

# FUA growth of 24% drives a 25% increase in Revenue

## 1H26 financial result

ASX Release – 18 February 2026

Netwealth Group Limited (Netwealth), a leading provider of integrated platform, technology, and data solutions, is pleased to announce its 1H26 financial results.

### 1H26 highlights (comparison to 1H25; excluding FG expenses<sup>1</sup>)

- Record funds under administration (FUA) custodial inflows of \$16.4B for 1H26, an increase of 10.7%.
- Closing FUA of \$125.6B, 23.6% higher than the prior corresponding period (“PCP”). FUA was \$127.3B on the 16<sup>th</sup> February 2026 including FUA net flows of \$1.6B for the quarter.
- Total Income of \$193.8M, an increase of 24.7%.
- EBITDA<sup>2</sup> of \$96.7M, an increase of 23.9%, with an EBITDA margin<sup>2</sup> of 49.9%<sup>3</sup>.
- NPAT<sup>2</sup> of \$69.0M, an increase of 19.9%, and NPAT margin<sup>2</sup> of 35.6%.
- 100% fully franked interim dividend of 21.0 cents per share, an increase of 20%.

Commenting on the results, Matt Heine, CEO and Managing Director of Netwealth commented:

“Netwealth enters this half with strong momentum, continued business growth, and increasing traction across the market and a strong pipeline of new opportunities.”

“We have continued to invest in our technology, governance, data and product capabilities that underpinned the platform. We are seeing the benefits to our customers as they increase efficiency across their businesses and excited to be launching our new Private Wealth and individual HIN solution.”

“AI continues to play an important role in Netwealth’s broader strategy. The company views AI as an enabler that helps simplify workflows and ultimately will create further capacity. Over time, AI will help make financial advice more accessible and more personalised, supporting advisers as they work with a wider range of Australians.”

“The business has also benefited from continued positive momentum in the platform and superannuation markets, with recent independent data highlighting a shift toward technology forward, high service providers. This reinforces the company’s long held view that ongoing investment in technology delivers meaningful advantages for advisers and their clients. As larger institutions continue to work through the challenges of legacy systems, Netwealth’s ability to adapt and innovate remains a key differentiator. Netwealth has been recognised by

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<sup>1</sup>All commentary in this document is based on measures excluding the impact of FG expenses. See footnote 2 for explanation. A reconciliation is provided in both the accounts and the investor presentation.

<sup>2</sup>This excludes the impact of First Guardian expenses (“FG expenses”): a \$100.7M compensation payment and \$1.0M in associated legal and consulting fees (within Professional and insurance). These items, and their associated tax impact have been excluded to present the ongoing operating performance of the Group.

<sup>3</sup>Excluding the extraordinary gain from the reversal of contingent consideration on the acquisition of Flux, the EBITDA margin was 49.5%.

Investment Trends platform excellence awards, receiving Best in Transaction Tools, Best in Service (a new award) and Most Enhanced in 2025.”

## **1H26 financial performance (comparison to 1H25; excluding FG expenses<sup>1</sup>)**

Netwealth maintained its positive business momentum during the half, delivering strong growth across all key metrics including FUA, net flows, income, EBITDA margin and NPAT.

Platform Revenue grew \$38.2M, or 25.3% to \$189.0M for 1H26. The growth in the business saw Total Income increase \$38.4M, or 24.7% to \$193.8M for the half.

The strength of these results is demonstrated by the continued growth in Netwealth’s key business drivers. FUA custodial inflows were \$16.4B for the half, an increase of 10.7%. Total FUA ended the period at \$125.6B, up \$24.0B on PCP or 23.6%.

Growth was driven by a range of factors including a 13.7% increase in the number of accounts to 172,221, and an increase in the number of advisers to 4,089 which was an increase of 7.3%.

