FY24 Full Year Results

20 August 2024

EHUB²⁴

Empowering better financial futures, together

Overview

- 1. Highlights & operating review

 Andrew Alcock, Managing Director
- **2. Financial results** *Kitrina Shanahan, Chief Financial Officer*
- 3. Strategy & outlook

 Andrew Alcock, Managing Director





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Highlights & operating review

Andrew Alcock

CEO & Managing Director

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



Australia's best platform¹



#1 for annual platform and retail superannuation net inflows^{2,3}



#2 net inflows across all super funds from member switching incl industry funds³



#1 managed accounts capability1



SMSF Software provider of the year⁴



#2 SMSF software market share⁵



#2 market share for corporate compliance software⁶



Leading client portal solution







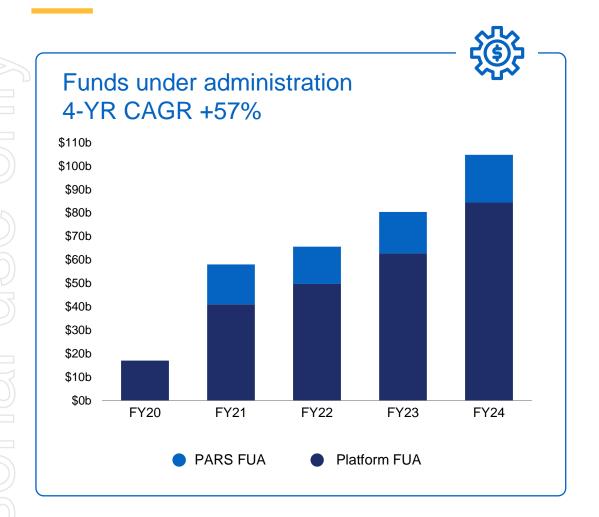


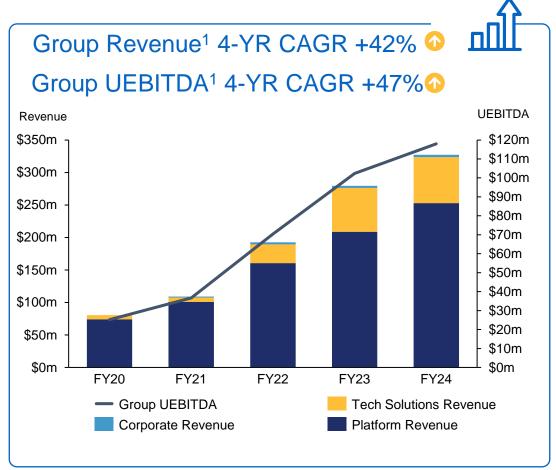




- 1. Investment Trends Platform Competitive Analysis and Benchmarking Report 2023
- HUB24 ranked first for quarterly and annual platform net inflows. Latest available data, Strategic Insights Master Trusts, Platforms & Wraps, March 2024. Excludes the migration
- 3. The Conexus Institute, State of super 2024 report. Rankings based on FY23 and include all APRA regulated superannuation funds. Switching refers to member fund-switching
- Market share based on ATO SMSF statistics. As at 31 March 2024

Consistently delivering growth and shareholder value





FY24 financial highlights¹



\$47.2m Statutory Up 24% **NPAT** Underlying \$67.8m Up 15% NPAT² Final 19.5cps Up 5% Dividend Fully franked⁵ **Underlying** 81.1cps

Total FUA \$104.7b

30%

Platform FUA

\$84.4b³

35%

\$87.1b as at 14 Aug 2024⁴

PARS FUA \$20.3b

15%



Comparisons are from FY23, unless stated otherwise

(diluted)

EPS

HUB24's preferred (non-IFRS) measure which is used to assess the operating performance of the business Underlying NPAT represents Net Profit After Tax excluding notable items. See the HUB24 Analyst & Investor Pack for a reconciliation

FUA includes \$5.9 billion positive market movements for the twelve months to 30 June 2024

Total FY24 Dividend, is 38.0 cents, an increase of 17% on FY23

FY24 business highlights



- #1 Platform across major adviser & industry surveys2
- Completion of large, complex client migrations and the integration program for Xplore Wealth
- Strong growth of NowInfinity supporting more customers with corporate compliance
- Commenced rollout of significant enhancements for Class customers
- myprosperity offer launched for national advice networks
- Strengthened our data infrastructure and security to enable our strategy and support our customers



Launched **new products** and solutions to meet evolving client needs, including:

- Discover, a cost-effective solution designed for clients with less complex needs
- Pilot for enhanced HNW offer with integrated non-custody admin & reporting
- Leading reporting feature HUB24 Present enhanced to enable personalised client reports
- AGILE new innovative longevity solution added to HUB24 platform

Consolidating our position as Australia's Best Platform



2023 Platform Competitive Analysis and Benchmarking Report

Best Platform Overall

HUB24

#1 Best Overall Platform¹ 2 years running

#1 Best Platform Managed Accounts Functionality¹

- #1 Best Mobile Platform¹
- #1 Best Reporting¹
- #1 Best Online Business Management¹



2024 Adviser Technology Needs Report

Overall satisfaction: Wrap Platform

HUB24

#1 Overall Satisfaction Wrap Platforms²

#1 Platform advocacy²

- #1 NPS for platform users²
- #1 Tax Optimisation tools²
- #1 Contact Centre Support²
- #1 Practice Management Reporting²
- #1 Regulatory Support Tools²
- #1 Online Transaction Capabilities²
- #1 Demonstrating Client Value²
- #1 Range of investment Options²



- Overall Best Advice Platform³
- Overall Satisfaction³
- Best Adviser Experience³
- Best Client Experience³
- Ease of Onboarding³
- Best Investment Options³
- Best Online/Call Centre Support³
- Best BDM Support³



- #1 Overall Satisfaction⁴
- #1 Platform Offering⁴
- #1 BDM Support⁴
- #1 Reporting & Communication⁴
- #1 IT/Web functionality⁴
- #1 Brand Image and Reputation⁴

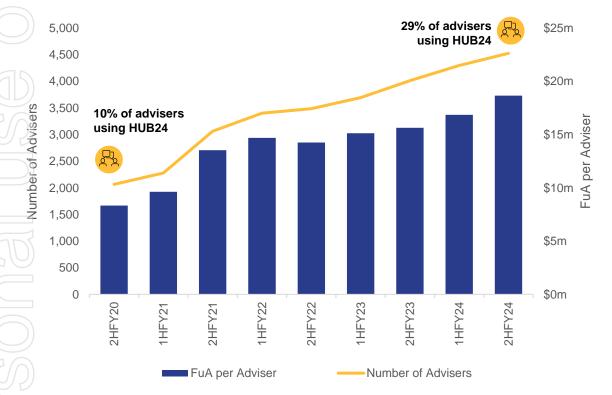


SMSF Advice Platform of the Year⁵

Growing adviser base supporting net flows and market share gains

Advisers 4-YR CAGR +22% 29% of advisers use HUB24¹

Advisers using HUB24 and FUA per adviser¹



Market share increased from ~2% to ~7% over last 4 years²
#1 organic market share gains over last 12 months²

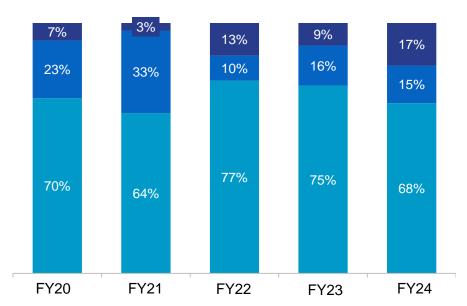




Significant growth opportunity from existing and new advisers

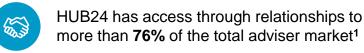
Net inflows from new and existing advisers

Composition of net inflows by tenure of adviser relationship



- New Licensee Relationship
- Existing Licensee but new Adviser relationship
- Existing Licensee and existing Adviser relationship

Latent opportunity





- Active advisers using HUB24¹ (29% of market)
- Advisers covered by a HUB24 distribution agreement who are not using the platform (47% of the market)¹

FUA per adviser at FY24 was \$19m, up from \$8m in FY20³

Industry average FUA per adviser estimated to be \$70m per adviser, providing further opportunity for growth³

10% of advisers using the platform at FY24 have more than \$50m FUA on HUB24, up from 8% in FY23

New adviser relationships deliver transition/flow benefits for up to 6 years⁴



^{1.} Share of market based on HUB24 internal analysis, ASIC Financial Adviser Register as at 8 August 2024 and Adviser Ratings Musical Chairs Q1 2024. Includes access to private label products

