

ASX release – 22 February 2024

## Insignia Financial Investor and Analyst Pack and Book

Insignia Financial today releases its Investor and Analyst Pack – a detailed template for presenting Insignia Financial’s corporate financial information. This financial information covers the six months ended 31 December 2023 (1H24) and the comparative periods 1H23 and 2H23 in a half-on-half view. All information is presented on a continuing operations basis unless otherwise noted.

Included with the Pack is the Investor and Analyst Book, which provides an overview of Insignia Financial’s business reporting segments and additional details on the composition of segments and material drivers of gross margin and profitability.

An excel version of Insignia Financial’s Analyst and Investor Pack will be available online at <https://www.insigniafinancial.com.au/shareholders/performance-and-reporting/reports-and-results>

This announcement was approved for release by the Board of Insignia Financial Ltd.

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### About Insignia Financial Ltd

Tracing our origins back to 1846, today the Insignia Financial Group is a leading Australian wealth manager. Our services cover a wide range of financial needs, including:

- **Superannuation, pension and investment platforms** – as one of the largest superannuation and pension providers in Australia, we offer a number of award-winning investment solutions, used by many of Australia’s largest employers and financial advisers.
- **Asset management** – we provide access to a broad suite of investment capabilities across a range of multi-asset and single asset classes.
- **Financial advice** – our advisers offer coaching, guidance and advice based on clients’ needs.

Further information can be found at [www.insigniafinancial.com.au](http://www.insigniafinancial.com.au).

# Insignia Financial Ltd

## Insignia Financial Investor and Analyst Pack - Important Disclaimer

### Important information

This analyst pack has been prepared by Insignia Financial Ltd ABN 49 100 103 722 (Insignia Financial). It is general information on Insignia Financial and its subsidiaries (together Insignia Financial Group) and is current as at 22 February 2024.

The information in this presentation is in summary form and is not necessarily complete. It should be read together with (i) any verbal presentation delivered on the date of this presentation (ii) Insignia Financial's condensed consolidated interim financial report for the half year ended 31 December 2023 lodged with the ASX on 22 February 2024 (Half Year Report) and (iii) any other periodic and continuous disclosure announcements of Insignia Financial that have been lodged with ASIC or released on our website [www.insigniafinancial.com.au](http://www.insigniafinancial.com.au).

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Underlying net profit after tax (UNPAT) attributable to equity holders of Insignia Financial reflect an assessment of the result for the ongoing business of the Insignia Financial Group as determined by the Board and management. UNPAT has been disclosed with regard to ASIC's Regulatory Guide 230 Disclosing non-IFRS financial information and the adjustments to NPAT are set out on page 10 of the 31 December 2023 condensed consolidated interim financial report. UNPAT attributable to equity holders of Insignia Financial has not been reviewed or audited by the Group's external auditors, however the adjustments to NPAT attributable to equity holders of Insignia Financial have been extracted from the books and records that have been reviewed by the external auditor. UNPAT is disclosed as it is useful for investors to gain a better understanding of Insignia Financial's financial results from normal operating activities.

Unless stated otherwise, all figures in this presentation are unaudited and in Australian dollars. Some figures, amounts, percentages, estimates, calculations of value and fractions are subject to rounding. Accordingly, the actual calculations of these figures may differ from figures set out in this presentation. Further, some balances subject to rounding may not add consistently throughout this presentation.

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# Insignia Financial Ltd

## Group Result - Key Measures

Line items have been restated in prior periods to align with the financial statement disclosures in the Half Year Report.

Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
UNPAT (\$m)	98.6	96.3	95.5	(3.1)	(3.1%)
UNPAT (Continuing Operations) (\$m)	94.4	96.3	95.5	1.1	1.2%
Statutory NPAT (\$m)	45.1	6.1	(49.9)	(95.0)	large
Statutory NPAT (Continuing Operations) (\$m)	(3.3)	7.5	(49.9)	(46.6)	large
<b>FUMA</b>					
Closing FUMA (\$b)	285.1	295.0	300.6	15.5	5.4%
Closing FUMA (Continuing Operations) (\$b)	285.1	295.0	300.6	15.5	5.4%
Average FUMA (Continuing Operations) (\$b)	291.9	291.7	294.6	2.7	0.9%
Net Flows ex-JANA (Continuing Operations) (\$b)	(0.1)	0.7	(1.9)	(1.9)	large
<b>EPS</b>					
UNPAT EPS (cents per share)	15.0	14.6	14.4	(0.6)	(4.0%)
UNPAT EPS (Continuing Operations) (cents per share)	14.4	14.6	14.4	-	-%
Basic EPS (cents per share)	6.9	0.9	(7.5)	(14.4)	large
Diluted EPS (cents per share)	6.9	0.9	(7.5)	(14.4)	large
Basic EPS (Continuing Operations) (cents per share)	(0.5)	1.1	(7.5)	(7.0)	large
<b>Dividends</b>					
Ordinary dividends declared (\$m)	61.2	61.6	62.0	0.8	1.3%
Ordinary dividends declared (cents per share)	9.3	9.3	9.3	-	-%
Special dividends declared (\$m)	7.9	-	-	(7.9)	(100.0%)
Special dividends declared (cents per share)	1.2	-	-	(1.2)	(100.0%)
Payout ratio	62.1%	64.0%	64.9%	0.0	4.6%
<b>Share Price</b>					
Opening share price	\$2.69	\$3.35	\$2.82	0.1	4.8%
Closing share price	\$3.35	\$2.82	\$2.34	(1.0)	(30.1%)
Total shareholder return	\$0.77	(\$0.44)	(\$0.39)	(1.2)	large
Total shareholder return (%)	28.4%	(13.0%)	(13.7%)	(42.2%)	
<b>Ratios</b>					
Net revenue margin	47bps	48bps	47bps	(0bps)	
EBITDA margin	12bps	12bps	12bps	0bps	
Cost to income	74.9%	75.2%	74.5%	(0.4%)	
Return on equity	8.2%	8.0%	8.4%	0.2%	

# Insignia Financial Ltd

## Underlying Group Result - P&L Summary (Continuing Operations)

Revenue shown inclusive of Other Revenue and Equity Accounted Profits  
Totals subject to rounding