Average FUA per account increased by 11.4% to \$720K per account. FUA net flows were \$8.2B, compared to \$8.5B in the PCP. This included the outflow of two institutional accounts of \$0.4B. Managed Account net flows were \$3.4B for the half, an increase of 42.7%.

The average cash transaction account balance for the year grew by \$1.8B to \$7.5B, an increase of 29.7%, which represented 6.2% of custodial FUA.

Platform Revenue grew strongly during the period across all key revenue streams with increases of 36.5% in Ancillary fee income, 30.0% in Management fee income, 21.6% in Transaction fee income, and 15.8% in Administration fee income.

The revenue base also broadened with Ancillary fee income now representing 41.2% of Platform revenue, up 340bps, and Management fee income representing 6.3% of Platform revenue, up 20bps.

Strong revenue growth enabled strategic investment across the business to be brought forward as we accelerated a range of initiatives. Operating expenses grew at 25.5% or \$19.7M to \$97.1M on PCP, reflecting strategic investment in our people, product, security and technology capabilities to strengthen operational capacity and support longer-term growth opportunities.

The majority of this investment was in our people. Employee benefits expenses (inclusive of share-based payments) were \$66.5M, an increase of \$13.2M, or 24.8% with operational headcount reaching 791<sup>4</sup> at 31 December 2025, an increase of 127 or 19.1%.

Other expenses for 1H26 were \$30.6M, an increase of \$6.5M or 27.0%, primarily driven by technology related expenditure.

Overall, operating leverage was delivered in our Sales & Marketing (10bps), and General & Admin (10bps) functions. Together with the 30bps movement in EBITDA margin, these efficiencies were invested back into the business as planned, primarily within Delivery (20bps) and Product & Technology (30bps). Key investments included our individual HIN offering (technology investment and launch preparation), increased oversight and governance, and scaling of our technology function.

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<sup>4</sup> Operational headcount includes the indirect workforce provided by our technology partner in Vietnam.

We delivered strong EBITDA growth for the half of \$18.7M, up 23.9% to \$96.7M. Our EBITDA margin tracked in line with our FY26 outlook statements, at 49.9% for the half, compared to 50.2% in the PCP. The cash flow conversion ratio was strong at 99.7%, with pre-tax operating net cash flow for the half of \$96.5M.

NPAT was \$69.0M, up 19.9% or \$11.4M, and our NPAT margin was 35.6%, previously at 37.1%. Earnings per share was 28.1 cents, an increase of 20.5%.

During the half, we recognised a \$1.5M gain in Other Income, following the remeasurement of contingent consideration relating to the Flux acquisition. The PCP included a gain on revaluation of an investment of \$1.2M in Other Income.

The Board declared a fully franked interim dividend of 21.0 cents, an increase of 3.5 cents per share, up 20% on the PCP. The ex-dividend date is 4<sup>th</sup> March 2026, payable on the 26<sup>th</sup> March 2026.

There were two items that were deemed non-recurring in nature and were excluded from the earnings analysis. These items were:

- A charge of \$100.7M for compensation paid to members of the Netwealth Superannuation Master Fund who suffered loss through the collapse of the First Guardian Master Fund (First Guardian).
- A charge of \$1.0M for external legal and other professional fees in relation to First Guardian.