^{2.} Adviser Ratings Musical Chairs 1Q 2024. As at 31 March 2024
3. Industry average per adviser as at 31 March 2024 based on total platform market and total number of advisers. Plan for Life Master Trusts, Platforms & Wraps data, March 2024. Adviser Ratings Adviser Musical Chairs Report 1Q 2024

myprosperity

Leading, secure client portal technology enabling collaboration between financial professionals, enhancing productivity and customer experience



~75k households¹

+12k households in FY24

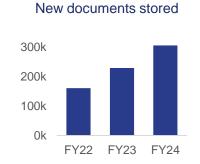


497 wealth practices+57 practices in FY24

Increased engagement and usage as value proposition resonates with financial professionals











Continued growth in new users and opportunity pipeline



Enterprise offer launched with strong demand - two agreements now signed with large national advice networks providing opportunity to access >1,800 advisers



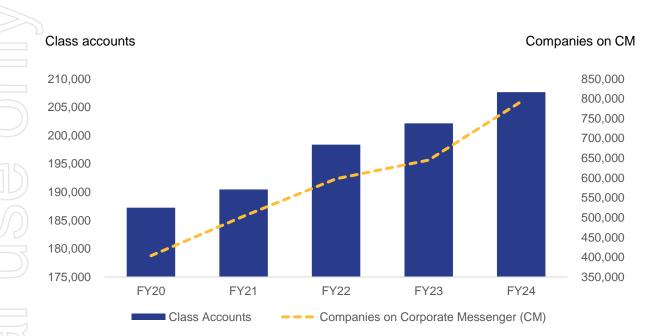
Class client portal powered by myprosperity in development with rollout commencing in FY25



Opportunities to unlock further value by leveraging myprosperity's capabilities to create an ecosystem for financial professionals and create 'whole of wealth' view

1. myprosperity internal data as at 30 June 2024

Class and NowInfinity – consistent growth and customer advocacy



Class SMSF market share 30.7% and growing at 1.5x system¹ More than 207,000 total Class accounts

More than 792,000 Companies on Corporate Messenger and growing at 2.0x system²





Investing in program of significant enhancements to deliver efficiency & enhanced capabilities for SMSFs including direct registry and document feeds



New Class client interface leveraging myprosperity capability in development for delivery FY25



Strong customer value proposition and service excellence resulting in increased customer satisfaction³



Class Super - SMSF Software Provider of the Year³



Enhancing our culture and engaging our people



893

FTE at 30 June 2024



76% Top quartile¹

HUB24 Group Employee Engagement¹



Top 10 Best Places to Work

In 2024 AFR Boss Awards²





Endorsed employer of choice for women

By Work180³



3. HUB24 endorsed by Work180 as employer for all women

Strengthening our employee value proposition for ongoing success

Developing our diverse and inclusive culture, supported by new Group values

Continuing to enhance our employee value proposition to attract, retain and develop our people

Expanding our graduate and intern programs and increasing focus on early career professionals

Increased investment in learning and development to enhance capabilities and increase internal career progression

New HUB24 Group Values

Aligning our teams and supporting a high-performance culture





Enable our clients





Succeed as one



Deliver with integrity

Building a sustainable business



Working with industry experts to prepare for new sustainability reporting standards¹



Committed to United Nations Global Compact to align to UN Sustainable Development Goals



Delivered digitisation & innovation initiatives supporting industry scalability



Supporting a diverse and inclusive workplace and achieved gender diversity targets



Increased employee engagement to 76%



Established carbon emissions roadmap towards net zero by 2030²



Contributed to range of community initiatives to empower better financial futures

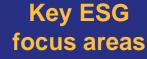


Continued to invest in data privacy and cybersecurity

















The ISSB issued its first two sustainability reporting standards on 26 June 2023. HUB24 expects to adopt the new standards, IFRS S1 and S2, for the year ended 30 June 2027 (1 July 2026 to 30 June 2027 or FY27).

Our Sustainability Report will be incorporated into our Annual Report from FY27.