	1H23	2H23	1H24	1H24 v 1H23	
	\$m	\$m	\$m	\$m	%
Revenue	978.8	953.5	958.4	(20.4)	(2.1%)
Direct Costs	(287.5)	(265.1)	(262.7)	24.8	8.6%
<b>Net Revenue</b>	<b>691.3</b>	<b>688.4</b>	<b>695.7</b>	<b>4.4</b>	<b>0.6%</b>
Operating Expenses	(517.7)	(518.0)	(518.1)	(0.4)	(0.1%)
Net Interest	(18.3)	(13.9)	(14.7)	3.6	19.7%
Net Non-cash	(25.5)	(25.8)	(23.7)	1.8	7.1%
Income Tax Expense/Non-controlling Interest	(35.4)	(34.4)	(43.7)	(8.3)	(23.4%)
<b>UNPAT</b>	<b>94.4</b>	<b>96.3</b>	<b>95.5</b>	<b>1.1</b>	<b>1.2%</b>

## Underlying Group Result - P&L Detail (Continuing Operations)

Revenue shown inclusive of Other Revenue and Equity Accounted Profits.  
Net Revenue line items have been restated in prior periods to align with the financial statement disclosures in the Half Year Report. Total Net Revenue in prior periods remains unchanged.  
Operating Expenses line items have been restated in prior periods to align with the financial statement disclosures in the Half Year Report. Total Operating Expenses in prior periods remains unchanged.  
Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
	\$m	\$m	\$m	\$m	%
<b>Net Revenue</b>					
Management and service fees revenue	962.0	937.5	942.1	(19.9)	(2.1%)
Share of Associates	4.7	4.7	5.0	0.3	6.4%
Service fees and other direct costs	(287.5)	(265.1)	(262.7)	24.8	8.6%
Other revenue	12.1	11.3	11.3	(0.8)	(6.6%)
<b>Total Net Revenue</b>	<b>691.3</b>	<b>688.4</b>	<b>695.7</b>	<b>4.4</b>	<b>0.6%</b>
<b>Operating Expenses</b>					
Salaries and related employee expenses	(362.0)	(350.1)	(356.5)	5.5	1.5%
Information technology costs	(76.4)	(76.4)	(88.7)	(12.3)	(16.1%)
Professional fees	(27.0)	(31.0)	(27.5)	(0.5)	(1.9%)
Marketing	(7.6)	(11.4)	(3.0)	4.6	60.5%
Office support and administration	(31.5)	(36.0)	(30.0)	1.5	4.8%
Occupancy related expenses	(7.4)	(7.4)	(6.5)	0.9	12.2%
Travel and entertainment	(3.8)	(3.2)	(3.3)	0.5	13.2%
Other	(2.0)	(2.5)	(2.6)	(0.6)	(30.0%)
<b>Total Operating Expenses</b>	<b>(517.7)</b>	<b>(518.0)</b>	<b>(518.1)</b>	<b>(0.4)</b>	<b>(0.1%)</b>
<b>Net Interest</b>					
Finance income	8.2	13.8	16.5	8.3	large
Finance costs	(26.5)	(27.7)	(31.2)	(4.7)	(17.7%)
<b>Total Net Interest</b>	<b>(18.3)</b>	<b>(13.9)</b>	<b>(14.7)</b>	<b>3.6</b>	<b>19.7%</b>

# Insignia Financial Ltd

## Underlying Group Result - P&L Detail (Continuing Operations)

Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
	\$m	\$m	\$m	\$m	%
<b>Net non cash (Ex. Amortisation from acquisitions)</b>					
Share based payments expense	(1.9)	(2.0)	(2.2)	(0.3)	(15.8%)
Depreciation of property, plant and equipment	(21.1)	(20.2)	(20.2)	0.9	4.3%
Amortisation of intangible assets	(1.3)	(1.3)	(1.3)	-	-%
Impairment expense	(1.2)	(2.3)	-	1.2	100.0%
<b>Total Net non cash (Ex. Amortisation from acquisitions)</b>	<b>(25.5)</b>	<b>(25.8)</b>	<b>(23.7)</b>	<b>1.8</b>	<b>7.1%</b>
<b>Total Income Tax &amp; NCI</b>	<b>(35.4)</b>	<b>(34.4)</b>	<b>(43.7)</b>	<b>(8.3)</b>	<b>(23.4%)</b>
<b>Underlying NPAT excluding Discontinued Operations</b>	<b>94.4</b>	<b>96.3</b>	<b>95.5</b>	<b>1.1</b>	<b>1.2%</b>
Discontinued Operations - AET	4.2	-	-	(4.2)	(100.0%)
<b>Underlying NPAT (pre-amortisation of intangible assets)</b>	<b>98.6</b>	<b>96.3</b>	<b>95.5</b>	<b>(3.1)</b>	<b>(3.1%)</b>

# Insignia Financial Ltd

## Platforms - Key Measures

Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
Segment UNPAT (\$m)	118.3	115.0	107.7	(10.6)	(9.0%)
Closing FUAdm (\$b)	201.3	209.0	215.1	13.8	6.9%
Average FUAdm (\$b)	201.0	206.6	208.0	7.0	3.5%
Net flows (\$b)	(0.1)	(0.4)	(0.2)	(0.0)	(13.4%)
Net revenue (\$m)	473.6	479.2	478.1	4.5	1.0%
Net revenue margin	47bps	47bps	46bps	(1bps)	
EBITDA margin	18bps	16bps	15bps	(2bps)	
Cost to income	62.3%	64.9%	66.8%	4.5%	

## Platforms - P&L

Segment results include inter-segment revenues and expenses eliminated on consolidation.

Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
	\$m	\$m	\$m	\$m	%
<b>Net Revenue</b>					
Management and service fees revenue	550.1	525.5	533.2	(16.9)	(3.1%)
Share of Associates	-	-	-	-	n/m
Service fees and other direct costs	(84.6)	(52.9)	(61.6)	23.0	27.2%
Other Revenue	8.1	6.6	6.5	(1.6)	(19.8%)
<b>Total Net Revenue</b>	<b>473.6</b>	<b>479.2</b>	<b>478.1</b>	<b>4.5</b>	<b>1.0%</b>
Operating Expenses	(295.1)	(311.1)	(319.5)	(24.4)	(8.3%)
<b>Segment EBITDA</b>	<b>178.5</b>	<b>168.1</b>	<b>158.6</b>	<b>(19.9)</b>	<b>(11.1%)</b>
<b>Net Interest</b>					
Finance income	6.4	8.5	11.2	4.8	75.0%
Finance costs	(1.2)	(1.0)	(1.7)	(0.5)	(41.7%)
<b>Total Net Interest</b>	<b>5.2</b>	<b>7.5</b>	<b>9.5</b>	<b>4.3</b>	<b>82.7%</b>
<b>Net non cash (Ex. Amortisation from acquisitions)</b>					
Share based payments expense	(1.0)	(0.9)	(1.2)	(0.2)	(20.0%)
Depreciation of property, plant and equipment	(7.3)	(7.3)	(11.3)	(4.0)	(54.8%)
Amortisation of intangible assets	(1.1)	(1.0)	(1.2)	(0.1)	(9.1%)
Impairment expense	(0.4)	(1.6)	-	0.4	n/m
<b>Total Net non cash (Ex. Amortisation from acquisitions)</b>	<b>(9.8)</b>	<b>(10.8)</b>	<b>(13.7)</b>	<b>(3.9)</b>	<b>(39.8%)</b>
<b>Total Income Tax &amp; NCI</b>	<b>(55.6)</b>	<b>(49.8)</b>	<b>(46.7)</b>	<b>8.9</b>	<b>16.0%</b>
<b>Segment UNPAT</b>	<b>118.3</b>	<b>115.0</b>	<b>107.7</b>	<b>(10.6)</b>	<b>(9.0%)</b>