## 1H26 financial results highlights<sup>5</sup>

Financials	1H26	1H25	Change	% Change
Platform Revenue	189.0	150.8	38.2	25.3%
Other Income	4.8	4.6	0.2	5.2%
<b>Total Income</b>	<b>193.8</b>	<b>155.4</b>	<b>38.4</b>	<b>24.7%</b>
Employee Benefits Expenses	65.3	52.3	13.0	24.8%
Share Based Payment Expenses	1.2	1.0	0.2	25.7%
Other Costs & Expenses	30.6	24.1	6.5	27.0%
<b>Total Operating Expenses</b>	<b>97.1</b>	<b>77.4</b>	<b>19.7</b>	<b>25.5%</b>
<b>EBITDA</b>	<b>96.7</b>	<b>78.0</b>	<b>18.7</b>	<b>23.9%</b>
<b>EBITDA Margin %</b>	<b>49.9%</b>	<b>50.2%</b>	<b>(30 bps)</b>	<b>(0.6%)</b>
EBITDA exc. non-cash share-based payments	98.0	79.0	19.0	24.0%
EBITDA Margin exc. non-cash share-based payments %	50.5%	50.9%	(40 bps)	(0.8%)
Interest on leases	0.3	0.3	(0.0)	(12.3%)
Depreciation and amortisation	3.9	2.3	1.6	68.1%
<b>NPBT</b>	<b>92.5</b>	<b>75.4</b>	<b>17.1</b>	<b>22.7%</b>
Income tax expense	23.5	17.8	5.7	32.0%
<b>NPAT</b>	<b>69.0</b>	<b>57.6</b>	<b>11.4</b>	<b>19.9%</b>
Operating net cash flows before tax	96.5	75.3	21.2	28.1%

<sup>5</sup> Financials in this table excludes the impact of FG expenses: a \$100.7M compensation payment and \$1.0M in associated legal and consulting fees (within Professional and insurance). These items, and their associated tax impact have been excluded to present the ongoing operating performance of the Group.

Earnings per share (EPS) (cents)	28.1	23.4	4.7	20.5%
Dividend per share (DPS) (cents)	21.0	17.5	3.5	20.0%
Capitalised software	4.1	2.5	1.6	67.7%

\$'M unless otherwise stated

## 1H26 business results highlights (comparisons to 1H25, unless otherwise stated)

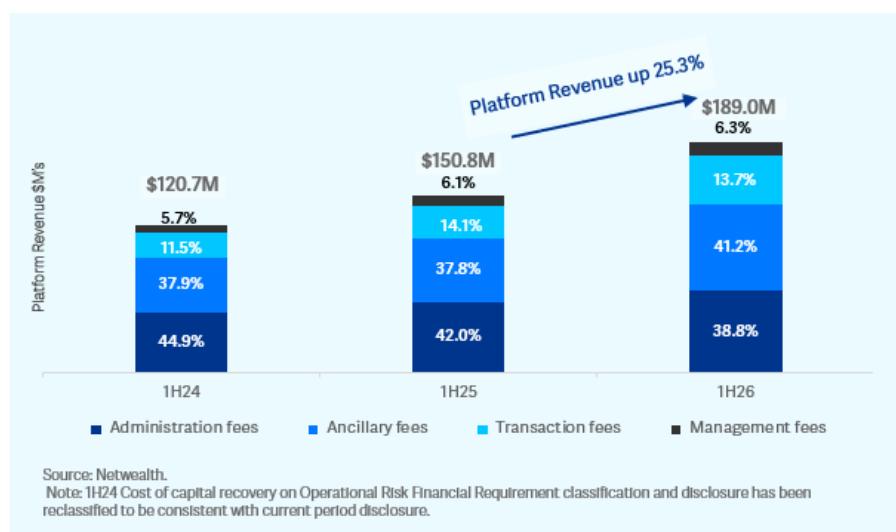
Platform statistics	1H26	1H25	Change	% Change
<b>Funds Under Administration (FUA)</b>				