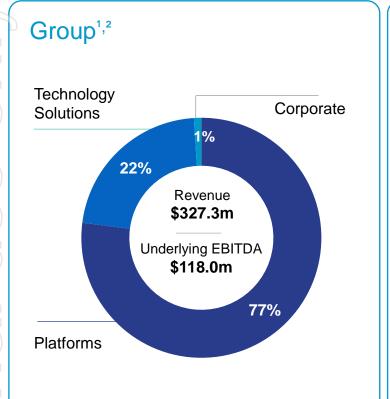
Financial results

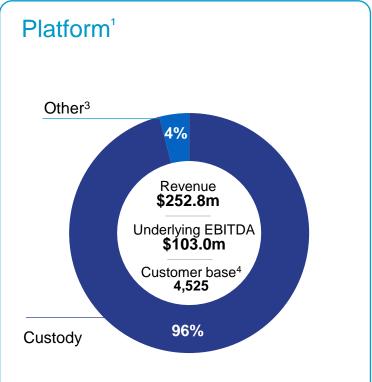
Kitrina Shanahan

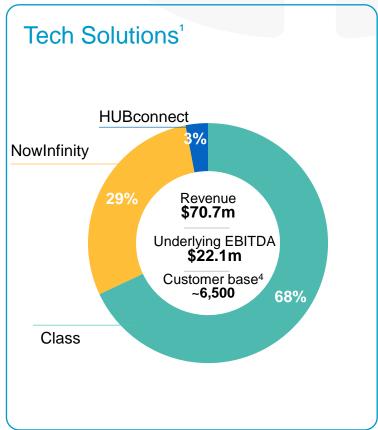
Chief Financial Officer

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Group snapshot as at 30 June 2024¹









The percentages in graphs represent the revenue as a % of total.

^{2.} Per the Financial Report and Analyst and Investor Pack, Class is included in the Tech Solutions segment.

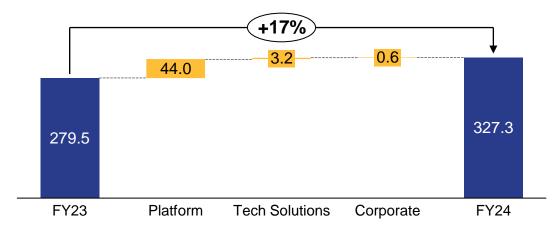
[.] Other includes Non-custody and myprosperity revenue.

HUB24 customer base represents Financial Advisers as at 30 June 2024 and Class customer base represents practices as at 30 June 2024.

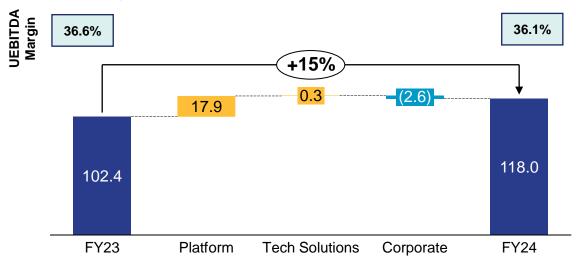
Group financial results

	FY24	FY23	Change
	\$m	\$m	%
Operating Revenue	327.3	279.5	17%
Operating Expenses	(209.3)	(177.1)	18%
Underlying EBITDA ¹	118.0	102.4	15%
Underlying EBITDA margin ¹ (%)	36.1	36.6	(0.5)
Cost to income ratio (%)	63.9	63.4	0.5
EBITDA	104.5	91.3	14%
Underlying NPAT ²	67.8	58.8	15%
Statutory NPAT	47.2	38.2	24%
Full Year Dividends (cents per share, fully franked)	38.0	32.5	17%
Underlying Diluted Earnings per share (cents)	81.1	70.9	14%

Operating Revenue (\$m)



Underlying EBITDA (\$m)



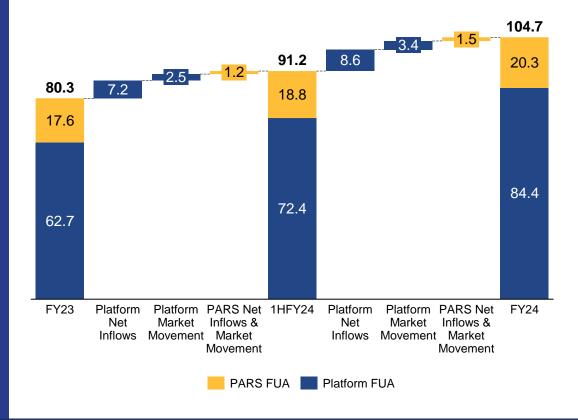
Platform financial results

Strong UEBITDA growth to \$103m driven by record net inflows of \$15.8b and positive market movements of \$5.9b resulting in strong FUA and revenue growth

UEBITDA margins stable in FY24 at ~40%

	FY24	FY23	Change
	\$m	\$m	%
Platform FUA	84.4b	62.7b	35%
PARS FUA	20.3b	17.6b	15%
Total FUA	104.7b	80.3b	30%
Platform Net Inflows	15.8b	9.7b	62%
Revenue	252.8	208.8	21%
Operating Expenses	(149.8)	(123.7)	21%
Underlying EBITDA ¹	103.0	85.1	21%
Underlying EBITDA margin ¹ (%)	40.7	40.8	(0.1)

