



ASX Release: 16 November 2023

Managing Director's Presentation to the HUB24 Limited Annual General Meeting

The Managing Director's Presentation slides to be delivered at the HUB24 Limited Annual General Meeting are attached.

For further information please contact:

Kitrina Shanahan
Chief Financial Officer
HUB24 Limited
0478 474 590

Natalie Pennisi
Senior Manager Media & Public Relations
HUB24 Limited
03 9275 7835

About HUB24

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

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 software 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 financial professionals across Australia who depend on Class to drive business automation, increase profitability and deliver better client service.

myprosperity is a leading provider of client portals for accountants and financial advisers, enabling streamlined service delivery, increased productivity and enhanced customer experience for finance professionals and their clients.

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






Empowering better
financial futures, together

Managing
Director's Address

Andrew Alcock

HUB24

Continuing momentum with significant uplift in financial results for FY23¹

	Revenue	Underlying EBITDA ²
 Total Group	\$279.5m ↑ 45%	\$102.4m ↑ 45%
 Platform	\$208.8m ↑ 30%	\$85.1m ↑ 37%
 Tech Solutions	\$67.5m ↑ 133%	\$21.8m ↑ 91%

Total FUA
\$80.3bn
 ↑ 23%

Platform FUA
\$62.7bn³ ↑ 26%
 \$65.1 bn as at 30 Sept⁴

PARS FUA
\$17.6bn
 ↑ 11%

Statutory NPAT **\$38.2m** Up 160%

Underlying NPAT² **\$58.8m** Up 64%

Final Dividend Fully franked⁵ **18.5cps** Up 48%

EPS (diluted) **46.1cps** Up 136%

Leading the wealth industry as the best provider of integrated platform, technology & data solutions



Australia's best platform¹



SMSF software provider & advice platform of the year²



Market-leading Managed Portfolio capability¹



Data-led solutions leveraging emerging technologies



Australia's third fastest growing super fund³



SMSF documents provider of choice⁴



Secure online client portal technology for finance professionals and their clients



Comprehensive institutional non-custody reporting solution

HUB²⁴

CLASS

HUBCONNECT

myprosperity

NowInfinity
A CLASS TECHNOLOGY COMPANY

HUB²⁴

1. Investment Trends Platform Competitive Analysis and Benchmarking Report 2022
2. SMSF Adviser Awards 2023, Class awarded SMSF Software Provider of the Year, HUB24 awarded SMSF Advice Platform of the Year

3. In 2022, HUB24 Super had the third fastest annual growth rate of net flows and members of Australian superannuation funds, KPMG Super Insights 2023
4. Most used legal document provider for SMSF related compliance, as rated by accountants, Investment Trends 2023 SMSF Accountant Report

HUB24 and Class market-leadership - recognised by customers and industry

HUB²⁴

CLASS



- Overall Best Advice Platform¹
- Best Client Experience¹
- Ease of Onboarding¹
- Best Functionality¹
- Best Adviser Support¹
- Best Investment Options¹



- #1 Overall Platform⁵
- #1 Best Reporting⁵
- #1 Best Online Business Management⁵
- #1 Best Managed Portfolio Product Offer⁵
- #1 primary platform advocacy⁶
- #1 NPS for primary platform users (equal first)⁶
- #1 Tax Optimisation tools⁶
- #1 Client Reporting⁶



- #1 Overall Satisfaction (equal first)⁴
- #1 Ease of doing Business⁴
- #1 IT/Web functionality⁴



- SMSF Advice Platform of the Year⁷
- Best SMSF Investment Platform – Adviser Choice⁸