# Insignia Financial Ltd

## Advice - Key Measures

Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
Segment UNPAT (\$m)	(21.9)	(12.0)	(0.7)	21.2	96.8%
Net revenue (\$m)	103.7	100.9	107.6	3.9	3.8%
Cost to income	123.9%	111.0%	96.6%	(27.4%)	(22.1%)

## Advice - P&L

Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
	\$m	\$m	\$m	\$m	%
<b>Net Revenue</b>					
Management and service fees revenue	277.9	278.8	277.3	(0.6)	(0.2%)
Share of Associates	-	-	-	-	n/m
Service fees and other direct costs	(177.9)	(179.2)	(172.1)	5.8	3.3%
Other Revenue	3.7	1.3	2.4	(1.3)	(35.1%)
<b>Total Net Revenue</b>	<b>103.7</b>	<b>100.9</b>	<b>107.6</b>	<b>3.9</b>	<b>3.8%</b>
Operating Expenses	(128.5)	(112.0)	(103.9)	24.6	19.1%
<b>Segment EBITDA</b>	<b>(24.8)</b>	<b>(11.1)</b>	<b>3.7</b>	<b>28.5</b>	<b>n/m</b>
<b>Net Interest</b>					
Finance income	0.2	0.5	0.6	0.4	large
Finance costs	(0.7)	(0.9)	(0.6)	0.1	14.3%
<b>Total Net Interest</b>	<b>(0.5)</b>	<b>(0.4)</b>	<b>-</b>	<b>0.5</b>	<b>n/m</b>
<b>Net non cash (Ex. Amortisation from acquisitions)</b>					
Share based payments expense	(0.4)	(0.5)	(0.4)	-	-%
Depreciation of property, plant and equipment	(5.7)	(5.6)	(4.8)	0.9	15.8%
Amortisation of intangible assets	-	-	-	-	n/m
Impairment expense	(0.3)	(0.2)	-	0.3	n/m
<b>Total Net non cash (Ex. Amortisation from acquisitions)</b>	<b>(6.4)</b>	<b>(6.3)</b>	<b>(5.2)</b>	<b>1.2</b>	<b>18.8%</b>
<b>Total Income Tax &amp; NCI</b>	<b>9.8</b>	<b>5.8</b>	<b>0.8</b>	<b>(9.0)</b>	<b>(91.8%)</b>
<b>Segment UNPAT</b>	<b>(21.9)</b>	<b>(12.0)</b>	<b>(0.7)</b>	<b>21.2</b>	<b>96.8%</b>



# Insignia Financial Ltd

## Asset Management - Key Measures

Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
Segment UNPAT (\$m)	34.8	38.1	30.2	(4.6)	(13.3%)
Closing FUM (\$b)	83.8	85.9	85.5	1.7	2.0%
Average FUM (\$b)	90.9	85.1	86.6	(4.3)	(4.7%)
Net flows ex-JANA (\$b)	0.1	1.2	(1.8)	(1.9)	n/m
Net revenue (\$m)	114.0	109.7	105.4	(8.6)	(7.5%)
Net revenue margin	25bps	26bps	24bps	(0.7bps)	
EBITDA margin	11bps	12bps	10bps	(1.3bps)	
Cost to income	54.6%	53.4%	58.7%	4.1%	

## Asset Management - P&L

Segment results include inter-segment revenues and expenses eliminated on consolidation.

Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
	\$m	\$m	\$m	\$m	%
<b>Net Revenue</b>					
Management and service fees revenue	134.0	133.2	131.6	(2.4)	(1.8%)
Share of Associates	4.7	4.7	5.0	0.3	6.4%
Service fees and other direct costs	(24.7)	(30.8)	(31.2)	(6.5)	(26.3%)
Other Revenue	-	2.6	-	-	n/m
<b>Total Net Revenue</b>	<b>114.0</b>	<b>109.7</b>	<b>105.4</b>	<b>(8.6)</b>	<b>(7.5%)</b>
Operating Expenses	(62.3)	(58.6)	(61.9)	0.4	0.6%
<b>Segment EBITDA</b>	<b>51.7</b>	<b>51.1</b>	<b>43.5</b>	<b>(8.2)</b>	<b>(15.9%)</b>
<b>Net Interest</b>					
Finance income	0.1	0.3	0.4	0.3	large
Finance costs	(0.4)	(0.4)	(0.4)	-	-%
<b>Total Net Interest</b>	<b>(0.3)</b>	<b>(0.1)</b>	<b>-</b>	<b>0.3</b>	<b>n/m</b>
<b>Net non cash (Ex. Amortisation from acquisitions)</b>					
Share based payments expense	(0.2)	(0.2)	(0.4)	(0.2)	(100.0%)
Depreciation of property, plant and equipment	(2.1)	(1.9)	(1.8)	0.3	14.3%
Amortisation of intangible assets	-	-	-	-	n/m
Impairment expense	(0.1)	-	-	0.1	n/m
<b>Total Net non cash (Ex. Amortisation from acquisitions)</b>	<b>(2.4)</b>	<b>(2.1)</b>	<b>(2.2)</b>	<b>0.2</b>	<b>8.3%</b>
<b>Total Income Tax &amp; NCI</b>	<b>(14.2)</b>	<b>(10.8)</b>	<b>(11.1)</b>	<b>3.1</b>	<b>21.7%</b>
<b>Segment UNPAT</b>	<b>34.8</b>	<b>38.1</b>	<b>30.2</b>	<b>(4.6)</b>	<b>(13.3%)</b>

# Insignia Financial Ltd

## Corporate - P&L

Totals subject to rounding.