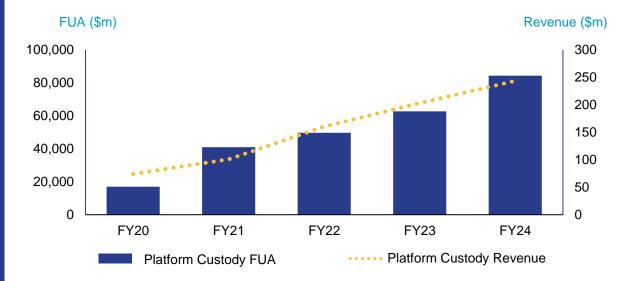
Funds Under Administration (\$b)



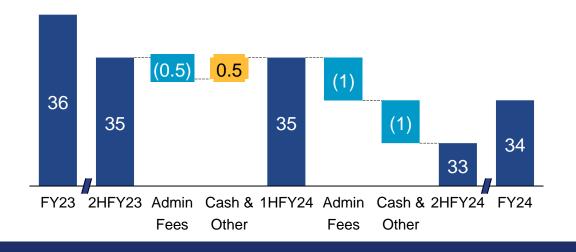
Platform custody revenue and revenue margin

- FUA growth of 35% in FY24 with approximately 75% of the growth driven by net inflows and 25% driven by markets
- Platform revenue margin declined 2 bps in FY24 to 34 bps
 - ~1bp decline due to lower admin fee margins from tiering and capping impacts, higher portion of institutional FUA and a small impact from revisions to published rate cards
 - ~1bp due to lower cash management fee due to lower deposit spreads from December 2022 and a lower average cash as a % FUA in 2HFY24
 - Average cash as a % FUA in FY24 was 7.4%, down from 8.4% in FY23 (with the majority of the reduction in 2HFY24)
- The number of accounts on the Platform for FY24 were up 30% YoY

Platform FUA and Custody Revenue (\$m)1



Platform Revenue Margin (bps)²

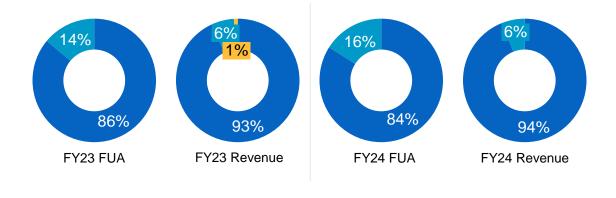


Composition of platform revenue

- Composition of FUA has seen an increase in Institutional FUA driven by the ~\$4b of large migrations for Insignia Financial and Equity Trustees
 - Institutional as a % of total platform FUA increased by 2%, which includes High-Net-Wealth clients and Private Labels which attract high value portfolios at wholesale pricing reflecting scale efficiencies
 - Retail clients represent 84% of Platform FUA (86% FY23) and 94% of revenue (93% FY23).
 - Mix of portfolios and timing of migrations impacting revenue composition across Retail and Institutional¹
- PARS revenue growing in line with PARS accounts which increased 3% compared to FY23

Portfolio composition of custody FUA and revenue (%)