SMSF Software provider of the year⁷



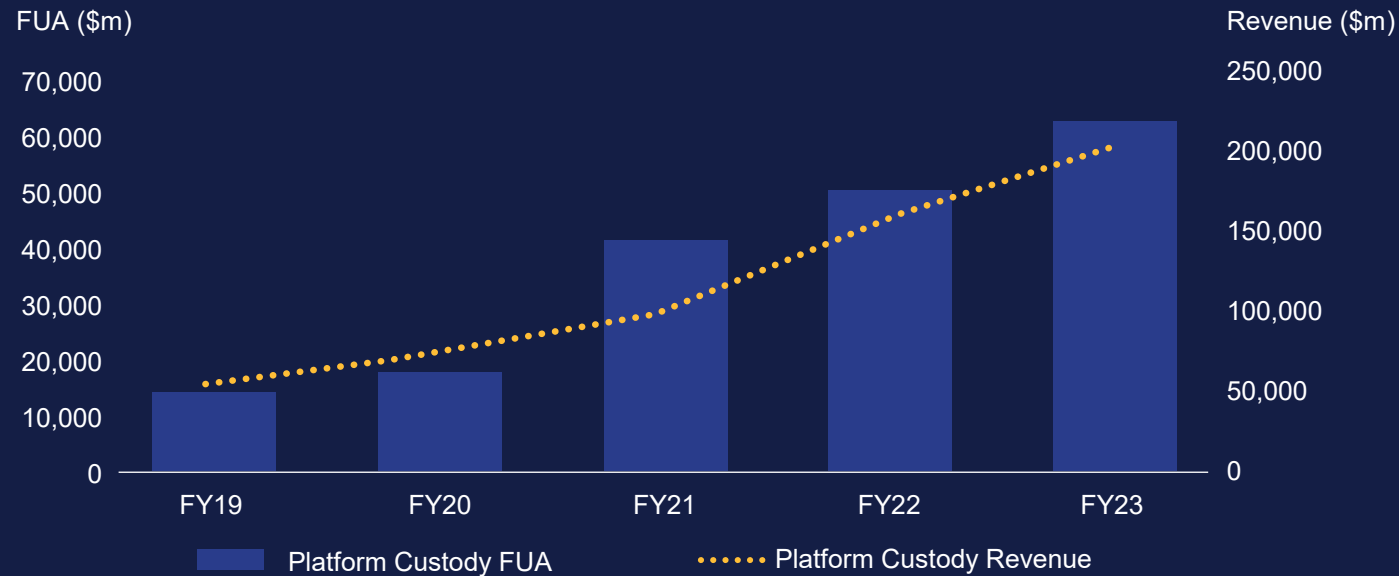
Class #1 customer satisfaction amongst accountants (equal first)⁹

NowInfinity #1 NPS and advocacy⁹

HUB24 Platform growth and market share¹

Growth in Platform Custody FUA & revenue

Platform Custody FUA 4YR CAGR 48%



Fastest growth rate as a percentage of FUA based on annual net inflows²



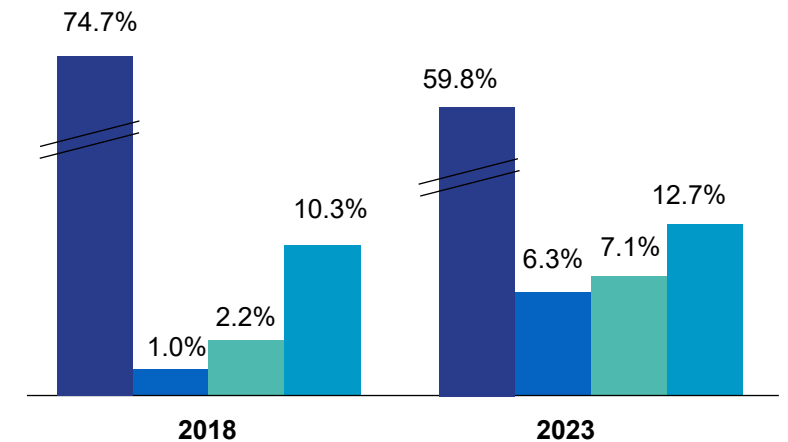
8th largest platform provider by market share²