	1H23	2H23	1H24	1H24 v 1H23	
	\$m	\$m	\$m	\$m	%
<b>Net Revenue</b>					
Management and service fees revenue	-	-	-	-	n/m
Share of Associates	-	-	-	-	n/m
Service fees and other direct costs	(0.3)	(2.2)	2.2	2.5	n/m
Other Revenue	0.3	0.8	2.4	2.1	large
<b>Total Net Revenue</b>	-	(1.4)	4.6	4.6	100.0%
Operating Expenses	(31.8)	(36.3)	(32.8)	(1.0)	(3.1%)
<b>Segment EBITDA</b>	<b>(31.8)</b>	<b>(37.7)</b>	<b>(28.2)</b>	<b>3.6</b>	<b>11.3%</b>
<b>Net Interest</b>					
Finance income	1.5	4.5	4.3	2.8	large
Finance costs	(24.2)	(25.4)	(28.5)	(4.3)	(17.8%)
<b>Total Net Interest</b>	<b>(22.7)</b>	<b>(20.9)</b>	<b>(24.2)</b>	<b>(1.5)</b>	<b>(6.6%)</b>
<b>Net non cash (Ex. Amortisation from acquisitions)</b>					
Share based payments expense	(0.3)	(0.4)	(0.2)	0.1	33.3%
Depreciation of property, plant and equipment	(6.0)	(5.4)	(2.3)	3.7	61.7%
Amortisation of intangible assets	(0.2)	(0.3)	(0.1)	0.1	50.0%
Impairment expense	(0.4)	(0.5)	-	0.4	n/m
<b>Total Net non cash (Ex. Amortisation from acquisitions)</b>	<b>(6.9)</b>	<b>(6.6)</b>	<b>(2.6)</b>	<b>4.3</b>	<b>62.3%</b>
<b>Total Income Tax &amp; NCI</b>	<b>24.6</b>	<b>20.4</b>	<b>13.3</b>	<b>(11.3)</b>	<b>(45.9%)</b>
<b>Segment UNPAT</b>	<b>(36.8)</b>	<b>(44.8)</b>	<b>(41.7)</b>	<b>(4.9)</b>	<b>(13.2%)</b>

# Insignia Financial Ltd

## FUMA - Group (Continuing Operations)

Totals subject to rounding.

	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
	\$m	\$m	\$m	\$m	\$m	\$m
Opening Balance	290,574	285,307	285,102	291,296	294,974	293,110
Net Flow ex-JANA	242	(298)	659	64	(1,421)	(511)
JANA Net Flow	(1,602)	-	-	-	-	-
Pensions	(747)	(706)	(706)	(782)	(926)	(872)
Market/Other	(3,160)	799	6,241	4,396	483	8,837
<b>Closing Balance</b>	<b>285,307</b>	<b>285,102</b>	<b>291,296</b>	<b>294,974</b>	<b>293,110</b>	<b>300,564</b>

## FUMA - Platforms

Totals subject to rounding.

	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
	\$m	\$m	\$m	\$m	\$m	\$m
Opening Balance	198,228	194,645	201,314	205,538	209,033	205,486
Net Flow	125	(267)	(453)	19	(1,306)	1,145
Pensions	(747)	(706)	(706)	(782)	(926)	(872)
Market/Other	(2,961)	7,642	5,383	4,258	(1,315)	9,352
<b>Closing Balance</b>	<b>194,645</b>	<b>201,314</b>	<b>205,538</b>	<b>209,033</b>	<b>205,486</b>	<b>215,111</b>

## FUMA - Asset Management

Totals subject to rounding.

	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
	\$m	\$m	\$m	\$m	\$m	\$m
Opening Balance	92,346	90,662	83,788	85,758	85,941	87,624
Net Flow ex-JANA	117	(31)	1,112	45	(115)	(1,656)
JANA Net Flow	(1,602)	-	-	-	-	-
Market/Other	(199)	(6,843)	858	138	1,798	(515)
<b>Closing Balance</b>	<b>90,662</b>	<b>83,788</b>	<b>85,758</b>	<b>85,941</b>	<b>87,624</b>	<b>85,453</b>

# Insignia Financial Ltd

## FUMA - JANA Multi-Asset

During 2Q23, JANA transitioned the Responsible Entity for its implemented consulting clients away from Insignia Financial to an alternative provider.  
Totals subject to rounding.

	1Q23 \$m	2Q23 \$m	3Q23 \$m	4Q23 \$m	1Q24 \$m	2Q24 \$m
Opening Balance	9,693	7,618	-	-	-	-
Net Flow	(1,602)	-	-	-	-	-
Market/Other	(473)	-	-	-	-	-
Transitioned FUMA	-	(7,618)	-	-	-	-
<b>Closing Balance</b>	<b>7,618</b>	-	-	-	-	-

## FUMA - Discontinued Operations - Australian Executor Trustees (AET)

Totals subject to rounding.

	1Q23 \$m	2Q23 \$m	3Q23 \$m	4Q23 \$m	1Q24 \$m	2Q24 \$m
Opening Balance	6,938	6,907	-	-	-	-
Net Flow	11	-	-	-	-	-
Pensions	(6)	-	-	-	-	-
Market/Other	(36)	-	-	-	-	-
Divested FUMA	-	(6,907)	-	-	-	-
<b>Closing Balance</b>	<b>6,907</b>	-	-	-	-	-

# Insignia Financial Ltd

## Remediation - Advice

Totals subject to rounding.

	1H23 \$m	2H23 \$m	1H24 \$m
Opening Balance	191.8	109.1	68.9
Provisions made/(reversed)	25.9	-	35.3
<b>Provisions utilised</b>			
Payments made	(89.6)	(15.6)	(38.2)
Program costs	(19.0)	(24.6)	(14.0)
<b>Closing Balance</b>	<b>109.1</b>	<b>68.9</b>	<b>52.0</b>

## Remediation - Product

Totals subject to rounding.

	1H23 \$m	2H23 \$m	1H24 \$m
Opening Balance	148.2	102.5	80.5
Provisions acquired	-	-	-
Provisions made/(reversed)	(22.2)	-	37.1
<b>Provisions utilised</b>			
Payments made	(11.2)	(7.8)	(18.9)
Program costs	(12.3)	(14.2)	(18.0)
<b>Closing Balance</b>	<b>102.5</b>	<b>80.5</b>	<b>80.7</b>

# Insignia Financial Ltd

## Statutory NPAT reconciliation

Totals subject to rounding.