FUA – Custodial	124,421	100,878	23,543	23.3%
FUA - Non-custodial	1,137	694	443	63.7%
<b>Total FUA</b>	<b>125,558</b>	<b>101,572</b>	<b>23,986</b>	<b>23.6%</b>
FUA – Custodial fee paying FUA % (EOP)	59.4%	61.1%	(170 bps)	-
FUA Inflows – Custodial	16,358	14,783	1,575	10.7%
FUA Outflows - Custodial	(8,284)	(6,486)	(1,798)	(27.7%)
FUA Net flows Custodial	8,073	8,297	(224)	(2.7%)
FUA Net flows - Non-custodial	167	187	(20)	(10.6%)
<b>Total FUA Net flows</b>	<b>8,240</b>	<b>8,484</b>	<b>(244)</b>	<b>(2.9%)</b>
<i>Total FUA Net flows (ex-pension payment)</i>	<i>8,932</i>	<i>9,008</i>	<i>(76)</i>	<i>(0.8%)</i>
<b>Funds Under Management (FUM)</b>				
Managed Account	27,470	20,771	6,699	32.3%
Managed Funds	3,900	3,243	657	20.2%
<b>Total FUM</b>	<b>31,370</b>	<b>24,014</b>	<b>7,356</b>	<b>30.6%</b>
Net flows – Managed Account	3,370	2,362	1,008	42.7%
Net flows - Managed Funds	341	258	83	32.5%
<b>Total FUM Net flows</b>	<b>3,711</b>	<b>2,619</b>	<b>1,092</b>	<b>41.7%</b>
Accounts EOP (number)	172,221	151,437	20,784	13.7%
Financial intermediaries EOP (number)	4,089	3,811	278	7.3%
Cash transaction account as a % of custodial FUA (EOP)	5.6%	5.5%	10 bps	-
Annualised Platform Revenue /average FUA (bps)	31.1	31.4	(0.3)	(1.0%)
Annualised Platform Revenue /avg no. of Accounts (\$)	2,241	2,032	209	10.3%
Average FUA/average number of Accounts ('000)	720	647	73	11.4%
Annualised EBITDA/average FUA (bps)	15.9	16.3	(0.4)	(2.5%)
<b>Market Movement</b>				
Market movement FUA - Custodial	4,477	5,027	(550)	(10.9%)
Market movement FUA - Non-custodial	55	59	(4)	(6.4%)
<b>Total FUA market movement</b>	<b>4,532</b>	<b>5,086</b>	<b>(554)</b>	<b>(10.9%)</b>
<b>Total FUM market movement</b>	<b>644</b>	<b>910</b>	<b>(266)</b>	<b>(29.2%)</b>