HUB24 market share has grown from 5.4% to 6.3%²

Platform market share³

Institutional HUB24 Netwealth Macquarie



HUB24's market share has grown from 1.0% to 6.3% over the last five years³



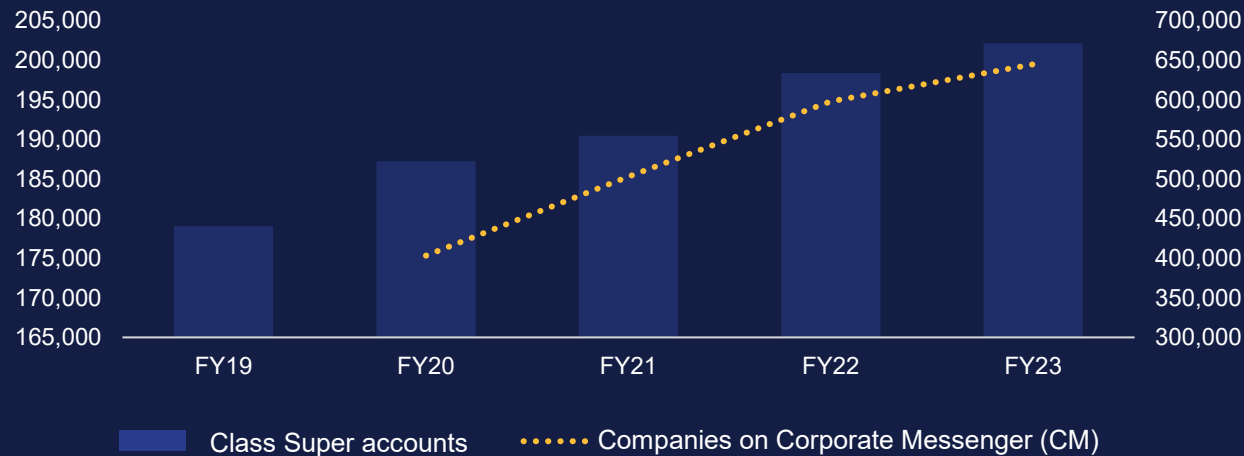
Institutional platform market share has decreased by 85.0% to 72.5% over the last five years³

Class - building momentum and positioned for growth

Growth in Class accounts

Class Super accounts

Companies on CM



→ Class SMSF market share 30.5% and ranked #2¹

→ More than 200K total Class accounts

→ More than 600K Companies on Corporate Messenger



Access to ~ 6,000 financial professionals providing opportunities to expand footprint across the Group



Continued focus on customer service excellence resulting in increased engagement and customer satisfaction



🏆 **Class - #1 SMSF Software provider**³

🏆 **Class - #1 customer satisfaction** amongst accountants (equal first)⁴

🏆 **NowInfinity - No.1 NPS & advocacy**⁴

1. Based on ATO quarterly SMSF data and Class No. of accounts as at 30 June 2023. Ranking based on this data together with HUB24 analysis.

2. For the 12 months ending 30 June 2023 using latest available ATO SMSF establishment data

3. SMSF Software Provider of the Year, SMSF Adviser Awards 2023

4. Investment Trends 2023 SMSF Accountant Report

Delivering on our sustainability objectives

Climate risks and opportunities
Determined carbon emission baselines

Business ethics and Integrity
Achieved 100% compliance

Customer experience
Achieved customer advocacy targets

Community contribution and Investment
Achieved community contribution targets

Employee engagement
Exceeded engagement benchmark

Diversity and Inclusion
Met Group gender targets

Data privacy and security
Met privacy and cybersecurity objectives

ESG Key Focus Areas

Our talented and growing team

870

FTE¹

86%

Dedicated to product innovation, technology, business development and customer service

74% ↑ 2%

HUB24 Group Employee Engagement²

Enhancing our employee value proposition to attract, retain and develop our people

- Focused on enhancing our employee brand and strengthening HUB24 as a great place to work
- Attracting talent through diverse channels including Graduate & Intern programs and STEM returners
- Investing in learning and development pathways to enhance capabilities at all levels
- Enabling a purpose-driven, diverse and inclusive high-performance culture supporting employee retention and advocacy

Our Values:



Integrity

Do the right thing



Collaboration

Act as one team, one company



Client Focus

Be easy to deal with



Excellence

Go above and beyond



Passion

Invest energy to make a difference



Innovation

Think big and outside the square



Strategy & Outlook



Leveraging Group capabilities to deliver on our strategy



Lead today

Delivering customer value and growth



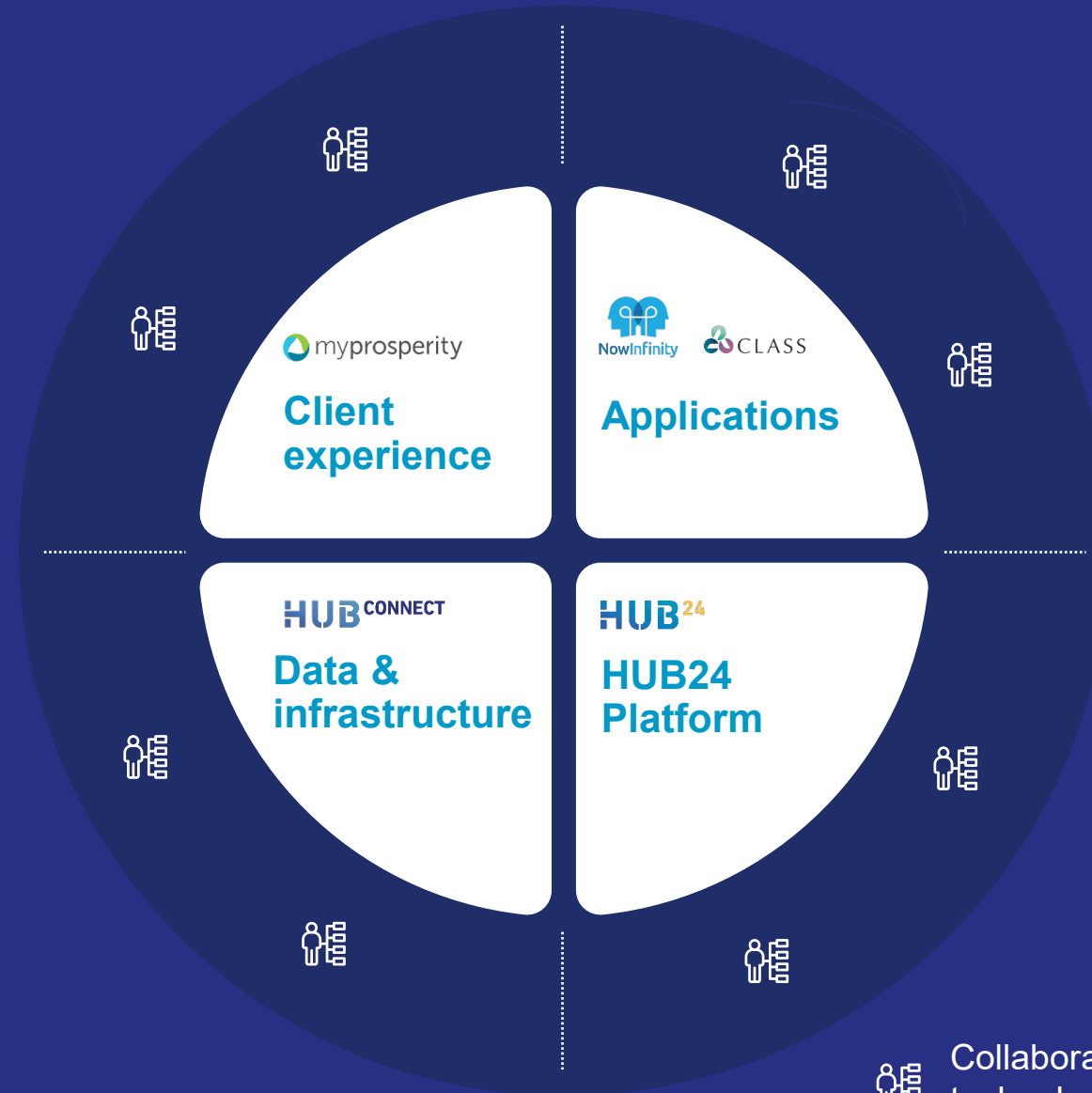
Create tomorrow

Continuing to build the platform of the future



Build together

Collaborating to shape the future of the wealth industry



Single view of wealth for advisers and their clients



One way of doing business incorporating custody & non custody



Efficient access to investment manager IP



Flexibility for advisers & Visibility for licensees



Reporting & insights for businesses



Collaborating with product, technology and service providers

HUB24 is well-positioned to support emerging industry trends



Specialist platforms are extending their lead while institutional platforms remain challenged



Demand for integrated technology solutions across the wealth ecosystem



Demand for advice is increasing however advisers are limited by compliance burden and capacity¹



Growth in SMSFs continuing, driven by increasing demand from Gen X and Millennials³