	1H23	2H23	1H24
	\$m	\$m	\$m
<b>NPAT</b>	<b>45.1</b>	<b>6.1</b>	<b>(49.9)</b>
NPAT from discontinued operations	(48.4)	1.4	-
<b>NPAT from continuing operations</b>	<b>(3.3)</b>	<b>7.5</b>	<b>(49.9)</b>
<b>Underlying net profit after tax pre-amortisation (UNPAT) adjustments:</b>			
Transformation and separation costs	66.3	95.5	111.7
Amortisation of intangible assets	40.8	39.4	40.0
Remediation costs	17.9	1.2	64.5
Fair value changes	10.2	(13.8)	(12.6)
Income tax attributable	(37.5)	(33.7)	(58.2)
<b>UNPAT adjustments relating to continuing operations</b>	<b>97.7</b>	<b>88.6</b>	<b>145.4</b>
Non Controlling Interest	-	0.2	-
<b>UNPAT from continuing operations</b>	<b>94.4</b>	<b>96.3</b>	<b>95.5</b>
UNPAT from discontinued operations	4.2	-	-
<b>UNPAT</b>	<b>98.6</b>	<b>96.3</b>	<b>95.5</b>

# Insignia Financial Ltd

## Corporate Balance Sheet

Line items have been restated in prior periods to align with the financial statement disclosures in the Half Year Report.  
Totals subject to rounding.

	1H23 \$m	2H23 \$m	1H24 \$m
<b>Assets</b>			
Cash and cash equivalents	512.9	505.6	448.3
Receivables	331.8	268.7	273.9
Other financial assets	1321.9	282.3	297.3
Current tax assets	72.2	33.8	52.8
Prepayments	26.0	36.6	42.9
Defined benefit asset	20.6	21.3	22.7
Associates	59.6	59.1	59.3
Property and equipment	186.7	146.0	124.3
Intangible assets	2,569.6	2,503.4	2,462.1
	<u>5,101.3</u>	<u>3,856.8</u>	<u>3,783.6</u>
Assets classified as held for sale	28.6	1,148.0	2.2
<b>Total assets</b>	<b>5,129.9</b>	<b>5,004.8</b>	<b>3,785.8</b>
<b>Liabilities</b>			
Payables	227.4	195.8	179.8
Other financial liabilities	1117.0	20.1	14.3
Provisions	386.8	365.2	291.8
Lease liabilities	177.6	161.8	145.1
Borrowings	781.2	775.6	862.4
Deferred tax liabilities	59.0	51.1	62.2
	<u>2,749.0</u>	<u>1,569.6</u>	<u>1,555.6</u>
Liabilities associated with assets classified as held for sale	-	1,105.4	0.4
<b>Total liabilities</b>	<b>2,749.0</b>	<b>2,675.0</b>	<b>1,556.0</b>
<b>Net assets</b>	<b>2,380.9</b>	<b>2,329.8</b>	<b>2,229.8</b>
<b>Equity</b>			
Share capital	3,027.1	3,036.1	3,045.4
Reserves	2.3	4.6	4.2
Accumulated losses	(648.2)	(710.4)	(819.3)
<b>Total equity attributable to equity holders of the Company</b>	<b>2,381.2</b>	<b>2,330.3</b>	<b>2,230.3</b>
Non-controlling interest	(0.3)	(0.5)	(0.5)
<b>Total equity</b>	<b>2,380.9</b>	<b>2,329.8</b>	<b>2,229.8</b>

# Insignia Financial Ltd

## Statement of Cash Flows

Line items have been restated in prior periods to align with the financial statement disclosures in the Half Year Report.  
Totals subject to rounding.

	1H23 \$m	2H23 \$m	1H24 \$m
<b>Cash flows from operating activities</b>			
Receipts from customers	993.4	936.8	1,201.6
Payments to suppliers and employees	(836.5)	(767.1)	(1,096.7)
Dividends from associates	6.5	4.8	4.4
Remediation costs	(96.5)	(63.8)	(90.0)
Transformation and integration costs	(66.3)	(95.5)	(111.7)
Legal settlements paid	(1.4)	(1.5)	(5.6)
Income taxes (paid) / refunded	(26.1)	46.9	(1.0)
<b>Net cash used in operating activities for the corporate group</b>	<b>(26.9)</b>	<b>60.6</b>	<b>(99.0)</b>
Receipts from customers	1.6	0.7	0.8
Payments to suppliers and employees	(4.3)	(3.8)	(2.8)
Contributions received	37.5	39.7	21.3
Withdrawal payments	(63.6)	(73.6)	(46.3)
Dividends and distributions received	0.2	2.1	1.5
Net payments for financial instruments	25.5	42.3	20.2
Amounts advanced to other entities	5.5	8.7	5.7
Income tax paid	(2.9)	(13.0)	-
<b>Net cash provided by/(used in) operating activities from the statutory funds</b>	<b>(0.5)</b>	<b>3.1</b>	<b>0.4</b>
<b>Net cash provided by/(used in) operating activities</b>	<b>(27.4)</b>	<b>63.7</b>	<b>(98.6)</b>
<b>Cash flows from investing activities</b>			
Dividends and distributions received	0.2	0.2	0.2
Interest received	8.3	13.6	16.5
Proceeds on divestment of subsidiaries	135.0	(2.4)	38.0
Proceeds on divestment of associates	-	30.1	-
Net Payments for financial instruments	(9.6)	(5.3)	(2.2)
Net Payments for property and equipment	(2.8)	(2.6)	(0.8)
Net Payments for intangible assets	(12.4)	(1.7)	-
<b>Net cash provided by investing activities</b>	<b>118.7</b>	<b>31.9</b>	<b>51.7</b>
<b>Cash flows from financing activities</b>			
Drawdown of borrowings (net of borrowing costs)	753.3	29.1	121.0
Repayment of borrowings (principal)	(745.3)	(46.0)	(36.0)
Interest and other costs of finance paid	(21.5)	(13.4)	(23.1)
Repayment of lease liabilities	(18.3)	(22.7)	(19.2)
Early lease incentive received	-	25.0	-
Share based payment purchases	(2.1)	(2.8)	(1.0)
Dividends paid to owners of the Company	(62.7)	(57.3)	(51.8)
<b>Net cash used in financing activities</b>	<b>(96.6)</b>	<b>(88.1)</b>	<b>(10.1)</b>
<b>Net cash flow</b>	<b>(5.3)</b>	<b>7.5</b>	<b>(57.0)</b>
<b>Opening cash position</b>	<b>518.0</b>	<b>512.9</b>	<b>505.6</b>
Effects of exchange rate changes on cash and cash equivalents	0.2	(0.2)	0
Reclassification to assets held for sale	-	(14.6)	(0.3)
<b>Closing cash position</b>	<b>512.9</b>	<b>505.6</b>	<b>448.3</b>



# Insignia Financial Ltd

## Cash and Debt Facilities

Line items have been restated in prior periods to align with the financial statement disclosures in the Half Year Report.  
Totals subject to rounding.