Institutional



Xplore Super Admin

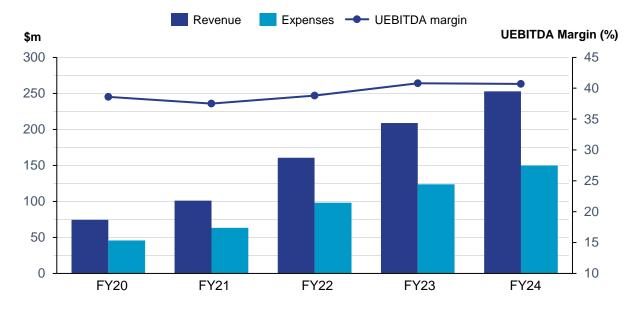
Custody revenue margin by channel (bp)²



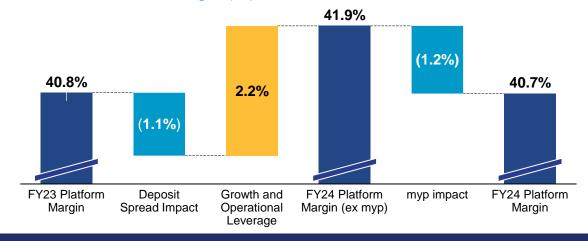
Platform UEBITDA and margins

- \$103.0m Platform UEBITDA for FY24 up 21% on FY23
- Platform UEBITDA margin broadly stable at 40.7% in FY24 with scale benefits offset by the impacts of:
 - Lower deposit spreads¹
 - Lower employee vacancy rates; and
 - Acquisition of myprosperity (11 additional months in FY24)
- Platform UEBITDA margin excluding myprosperity expanded
 1.2% to 41.9% in FY24 benefiting from operating leverage
- First full year contribution from myprosperity with FY24 UEBITDA loss of \$1.4m
 - In line with expected loss of \$1.0-1.5m

Platform Revenue and Expenses (\$mn)



Platform EBITDA margin (%)

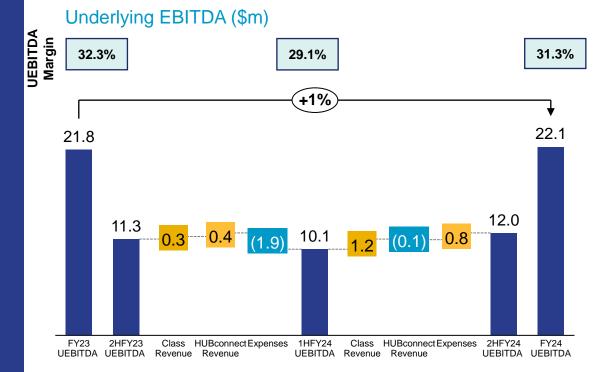


Tech Solutions financial results

- Delivering consistent and reliable revenue growth of 5% supported by above system growth in Class and NowInflinity^{1,2}
 - Class price increase and disciplined cost management moving into FY25
- UEBITDA margin down 1% to 31.3% due to strategic investment in data infrastructure of ~\$1m to support the integration of group capabilities

	FY24	FY23	Change
	\$m	\$m	%
Class accounts ³	207,669	202,149	3%
Class Document Orders ⁴	191,094	178,644	7%
Companies on Class Corporate Messenger ⁵	792,922	645,190	23%
Revenue	70.7	67.5	5%
Operating Expenses	(48.6)	(45.7)	6%
Underlying EBITDA ⁴	22.1	21.8	1%
Underlying EBITDA margin ⁴ (%)	31.3%	32.3%	(1.0)

HUB²⁴



Strategic investment in FY24

Building data infrastructure and security

Expanding HUBconnect capabilities

Machine learning capabilities to assist with adviser compliance and productivity

Class SMSF grew at 1.5x system. Based on ATO SMSF statistics using first reported SMSFs. 12 months to March 2024.
 NowInfinity grew companies on Corporate Messenger (excluding companies transitioned from an exiting provider) at 2.0x system. Based on ASIC company registration statistics. 12 months to June 2024.

^{3.} Number of Class accounts as at 30 June 2024 consists of Class Super, Class Portfolio and Class Trust licenses.

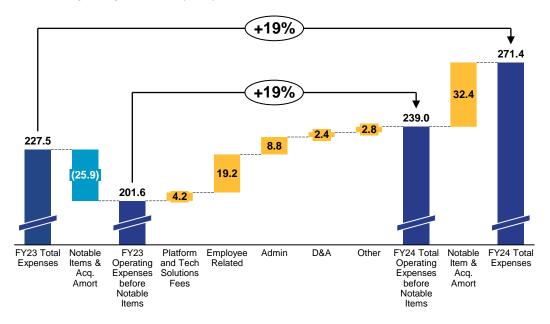
Class SMSF grew at 1.5x system. Based on ATO SMSF statistics using first reported SMSFs. 12 months to March 2024.
 Documents paid for by Pay Per Unit (PPU) and subscription customers for the last 12 months to 30 June 2024. Prior periods have been adjusted to reflect an updated methodology.

