VMAAS non-custodial Portfolio Administration and Reporting Service **\$21.9 billion** (30 June 2022: \$21.0 billion, up 4%)
- » Financial year to date net inflows of **\$1,239 million** (financial year to 31 March 2022: \$2,632 million)
 - » Praemium SMA financial year to date net inflows **\$785 million** (financial year to 31 March 2022: \$1,713 million)
 - » Powerwrap financial year to date net inflows **\$454 million** (financial year to 31 March 2022: \$919 million)
- » Cash management account holdings
 - » Praemium SMA \$641 million (6.9% of FUA)
 - » Powerwrap \$750 million (6.1% of FUA)

Net platform inflows for the financial year to 31 March 2023 were augmented by \$1,002 million in positive market movements, including positive \$581 million for the quarter to 31 March 2023. It also compares favourably to \$312 million in negative market movement for the financial year to 31 March 2022.

The market movement for the half-year to 31 March 2023 represents approximately 5.1% of the value of Platform FUA as at 30 June 2022.

Quarterly highlights

- » Rated the #1 platform for Decision Support Tools and Security and Data Integration in the Investment Trends Competitive Analysis and Platform Benchmarking Survey 2022 which was released during the quarter. Praemium made the largest gains of the top 3 platforms with its market-leading ESG reporting being a notable standout.
- » Entered into an agreement with IRESS to collaborate on the design and creation of Xplan Affinity with a view to delivering efficiencies, enhancing the client experience and decreasing the cost of providing financial advice.
- » The continued growth of Praemium's ESG offering saw Damian Cilmi, Head of Investment Managers and Governance, nominated for the Financial Standard ESG Power 50. The nomination recognises the most influential Australian professionals from an ASX-listed business who actively participate in initiatives designed to promote the important role of ESG and sustainability.
- » During the quarter we continued to improve and refine popular features on the platform including;
 - » Enhancements to the digital account opening and approval process.
 - » Introducing compliance checks to ensure investors are downloading and accessing Product Disclosure Statements.
 - » Improvements to fee consent functionality pertaining to annual anniversary obligations.
 - » Further improvements to performance and liquidity reports.

- » Additional information to help advisers understand the amount of cash available to trade and when withdrawals may override existing minimum trade size settings.
- » Praemium's latest client feedback initiative has been undertaken to inform the FY24 roadmap for functionality enhancements and new product features.

Comments from CEO

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

"Investor sentiment has remained subdued in the wake of previous quarters of high market volatility. Nevertheless, the March quarter of the 2023 financial year has seen both Powerwrap and Praemium's SMA scheme continue to generate positive net flows.

The SMA is our cornerstone product and highest revenue earning service. It achieved financial year to date net inflows of \$0.8 billion, including \$115 million for the quarter. This net funds flow represents 10% of the financial year's opening FUA, an outstanding achievement.

Powerwrap has returned to a consistent positive flows contribution. It demonstrates that advisers value the enhancements and integration implemented over the course of the prior financial year"

Key statistics

Financial YTD Platform flows (\$m)	Mar 20	Mar 21	Mar 22	Mar 23
Praemium SMA	1,350	1,443	2,475	1,826
Powerwrap*		2,773	3,411	2,121
Gross inflows	1,350	4,216	5,885	3,947
Praemium SMA	(1,210)	(116)	1,713	785
<i>% of gross</i>	-26%	-8%	69%	43%
Powerwrap		998	919	454
<i>% of gross</i>		36%	27%	21%
Net inflows	(1,210)	882	2,632	1,239

*acquired 2 October 2020, nine months' data shown for March 2021 FYTD

Quarterly Platform flows (\$m)	Mar 22	Jun 22	Sep 22	Dec 22	Mar 23
Praemium SMA	600	603	798	558	470
Powerwrap	953	889	753	689	679
Gross inflows	1,553	1,492	1,551	1,247	1,149
Praemium SMA	362	284	445	225	115
<i>% of gross</i>	60%	47%	56%	40%	25%
Powerwrap	84	22	214	132	108
<i>% of gross</i>	9%	2%	28%	19%	16%
Net inflows	446	306	659	357	223

FUA (\$m)	Mar 22	Jun 22	Sep 22	Dec 22	Mar 23
Praemium SMA	8,478	8,084	8,381	8,951	9,350
Powerwrap	12,225	11,397	11,600	11,967	12,372
Australia Platform FUA	20,703	19,481	19,981	20,918	21,722
VMAAS	21,414	21,000	21,388	21,803	21,930
TOTAL FUA	42,117	40,481	41,369	42,721	43,652

Platform FUA Movement (\$m)	Mar 22	Jun 22	Sep 22	Dec 22	Mar 23
Opening Platform FUA	21,098	20,703	19,481	19,981	20,918
Praemium SMA	362	284	445	225	115
Powerwrap	84	22	214	132	108
Net inflows	446	306	659	357	223
Market revaluation / other	(841)	(1,528)	(159)	580	581
Closing Platform FUA	20,703	19,481	19,981	20,918	21,722

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

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