

June 2021 Quarterly business update

ASX Release – 8 July 2021

Record annual net inflows of \$9.8 billion as FUA exceeds \$47 billion

Quarterly highlights

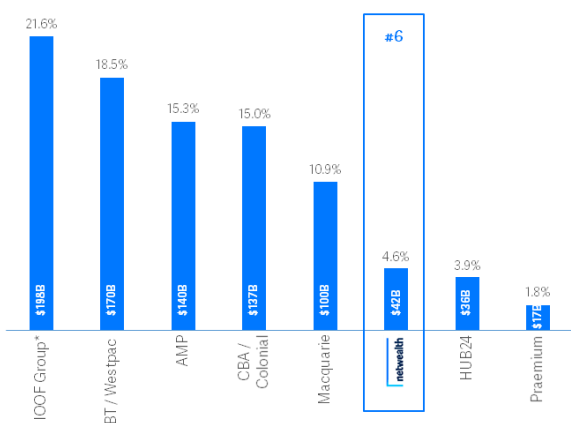
- Funds Under Administration (FUA) at 30 June 2021 of \$47.1 billion, an increase of \$5.3 billion (12.7% increase) for the June quarter including market movement of \$2.2 billion and an increase of \$15.6 billion (49.6% increase) to PCP¹ including positive market movement of \$5.8 billion.
- FUA net inflows of \$3.1 billion for the June quarter, an increase of 102% to PCP.
- Funds Under Management (FUM) at 30 June 2021 of \$11.7 billion, an increase of \$1.2 billion (11.9% increase) for the June quarter and an increase of \$4.5 billion (61.4% increase) to PCP.
- FUM net inflows of \$0.8 billion for the June quarter, includes \$0.7 billion Managed Account net inflows.
- Managed Account balance of \$9.8 billion at 30 June 2021, an increase of \$4.0 billion (69.7% increase) to PCP.
- In the *Investment Trends, June 2021 Planner Technology Report* Netwealth retained its number 1 rating in the industry for overall satisfaction among primary users for the ninth year in a row.
- In May 2021 the Netwealth Super Accelerator product won *Chantwest Best Advised Product of the year* for the 4th year in a row.

1. PCP: prior comparative period June 2020 quarter

Platform growth and performance

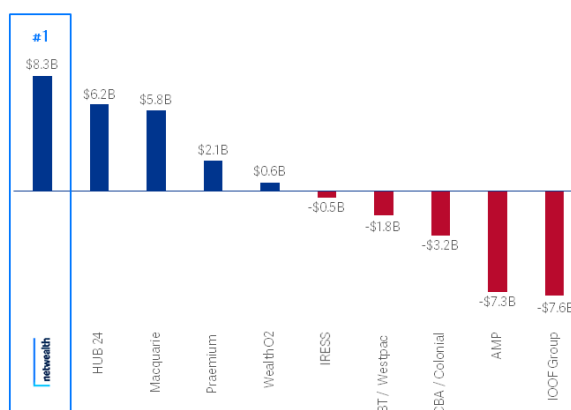
- Netwealth continued to lead the industry for FUA net inflows, as reported in the *Plan for Life* March 2021 quarter platform market update, recording for the thirteenth consecutive quarter the largest FUA net inflows of \$8.3 billion for the 12-month rolling period to 31 March 2021.
- Netwealth also achieved the largest quarterly FUA net inflows of \$2.3 billion for the March 2021 quarter.
- Netwealth's market share increased to 4.6% at 31 March 2021 up 1.0% for the 12 months to 31 March 2021.
- Netwealth is the 6th largest and the fastest growing platform provider by net funds flows in Australia.

Platform providers by FUA market share
% market share (Mar 2021)



Source: Plan For Life, Analysis of Wrap, Platform and Master Trust Managed Funds as at Mar 2021
Total industry retail FUA of \$915.4B (as at Mar 2021)
*IOOF Group includes acquisition of MLC, HUB 24 Includes acquisition of Xplore Wealth

Platform provider net funds flows
\$Billions (12 months to Mar 2021)