\$'M unless otherwise stated

EOP end of period

- FUA at 31 December 2025 was \$125.6B. FUA increased by \$24.0B or 23.6% from 31 December 2024.
- FUA custodial inflows were \$16.4B for the half ended 31 December 2025, an increase of \$1.6B or 10.7% on PCP.
- FUA net flows were \$8.2B for 1H26. Compared to this, the PCP was 2.9% higher. 1H26 included custodial outflows of \$0.4B relating to two wholesale accounts.
- Managed Account net flows were \$3.4B in the half, an increase of 42.7% on PCP. Managed Account funds under management (FUM) were \$27.5B, an increase of 32.3% on PCP.
- Total FUM net flows were \$3.7B, an increase of 41.7%. Total FUM closed the period at \$31.4B, an increase of 30.6%.
- The Netwealth cash transaction account average balance for 1H26 was \$7.5B up 29.7% from \$5.7B. The average balance for 1H26 was 6.2% of custodial FUA. This was 6.1% for 1H25.
- There were 172,221 client accounts at 31 December 2025, an increase of 13.7% or 20,784 on PCP. This is the first time more than 20,000 accounts have been added over a 12-month period.
- Similarly, there were 4,089 Financial Intermediaries at 31 December 2025, an increase of 7.3%.

#### Platform Revenue split 1H24 to 1H26



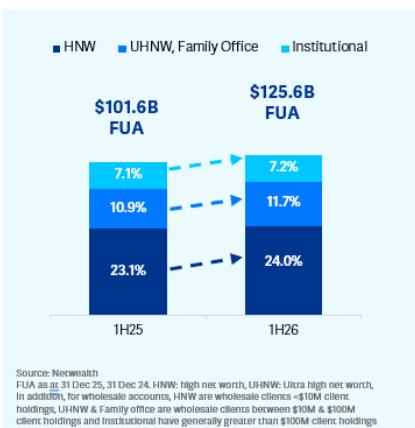
- Platform revenue increased 25.3% to \$189.0M on PCP. All fee types grew in absolute value. Ancillary, management, and transaction fees continue to diversify the revenue base. Administration fees grew 15.8% and is now 38.8% of platform revenue, down from 42.0% on PCP. This reflects the impact of tiered administration fees and fee caps on the large positive market movement and institutional net flows.
- The annualised earn rate (of Platform Revenue to average FUA) was 31.1 bps, 0.3 bps lower than 1H25.

- Revenue mix continued to broaden out, supporting a relatively stable earn rate.
- The business maintained its broad-based growth across customer segments and product types.
- Annualised platform Revenue per average number of accounts was \$2,241, an increase of \$209 per account, or 10.3% on PCP. The average FUA per average number of accounts was \$720K, an increase of \$73K per account or 11.4%.
- Wholesale customers within the Institutional, UHNW and Family Office segments accounted for 18.9% of FUA at 31 December 2025, an increase of 90 bps from 18.0%.
- Growth in new or relaunched products targeting both Emerging and Mass Affluent, as well as UHNW and Family Office customers:
  - Accelerator Core product net flows of \$493M, a 10% increase on 1H25; and
  - Non-custodial FUA of \$1.1B at 31 December 2025, an increase of \$443M or 63.7%. Non-custodial FUA net flows of \$167M, compared to \$187M in 1H25.

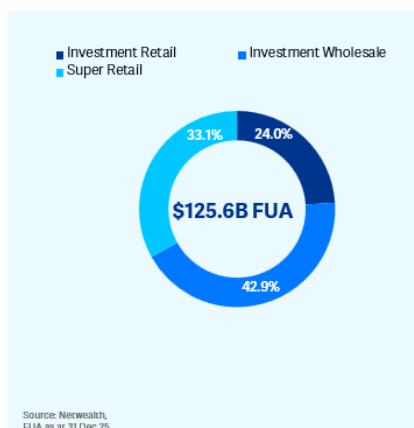
### Annualised Platform Revenue / average FUA (bps)



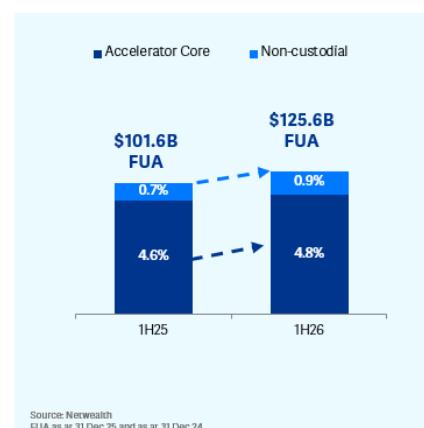
#### Expansion of high-value customer segments



#### FUA by client type



#### Growth In new products targeting Emerging and Affluent and UHNW customers



Source: Netwealth. FUA as at 31 December 25, 31 December 24. HNW: high net worth, UHNW: Ultra high net worth, In addition, for wholesale accounts, HNW are wholesale clients <\$10M client holdings, UHNW & Family office are wholesale clients between \$10M & \$100M client holdings and Institutional have generally greater than \$100M client holdings

## Industry composition shifts

Netwealth continues to capitalise on the significant opportunity arising from the structural shifts in the industry. In the most recent Plan for Life industry analysis to 30 September 2025, Netwealth had the second highest platform 12-month net funds flows, increasing market share by 12.2% (100 bps) to 9.2% for the period. Specialist platform providers including Netwealth are increasing market share against the legacy platforms, who are declining but still hold 54.3% of market share, down from 55.8% 12 months earlier.