	1H23 \$m	2H23 \$m	1H24 \$m
<b>Cash and cash equivalents</b>			
Corporate cash (\$m)	405.7	399.5	345.6
Restricted cash (ORFR) (\$m)	103.5	106.1	102.7
Statutory funds cash (\$m)	3.7	-	-
<b>Debt Facilities</b>			
Total debt facilities (\$m) <sup>1</sup>	900.0	900.0	900.0
Drawn senior debt (\$m)	598.0	587.0	672.2
Senior funding headroom (\$m)	302.0	313.0	227.8
<b>Ratios and other indicators</b>			
Senior net debt (\$m)	188.6	187.5	326.6
SFA defined senior leverage ratio	1.2 times	1.2 times	1.5 times
<b>Bridge to SFA defined net debt</b>			
Simple senior net debt (above)	188.6	187.5	326.6
<i>Excl</i> excluded subsidiaries cash	171.4	129.6	113.8
<b>SFA defined senior net debt</b>	<b>360.0</b>	<b>317.1</b>	<b>440.4</b>

<sup>1</sup>Revolving cash advance and term loan facilities only, excludes multi-option facility

# Insignia Financial Ltd

## Segment Asset Allocations

Totals subject to rounding.

	1H23	2H23	1H24
<b>Platforms</b>			
Australian Equities	31%	30%	31%
International Equities	28%	29%	29%
Fixed Interest	16%	17%	17%
Cash	11%	11%	10%
Property	9%	8%	8%
Other	5%	5%	5%
<b>Asset Management</b>			
Australian Equities	17%	16%	16%
International Equities	18%	19%	19%
Fixed Interest	35%	35%	35%
Cash	6%	6%	6%
Property	12%	12%	10%
Other	12%	12%	13%

# Insignia Financial Ltd

## Ratio Calculations

Line items have been restated in prior periods to align with the financial statement disclosures in the Half Year Report.  
Totals subject to rounding.

	1H23	2H23	1H24
<b>Earnings</b>			
UNPAT (\$m)	98.6	96.3	95.5
UNPAT (Continuing Operations) (\$m)	94.4	96.3	95.5
NPAT (\$m)	45.1	6.1	(49.9)
NPAT (Continuing Operations) (\$m)	(3.3)	7.5	(49.9)
<b>Shares</b>			
Weighted average ordinary shares on issue	655,988,398	660,266,010	664,393,557
<b>EPS</b>			
UNPAT EPS (cents per share)	15.0	14.6	14.4
UNPAT EPS (Continuing Operations) (cents per share)	14.4	14.6	14.4
Basic EPS (cents per share)	6.9	0.9	(7.5)
Diluted EPS (cents per share)	6.9	0.9	(7.5)
Basic EPS (Continuing Operations) (cents per share)	(0.5)	1.1	(7.5)
<b>Margins</b>			
Average FUMA (Continuing Operations) (\$b)	291.9	291.7	294.6
Net revenue margin	47bps	48bps	47bps
EBITDA margin	12bps	12bps	12bps
<b>Cost to income</b>			
Net revenue (\$m)	691.3	688.4	695.7
Add back amortisation of deferred acquisition costs (\$m)	-	-	-
Operating expenditure (\$m)	(517.7)	(518.0)	(518.1)
Cost to income	74.9%	75.2%	74.5%
<b>Return on equity</b>			
Average equity (\$m)	2,379.1	2,420.9	2,266.8
Days in period	184	181	184
Days in year	365	365	366
Return on equity	8.2%	8.0%	8.4%

## Shares on issue

Shares Held	Ordinary Shares		Days
	From	To	
653,860,581	1/07/2022	6/10/2022	98
658,350,171	7/10/2022	13/10/2022	7
658,418,697	14/10/2022	31/12/2022	79
658,418,697	1/01/2023	11/04/2023	101
662,598,242	12/04/2023	30/06/2023	80
662,598,242	1/07/2023	10/10/2023	102
666,626,753	11/10/2023	31/12/2023	82

# Insignia Financial Ltd

1H24 Investor and Analyst Book  
6 Months ended 31 December 2023

**22/02/2024**



## Disclaimer

### Important information

This analyst book has been prepared by Insignia Financial Ltd ABN 49 100 103 722 (Insignia Financial). It is general information on Insignia Financial and its subsidiaries (together Insignia Financial Group) and is current as at 22 February 2024.

The information in this presentation is in summary form and is not necessarily complete. It should be read together with (i) any verbal presentation delivered on the date of this presentation (ii) Insignia Financial's condensed consolidated interim report for the half year ended 31 December 2023 lodged with the ASX on 22 February 2024 (Half Year Report) and (iii) any other periodic and continuous disclosure announcements of Insignia Financial that have been lodged with ASIC or released on our website [www.insigniafinancial.com.au](http://www.insigniafinancial.com.au).

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Any forward-looking statements are provided as a general guide only and are not guarantees or predictions of future performance. They are based on information, expectations and assumptions known to Insignia Financial as at the date of this presentation regarding Insignia Financial's present and future business strategies and the future political, regulatory and economic environment in which Insignia Financial will operate.

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Insignia Financial does not undertake to update any forward-looking statement to reflect events or circumstances after the date of this presentation, subject to its regulatory and disclosure requirements.

Underlying net profit after tax (UNPAT) attributable to equity holders of Insignia Financial reflect an assessment of the result for the ongoing business of the Insignia Financial Group as determined by the Board and management. UNPAT has been disclosed with regard to ASIC's Regulatory Guide 230 Disclosing non-IFRS financial information and the adjustments to NPAT are set out on page 10 of the 31 December 2023 condensed consolidated interim financial report. UNPAT attributable to equity holders of Insignia Financial has not been reviewed or audited by the Group's external auditors, however the adjustments to NPAT attributable to equity holders of Insignia Financial have been extracted from the books and records that have been reviewed by the external auditor. UNPAT is disclosed as it is useful for investors to gain a better understanding of Insignia Financial's financial results from normal operating activities.

Unless stated otherwise, all figures in this presentation are unaudited and in Australian dollars. Some figures, amounts, percentages, estimates, calculations of value and fractions are subject to rounding. Accordingly, the actual calculations of these figures may differ from figures set out in this presentation. Further, some balances subject to rounding may not add consistently throughout this presentation.