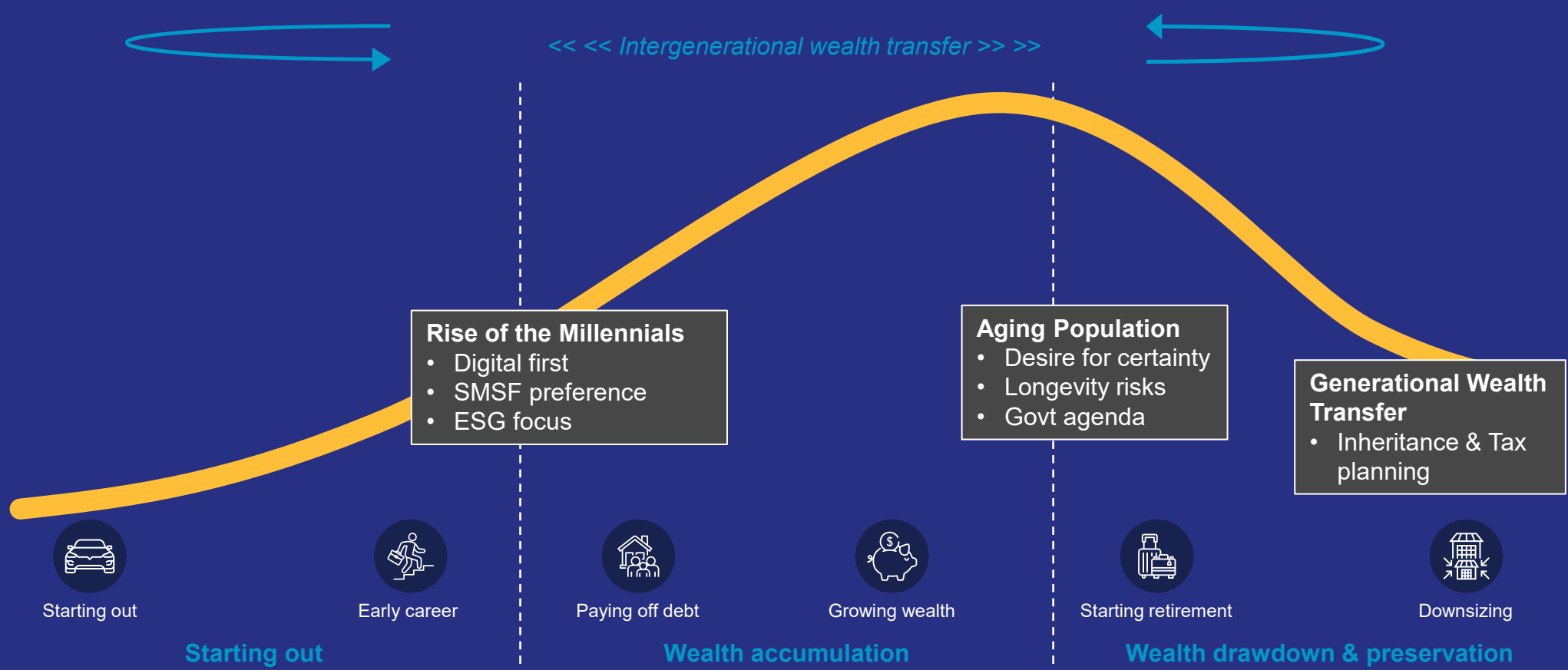
Outcomes of Quality of Advice Review to provide opportunities to **reduce regulatory burden on advisers**²



Licensee model shifting with new aggregators and disaggregation from institutions

Shifts in population and workforce driving wealth needs across the lifecycle

Customer balance and complexity



2021 ¹	Gen Z: 22% Pop 20% WF	Gen Y: 26% Pop 36% WF	Gen X & Boomers: 41% Pop 43% WF
2031 ¹	Gen Z: 24% Pop 32% WF	Gen Y: 24% Pop 40% WF	Gen X & Boomers: 33% Pop 27% WF

1. Population and workforce percentages by generation - Simon Kuestenmacher, based on data from ABS and Centre for Population

Delivered innovative products and solutions to extend our offer

Starting out and wealth accumulation



Demand for innovative solutions to support the client lifecycle.

HUB24 Discover

Designed in conjunction with portfolio managers, Discover provides a cost-effective, selection of managed portfolios to meet needs of clients with less complex needs.

Wealth drawdown and preservation



Traditional SMSF solutions seen as cost prohibitive for lower balance clients.

HUB24 SMSF Access

Leverages the combined capabilities of HUB24, Class and NowInfinity to provide a cost-effective, integrated SMSF establishment, administration & investment solution.



Increasing demand for solutions that deliver a sustainable retirement income.