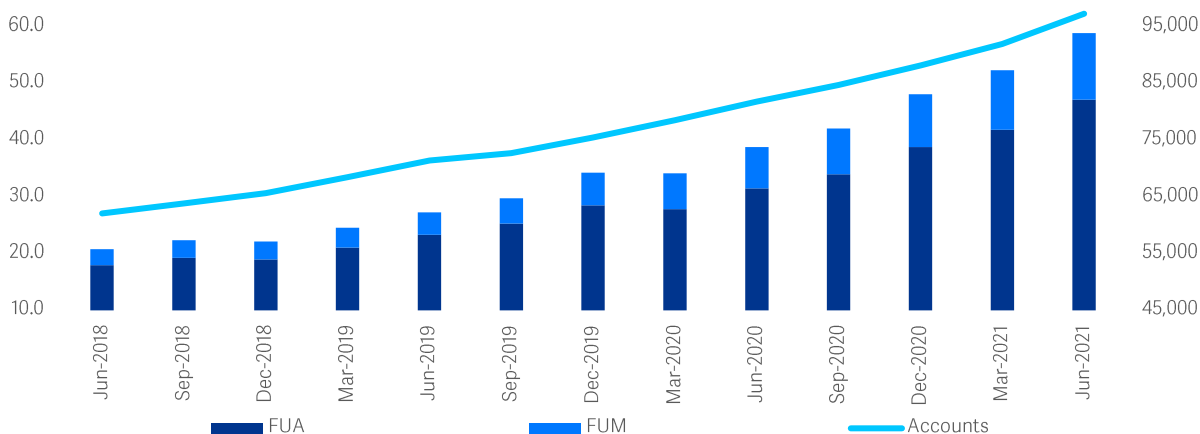


Source: Plan For Life, Analysis of Wrap, Platform and Master Trust Managed Funds as at Mar 2021
Total net flows of +\$1.6B (Not included above: Others of -\$1.0B)
*IOOF Group includes acquisition of MLC, HUB 24 Includes acquisition of Xplore Wealth

Growth in FUA, FUM & Accounts

\$ Billions

Number of accounts



Source: Netwealth

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Quarterly platform statistics

	Jun-2020	Sep-2020	Dec-2020	Mar-2021	Jun-2021	Growth*
Funds Under Administration						
Funds Under Administration	31,502	34,023	38,799	41,840	47,138	49.6%
Fee Paying FUA %	63.1%	64.1%	63.4%	66.4%	65.6%	
FUA net inflows	1,525	1,912	2,556	2,266	3,077	107.0%
Market movement	2,101	609	2,220	775	2,221	
Funds Under Management						
Managed Account	5,795	6,511	7,603	8,730	9,835	69.7%
Managed Funds	1,483	1,551	1,711	1,768	1,911	28.9%
Total FUM	7,277	8,061	9,315	10,499	11,746	61.4%
Managed Account net inflows	393	676	659	889	741	88.2%
Managed Funds net inflows	128	121	74	32	56	(56.3%)
FUM net inflows	521	797	733	921	796	52.8%
Accounts (number)	81,804	84,734	88,189	92,008	97,319	19.0%

All figures in \$millions unless otherwise stated

All figures provided are unaudited & net flows do not include market movement

* Growth is the percentage increase on prior year corresponding quarter

- The balance of the Netwealth Cash transaction account was 6.9% of FUA at 30 June 2021.
- The percentage of fee paying FUA was 65.6% at 30 June 2021, a decrease of 0.7% for the quarter, primarily due to positive market movement.
- FUA net inflows were well diversified with the largest licensee accounting for approximately 12% of the quarterly net inflows.
- Member accounts at 30 June 2021 are 97,319, an increase of 5,311 accounts (5.8% increase) for the quarter.

About Netwealth

Netwealth is a financial services company listed on the Australian Stock 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.

We are rated No.1 by our clients for providing exceptional service*.

Our financial products are:

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

Netwealth's digital platform supports how our financial products are delivered to market. For instance, via the platform, financial intermediaries and clients can invest and manage a wide array of domestic and international products.

The platform is built, developed and maintained by Netwealth's technology team. It is continuously enhanced using feedback from financial intermediaries, clients and other users and receives wide industry recognition as having market-leading functionality.

Supporting our financial products and technology platform is a significant investment in our people and resources to administer support, risk and governance and our custodial services.

This document has been authorised for release by CFO and Company Secretary, Mr Grant Boyle.

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*Investment Trends June 2021 Adviser Technology Needs Report.