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### Insignia Financial Shareholder website

<https://www.insigniafinancial.com.au/shareholders>

### Insignia Financial ASX announcements

<https://www.insigniafinancial.com.au/shareholders/performance-and-reporting/asx-announcements>

## Key people

### Insignia Financial Leadership Team

Renato Mota	Chief Executive Officer <sup>1</sup>
David Chalmers	Chief Financial Officer
Adrianna Bisogni	Group Company Secretary
Lawrence Hastings	Chief Legal Officer
Frank Lombardo	Chief Operating & Technology Officer
Garry Mulcahy	Chief Asset Management Officer
Mark Oliver	Chief Distribution Officer
Anvij Saxena	Chief Risk Officer
Mel Walls	Chief People Officer
Chris Weldon	Chief Client Officer
Darren Whereat	Chief Executive Officer, Rhombus Advisory Pty Ltd

Profiles for each member of the leadership team can be found at <https://www.insigniafinancial.com.au/about-us/our-people/our-executive-team>

### Insignia Financial Board of Directors

Allan Griffiths	Chairman, Independent Non-Executive Director
Renato Mota	Chief Executive Officer <sup>1</sup>
Andrew Bloore	Independent Non-Executive Director
Elizabeth Flynn	Independent Non-Executive Director <sup>2</sup>
John Selak	Independent Non-Executive Director
Michelle Somerville	Independent Non-Executive Director

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<sup>1</sup> Resigning effective 29 February 2024

<sup>2</sup> Retiring 2024

Profiles for each member of the Board can be found at <https://www.insigniafinancial.com.au/about-us/our-people/board-of-directors>

## Key Management Personnel remuneration details

The 2023 Remuneration Report can be found on page 71 of the 30 June 2023 Annual Financial Report at <https://www.insigniafinancial.com.au/shareholders/performance-and-reporting/reports-and-results>

## 2024 Key dates

1H24 Dividend record date	11 March 2024
1H24 Dividend payment date	3 April 2024
3Q24 FUMA/Business update	24 April 2024
4Q24 FUMA/Business update	25 July 2024
Full year results announcement	22 August 2024
Annual General Meeting	21 November 2024

The above dates may be altered should circumstances change. Latest key dates will be updated at <https://www.insigniafinancial.com.au/shareholders/performance-and-reporting/key-dates>

## Insignia Financial purpose and principal activities

### About Insignia Financial Ltd

Insignia Financial Ltd is listed on the Australian Securities Exchange (ASX: IFL). The Insignia Financial Ltd consolidated group includes the Company and its controlled entities (the Group or Insignia Financial).

The Insignia Financial Group has been helping Australians secure their financial future since 1846. During that time, the Insignia Financial Ltd has grown substantially to become one of the largest groups in the financial services industry.

### Purpose

The Insignia Financial Group's purpose is to:

- understand me;
- look after me; and
- secure my future.

The Insignia Financial Group's ambition is to create financial wellbeing for every Australian. The Insignia Financial Group intends to achieve this through:

- delivering what matters to clients;
- continuing to promote a client-led culture; and
- building a better tomorrow for the community and shareholders.

### Principal activities

The principal activities of the Insignia Financial Group are:

**Platforms:** Offering a wide range of financial services solutions on superannuation and investments to clients including investors, members, employers and advisers.



**Advice:** Providing quality financial advice that is accessible, affordable and engaging for Australians, and helping clients navigate their way through a range of financial products and services and educating clients to improve their financial literacy.

**Asset Management:** Delivering strong and consistent returns to clients with access to world-leading investment managers across a broad range of highly rated single and multi-manager capabilities and other attractive investment opportunities.

## Basis of preparation and its key business segments

### Basis of preparation

Insignia Financial Ltd (the 'company') is a public company listed on the Australian Securities Exchange (trading under the symbol 'IFL'), domiciled in Australia. This report covers the Company and its controlled entities (collectively, the Group or the Insignia Financial Group). The Insignia Financial Group is a for-profit entity.

Items are shown on a continuing operations basis unless otherwise noted.

### Key business segments

Insignia Financial is one of Australia's leading advice-led wealth managers and providers of wealth creation products and services. Various subsidiary entities within the Insignia Financial Group specialise in the provision of the following services:

- **Platforms** for advisers, their clients and employers in Australia;
- **Advice** via our extensive network of financial advisers; and
- **Asset Management** products that are designed to suit the needs of any investor.

Insignia Financial reports its financial results in four business segments:

1. Advice
2. Platforms
3. Asset Management
4. Corporate

### Advice

The Advice Segment reports the financial economics of a number of different advice channels.

The three main Advice channels are;

- **Professional Services** – wholly owned and operated advice network of Insignia Financial now report into newly created Client Wellbeing division
- **Advice Services** – Advisers operating their own advice businesses under an Insignia Financial licence
- **Self-Licensed Advice** – Advisers operating their own advice business with a non-Insignia Financial licence who utilise certain services from Insignia Financial

Other channels include;

- **Other** – includes revenue from advising on General Insurance and National Lending services as well as the wind down of the historical open architecture third-party platform distribution revenue

### Composition of advisers by channel

	Professional Services	Advice Services	Self-Licensed	Total
Dec-22	247	766	512	1,525
Dec-23	211	533	455	1,199

**Professional Services** are wholly owned and operated by Insignia Financial and include the following advice brands:

- **Shadforth Financial Group** – Employed Advisers servicing High Net Worth clients
- **Bridges Financial Group** – Employed Advisers servicing a broad range of Australians. The Bridges and MLC Advice businesses integrated successfully last financial year under a refreshed Bridges advice model, aligning governance, standards and the ways of working with a focus on improving outcomes for clients

Material net revenue drivers	Majority of advice revenue is charged through a fixed fee. Some of Shadforth's clients are charged a combination of fixed fees and asset-based fees. Insignia Financial retains 100% of the advice fee as revenue
Material cost drivers	Employed advisers are paid a salary plus discretionary bonus Support services for advisers, Technology, Business Support, Compliance, Research and Marketing, Technical Services and Professional Development

**Advice Services** include Advisers who own their practice and includes the following advice brands: Consultum, Lonsdale<sup>3</sup>, Millennium<sup>3</sup>, RI Advice, Godfrey Pembroke, and TenFifty, which operates as a business-to-business Advice brand for a cohort of ex-MLC advisers authorised under the Consultum licence.

A new partnership model will be established for its self-employed licensees comprising RI Advice, Consultum, and TenFifty. This new business will operate as Rhombus Advisory (formerly referred by to working name Advice Services Co). Insignia Financial will hold a majority stake in Rhombus Advisory reducing over time as advisers are invited to receive equity in Rhombus Advisory.

Ownership of Godfrey Pembroke is expected to be returned to Godfrey Pembroke advisers with Insignia Financial retaining a minority stake.