^{6.} Number of active companies as at 30 June 2024

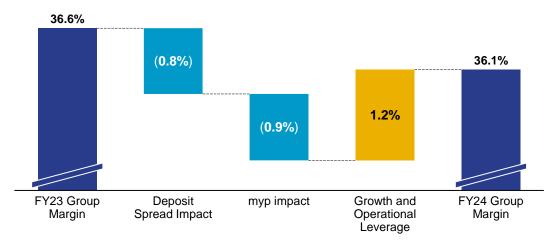
Group expenses and margins

- Investing to support scale and support future growth
 - Group expenses before notable items increased 19% YoY driven by the acquisition of myprosperity, and investment in headcount to support the scaling of the business, ongoing product development and our strategy to drive future growth
- Group FTE increased by 7% YoY to 893 (FY23: 838). FTE increase driven by continued investment in the business (+55) with majority of investment in technology and myprosperity
 - FTE growth skewed to 1HFY24 (+45) with lower rate of growth in 2HFY24 (+10)
- UEBITDA margin down 0.5% YoY to 36.1% with the benefits of scale offset by:
 - Lower deposit spreads¹
 - Lower employee vacancy rates; and
 - Acquisition of myprosperity (11 additional months in FY24)
- Disciplined approach to investment, balancing UEBITDA margin expansion with investment to support scale and pursue growth

Group Expenses (\$m)



UEBITDA margin (%)

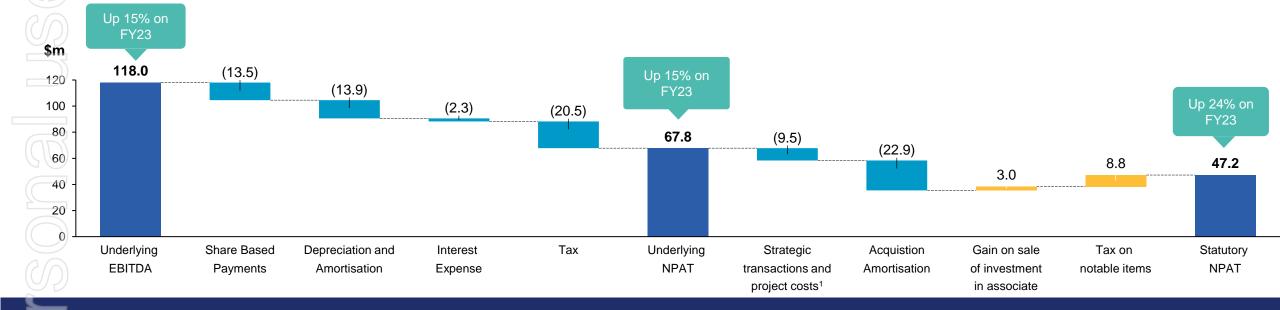


Increasing profitability

Statutory NPAT up 24% and Underlying NPAT up 15%

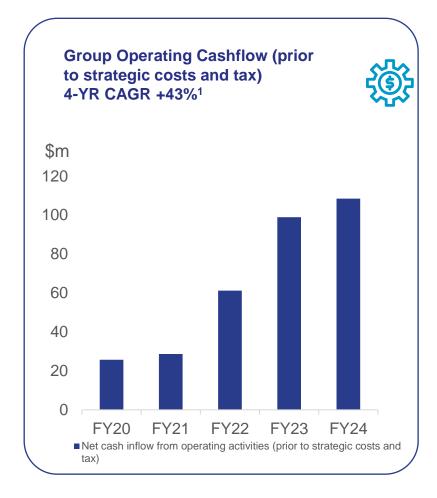
- \$9.5m of strategic transaction and project costs in relation to Xplore integration and large migrations¹
- Any further migration related expenses will be included in UEBITDA from FY25

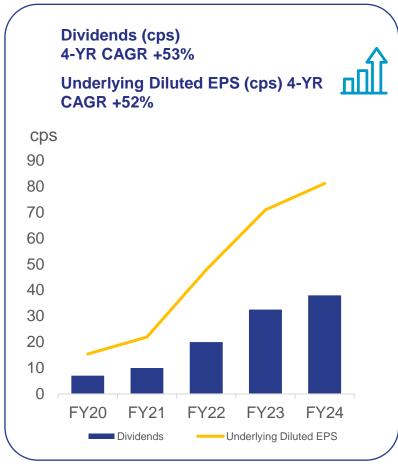
- Higher acquisition amortisation due to alignment of useful lives of acquired intangibles with \$22.9m in FY24 (FY25 expected to be ~\$26m)²
- Higher share-based payments due to the increase in probability of Performance Rights vesting
- \$3m gain on sale recognised on completion of acquisition of Diverger by Count



Strong financial performance and capital management

- Final dividend of 19.5 cps up 5% YoY
- Total FY24 dividends of 38.0 cps up 17%
- Strong balance sheet with cash balances of \$88m and operating cashflows of \$109m¹
- Share buy-back of ~360k shares during FY24 for \$12.5m
- Mitigating dilution from Employee Share Schemes (ESS) through buybacks
- \$10m of shares purchased in FY24 to service the ESS