APRA industry data also highlights the trend in competitive outflows from industry superannuation funds to retail platforms as member balances grow and investors seek tailored advice specific to their needs. Netwealth received the second highest inflow reflecting structural shifts driven by increasingly complex financial needs with adviser-led flows benefiting platforms as advisers seek to personalise service and advice at scale.

## Progress against key strategic objectives

- Netwealth's Individual HIN solution is now available in market via a soft launch. This solution targets a large market opportunity and enables brokers to deliver a true whole-of-wealth offering by integrating individually held assets within the Netwealth platform. The solution provides consolidated reporting, a seamless digital experience, access to a broad range of investment options, flexible trade execution, while allowing brokers to operate with a single technology and administrative partner, improving efficiency and client outcomes. Netwealth has commenced onboarding its first client and an attractive pipeline is developing.
- The launch of Netwealth Private, a new service designed for the specific needs of HNW and UHNW clients and the firms that support them, is on track and will be available this quarter for select advice groups.
- During the half, Netwealth announced a strategic partnership with FinClear, Australia's leading financial market infrastructure provider which enables Netwealth to provide individual HIN data and trading access to investors and wealth professionals. The new service will strengthen support for existing clients whilst enabling further expansion into the broker market
- Our Unify solution continues to expand its integration capabilities across 30+enterprise and specialist providers, connecting wealth, mortgage, accounting and CRM systems to streamline adviser operations.
- Netwealth is uniquely positioned to drive further adviser efficiency and intelligence across products and service that leverage data, technology and connectivity in a heavily regulated Market
- A fully digital IDPS account opening capability was launched to drive adviser efficiency in addition to an automated super to pension transfer tool, reducing processing time and improving client outcomes
- Our ongoing focus and investment in our culture and workplace has seen Netwealth recognised as one of the best workplaces in Australia<sup>6</sup>. This award recognises companies that demonstrate commitment to fostering inclusive cultures, where employees feel heard, valued, and empowered to contribute meaningfully to their success

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<sup>6</sup> <https://greatplacetowork.com.au/best-places-in-australia-2025/>

- We established a new program of work “Reviewing Investment Standards and Excellence” (RISE) to uplift investment governance standards to meet the requirements of APRA and evolving regulatory expectations.

Separately, Netwealth is well positioned to be a long-term beneficiary of AI and the broader market shifts it's expected to accelerate. We anticipate generating efficiency gains and product innovation opportunities from AI that align directly with our strategy to broaden our revenue base and serve a significantly under-advised Australian market. We also expect to benefit from our proprietary data assets, strong and increasing regulatory moats, embedded culture of innovation to drive organic growth, and our focus on the complex needs of the HNW and UHNW segments.

## **Focus on client needs through differentiation and capability**

During 1H26, Netwealth delivered new capability and functionality to our clients and members and remains focused on our longer term strategy to support advisers, growing our client base and implementing product innovation to support existing and adjacent markets. Initiatives undertaken include:

### **Capacity Creation:**

- Trading Solutions: Consolidation of order management for managed funds, domestic and international trading;
- Managed Account uplift: New managed account infrastructure launched to support scale and new capability
- Snowflake migration: Large scale data transition to the cloud providing significant performance, scale and accessibility benefits;
- AI Adoption: Broad usage across our technology, product, operations and customer support teams;
- “Below the line” investment: Focus on core technology enabling increased scale, automation, and efficiency.

### **Increase the provision of advice for affluent clients:**

- Reporting: Continuous rollout of new reporting features and enhanced customisation options;
- Client Onboarding: Straight through process onboarding and application process for advisers and clients, improving efficiency significantly;
- Asset Research & Compare functionality: Enhanced investment research tools covering Domestic and International equities, Managed Funds and Private Markets;
- Unify: Continued integration of Unify, Netwealth’s data management, analytics, reporting, and systems integration platform; and
- Client Portal: Ongoing investment in client engagement and eco system.