AGILE

AGILE (Allianz Guarantee Income For Life), an innovative longevity product designed in collaboration with Allianz Retire+ to support the growth of clients' retirement assets and the delivery of a guaranteed retirement income stream. We

Secure online engagement

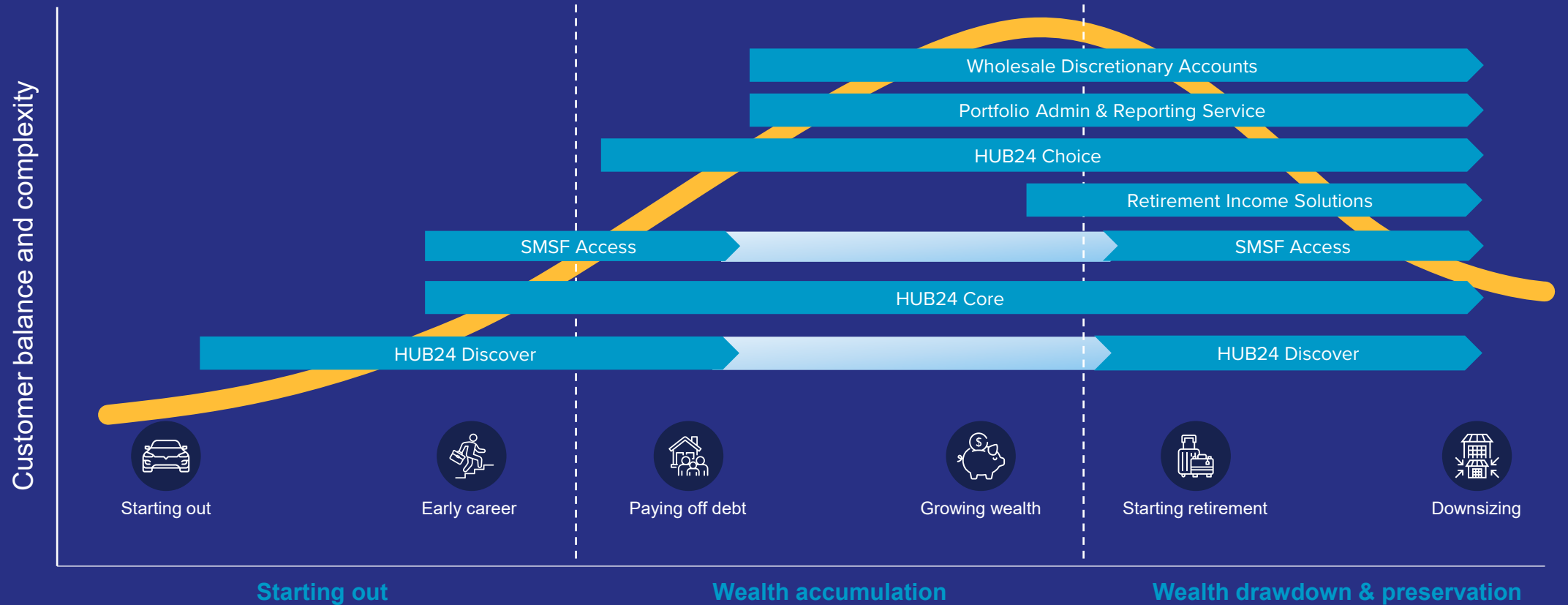


Increasing demand for secure online technology and single

myprosperity

Leading client portal technology connecting financial professionals and their clients that increases practice efficiency, provides single view of wealth and streamlines customer engagement.

Extending our reach across customer segments and meeting needs their across the lifecycle



HUB²⁴

CLASS

HUB^{CONNECT}

myprosperity

NowInfinity
A CLASS TECHNOLOGY COMPANY

Outlook – growth momentum delivering customer and shareholder value



Coherent strategy driving competitive advantage



Strong growth from existing & new relationships whilst evaluating strategic opportunities



Strong balance sheet & capital position, increasing profitability & financial results



Integrate Group capabilities to accelerate platform growth, extend leadership & access new markets



Platform FUA target (excluding PARS FUA)



\$92b-
\$100b
for FY25¹



Market leadership in our core propositions with ongoing product & service development



Delivering scale through investment in technology and operations



Enable industry transformation & advice delivery with technology & data solutions



Enhance customer experience including complete view of wealth & client portal capability

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. Past performance is not indicative of future performance.

Forward looking statements

This presentation contains certain forward-looking statements. The words 'anticipate', 'will', '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.