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Strategy & outlook

Andrew Alcock

Managing Director

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Evolving industry dynamics providing opportunities



Demand for professional advice is increasing, supply is limited

2.3 million Australians with unmet advice needs¹

Cost of advice continuing to increase

Increasing demand for accountant, audit and finance professionals

Trend towards advisers servicing **HNW clients** to increase profitability



Client needs driving innovation

Growth in SMSFs continuing, driven by demand from **younger generations**

Ageing population driving need for effective retirement products

\$4.9 intergenerational wealth transfer driving need for strategies and solutions²

Increasing demand for innovative solutions for **High-Net-Worth** clients

Cyber-security driving demand for secure online portal solutions



Financial professionals need efficiency to drive productivity

Increasing demand from advisers and their clients for complete view of wealth

Increasing adoption of managed portfolio solutions

Data integration and quality continue to challenge licensees, advisers and accountants

Compliance burden driving cost & complexity



Regulation & industry transformation is driving market dynamics

Licensee model is evolving and new aggregators and disaggregation from institutions

Quality of advice review has potential to improve advice accessibility and adviser efficiency

Evolving regulatory environment increasing complexity

Specialist platforms continue to dominate net inflows as a result of their customer focus and innovation

Leveraging our combined capabilities to lead industry change



Lead today

Delivering customer value and growth



Create tomorrow

Creating integrated wealth technology and platform solutions



Build together

Collaborating to shape the future of the wealth industry



Be future ready

Developing our people, capabilities and infrastructure to support our future growth strategies Be the best provider of integrated platform, technology and data solutions



Client experience

Data & infrastructure

HUBCONNECT



Applications

Platform HUB²⁴

HUB24

To enhance productivity for financial professionals though

- One way of doing business with access to market-leading solutions
- Single view of wealth for financial professionals and their clients
- Efficient access to ecosystem partners
- Flexibility for advisers and insights for networks
- Reporting and insights for businesses



And deliver solutions to meet needs across the customer lifecycle



Delivering on our strategic objectives



Lead today



- Enhanced HUB24 Present reporting capabilities
- Direct connectivity from share registries and product providers strengthening Class products
- · New retirement capabilities for SMSF clients on HUB24 Platform

Develop products & solutions for customer needs

- Additional investment options targeted to individual client segments
- Enhanced FX capability

Leverage technology to improve customer experiences

- Enhanced digital advice fee consent
- New client interface for Class customers



Create tomorrow

Further development of data infrastructure

 Capability to access trusted data sources

Holistic reporting & admin across a client's wealth

- Enhanced non-custody capability for HUB24 Invest
- Leverage myprosperity and Class Portfolio Engine capabilities

Drive productivity with emerging technology

- **Expanding HUBconnect with** insights and benchmarking for advisers and practices
- · Digital mail house AI capability for institutional clients



Build together

Advocate for positive industry change

- Work with industry bodies
- Engage with regulators
- Collaborate with clients through 'think tanks'
- Leverage our leadership position to represent our customers

Integrate with leading providers to enable open architecture wealth ecosystem

- Advice technology
- CRM
- Data APIs

Supporting advice networks to efficiently deliver advice

- Continued rollout of myprosperity for large networks and their advisers
- **HUBconnect supporting** compliance obligations



Be future ready

Continued investment in attracting, retaining & developing our people

Build operational scale and profitability

- Building infrastructure to support future scale
- · Leverage AI, robotics and automation for efficiency

Continued focus on risk management, cyber resilience and data security

Pursuing profitable growth and maintaining leadership



Strong and reliable growth from both existing and new customer relationships



Disciplined
management to deliver
EBITDA margin
expansion whilst
extending our market
leadership



Strong balance sheet, increasing profitability and cash flows supporting ongoing investment and shareholder returns



Platform FUA target (excluding PARS FUA)

\$115b-\$123b

for FY26¹

 \rightarrow



Leverage market dynamics to maximise opportunities for growth



Highly scalable, profitable and capital light business with significant recurring revenue



Capitalise on unique Group capabilities to unlock value for customers and shareholders FUA target comprises

- Net flows >\$11b p.a. ex large migrations
- Opportunities for large migrations (e.g. Equity Trustees)²
- Range of market growth assumptions

Questions?



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.

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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.

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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 HUB24, 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 Managing Director.

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About HUB24

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

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