### **Accelerate share of private wealth and broking:**

- Netwealth Private: Designed for UHNW clients, underpinned by whole of wealth functionality, to meet their sophisticated needs;
- Individual HIN: Broker offering enabling clients to retain direct ownership of domestic equities;

- Private Market Offerings: ongoing identification and administration of offerings for UHNW clients;
- Bond Trade Capability: Enhancing trading options for bonds and structured products via trading desk; and
- Asset Research & Compare Fund Refresh: Enhanced research tools for advisers and clients in the private wealth segment.

In addition to the above, today Netwealth provided an update on the soft launch of our broker solution, announcing the onboarding of our first clients.

## Commentary and outlook

Strong momentum was evident in the business as demonstrated by growth in the following metrics:

- FUA, FUA inflows, and FUA net flows;
- Conversion rates across all customer segments;
- New adviser and licensee relationships;
- Additional accounts opened; and
- Our new business pipeline of attractive existing and emerging opportunities.

Building on our strong 1H26 performance and opportunity pipeline, we will continue with our initiatives to invest in our people, product innovation, security infrastructure and technology capabilities. These strategic investments position us to capitalise on current market opportunities and deliver on our recent market wins, meet our customer and member needs and drive ongoing sustainable business growth and returns.

Our ongoing focus is to build capability and functionality that:

- Reduces reliance on third party systems by building internal capabilities for core platform functions and refresh our technology infrastructure;
- Increases market share of the affluent advice market, by delivering new capabilities that enhance adviser productivity and improve client engagement; and
- Increases market share of the private wealth and broker segments, by expanding wholesale distribution to institutional clients, UHNW investors and family offices, and adding individual HIN services and Netwealth Private into our offering.
- Supports an intelligent and AI future powered by our data and infrastructure

This will see ongoing investment across the business, with a clear focus on our Product and Technology capability.

Consequently, we reiterate our guidance for FY26 and we expect (subject to normal market and trading conditions and assumes no material adverse changes in market sentiment, economic conditions, or regulatory environment):

- FUA net flows to not differ materially from FY25;
- EBITDA margin (excluding FG expenses) of approximately 49%;
- Investment in capitalised software of approximately \$12M; and
- FY26 final dividend to be based on FY26 earnings (excluding FG expenses).

We expect momentum to continue in FY27, with existing advisers and licensees expected to benefit from strong demographic tailwinds, AI and process automation, in addition to opportunities commencing in the broker segment.

Netwealth is in a strong financial position:

- Highly profitable, with strong EBITDA margin (excluding FG expenses);
- Strong correlation between EBITDA (excluding FG expenses) and operating cash flow, resulting in strong cash generation;

- Very high levels of predictable recurring and diversified revenue streams;
- Low capital expenditure, strong cash reserves; and
- A strong balance sheet.

## About Netwealth

Netwealth is a financial services company listed on the Australian Securities Exchange (ASX: NWL). Netwealth was created with an entrepreneurial spirit to challenge the conventions of Australia's financial services.

We are a technology company, a superannuation fund trustee, and an administration business. Above all we exist to inspire people to see wealth differently and discover a brighter future.

Founded in 1999, Netwealth is one of the fastest growing wealth management businesses in Australia.

Our financial products and services include:

- superannuation including accumulation and retirement income products;
- investor directed portfolio services for self-managed super and non-super investments;
- managed accounts;
- managed funds;
- self-managed superannuation fund administration services; and
- non-custodial administration and reporting services.

Netwealth's digital platform supports how our financial products are delivered to market. Financial intermediaries and clients have the ability to invest and manage a variety of domestic and international products via the platform.

The platform is created, developed, and sustained by our technology team. It is continually enhanced based on feedback from financial intermediaries, clients, and other users and is widely acknowledged for its industry-leading capabilities.

To enable the effective operation of our financial products and technology platform, Netwealth invests heavily in its people and resources for support, custodial and non-custodial services, and risk management and governance.

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This document has been authorised for release by the Board.

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