Material net revenue drivers	Advisers charge a combination of variable and/or fixed advice fee. Insignia Financial collects 100% of the gross advice fees as revenue Direct costs include the portion of advice fees remitted to advisers as per the licence agreement with Insignia Financial
Material cost drivers	Support services for advisers; Technology, Business Support, Compliance, Research and Marketing, Technical Services and Professional Development

<sup>3</sup> Ceased operations on 30 June 2023

<sup>4</sup> Millennium3 was sold on 8 December 2023

**Self-Licensed Advice** covers services provided to Independent Financial Advisers not licensed by Insignia Financial through the Alliances brand, MLC Connect and Lonsdale Dealer Associates

Material net revenue drivers	Advisers pay fees for services provided. Insignia Financial is not exposed to any licence risk
Material cost drivers	Support services for advisers, Licensing, Compliance and Governance, Technical Services, Research, Marketing

**Other** – Insignia Financial also earns revenue from non-advised clients, advising on General Insurance and from National Lending Services. The Advice segment includes the financial economics of run-off third-party platform administration arrangements and historical open architecture arrangements. This includes Colonial First State (CFS) and some Macquarie white-labelled products. The Rhythm administration solution administered by HUB24, which launched in June 2021, is reported in the Platforms segment, as it represents an outsourced administration arrangement by an Insignia Financial Group superannuation fund or Investment Services operator.

## Platforms

Insignia Financial’s current platform simplification activities are focused on the transition of MLC Wrap products and services to the Expand suite of products on the Evolve platform. This Wrap transition is expected to be completed by April 2024 and will enable the migration of almost \$38 billion of funds under administration (FUA) across around 96,000 client accounts and reduce the number of platforms supporting the MLC business from three to two, including Compass.

In anticipation of the transition of the MLC Wrap products and as part of its ongoing commitment to create a superior user experience and efficiencies for advisers and their clients, Insignia Financial further enhanced its Evolve platform during 1H24.

Those enhancements include:

- improved adviser navigation and new communication channels for messaging;
- customisable user permissions including transacting authority;
- real-time, dynamic tax estimation for proposed trades; and
- enhancements to adviser and client reporting.

Further improvements to the Evolve platform are planned for the coming months prior to the MLC Wrap migration, including expansion of the managed account offering, with both value and premium options.

Growth continues within Platform Connect (the externally administered advised wrap platform) including the \$1.8 billion transition to Insignia Financial’s private label Rhythm offering on HUB24, completed in December 23.

The Platforms segment has four key channels;

**Workplace** – Workplace super for current employees of small, medium, and larger enterprises providing a low fee offering for employers and their employees, which is both digitally serviced and relationship managed (including MySuper offerings)

**Personal** – Low complexity offer for direct retail clients. Also includes the Personal clients of the Workplace products (those clients who have left their employer). Low fee, digitally distributed and serviced

**Advised** – Adviser platform for retail clients and advised Wrap platforms, includes those administered by Macquarie and HUB24

**Closed/Transition** – Largely closed and legacy products including Oasis and remaining legacy OneAnswer post product transition in June 23

Material net revenue drivers	<p>Net revenue across products are driven by the level of fees, fee tiering and capping, together with discounting for larger Workplace super plans, and the mix of business across investment options</p> <p>Fee tiering and capping in many products result in a non-linear relationship between Funds Under Administration (FUA) and revenue</p> <p>Margins on Wrap products represent margins on administration fees whilst margins on Master Trust products include administration and investment fee margins</p> <p>Costs paid to outsourced product administrators i.e. Macquarie, HUB24 are also captured within net revenue</p> <p>MySuper fees are fixed plus basis point on FUA resulting in a higher overall net revenue % due to lower average client balances and a fixed proportion of fees. Fixed proportion of fees also apply to Choice options for IOOF Employer Super, Smart Choice, MasterKey and Plum products</p>
Material cost drivers	<p>Costs largely comprise staff salaries and technologies, relating to the following functions:</p> <ul style="list-style-type: none"> <li>• Administration systems and process</li> <li>• Product and distribution</li> <li>• Governance and process improvement (ClientFirst)</li> </ul>

## Workplace

Net revenue (NR) and average FUA for the Workplace channel for 1H24 are shown below.

The key platforms currently included in this channel are;

**IOOF Employer Super** – a premium super solution for current employees with a wide choice of investment and insurance options that can be customised specifically for employees. Includes IOOF MySuper

**MasterKey Business Super** – Workplace Super for current employees of generally small to medium, and some large enterprises, includes MLC MySuper offer

**Plum Corporate** – Workplace Super for current employees of larger enterprises, offering greater benefit of tailoring by employer sponsors, includes MySuper offer

**ANZ Smart Choice (Employer)** – Low fee offering for employers and their employees, digitally serviced and relationship managed, includes Smart Choice’s MySuper offer

	Average FUA \$'b	NR \$'m	NR %
<b>Workplace Total</b>	<b>55.5</b>	<b>154.2</b>	<b>0.55%</b>

## Personal

Personal channel net revenue, and average FUA for 1H24 can be found below.

The key platforms currently included in this channel are;

**IOOF Employer Super Personal** – Personal Super for former clients of IOOF Employer Super

**MasterKey Personal Super** – Personal Super for former clients of MasterKey Business Super

**Plum Personal** – Personal Super for former clients of Plum Corporate

**ANZ Smart Choice (Retail)** – Low fee, digitally distributed and serviced

	Average FUA \$'b	NR \$'m	NR %
<b>Personal Total</b>	<b>34.4</b>	<b>102.4</b>	<b>0.59%</b>

### Advised

Advised channel net revenue, and average FUA for 1H24 are shown below.

The key platforms currently included in this channel are;

**IOOF Advised Wrap** – internally administered advised wrap products including Expand Extra marketed as the go forward “Full menu” option and Expand Essential marketed as the go forward “Core menu” option, as well as Shadforth Portfolio Service

**OneAnswer Frontier** – Master Trust solution for advised retail clients

**MasterKey Retail** – Low complexity Master Trust offer for advised and direct retail clients

**MLC Wrap / Navigator** – Advised wrap platforms targeted for transition to Expand by 2H24

**Platform Connect** – externally administered advised wrap platforms provided through strategic partnerships with HUB24 and Macquarie Investments Management Limited

	Average FUA \$'b	NR \$'m	NR %
<b>Advised Total</b>	<b>111.7</b>	<b>204.7</b>	<b>0.36%</b>

### Closed/Transition

Closed/Transition channel net revenue, and average FUA for 1H24 can be found below.

Closed/Transition is made up of closed and legacy products, including Oasis, and the remaining legacy OneAnswer post product transition in June 23.

	Average FUA \$'b	NR \$'m	NR %
<b>Closed/Transition Total</b>	<b>6.4</b>	<b>16.8</b>	<b>0.52%</b>

## Asset Management

The Asset Management segment reports the financial economics of Insignia Financial’s Asset Management offerings which for 1H24 included:

**Multi-Asset Portfolio Construction** – Manufacturing MLC and IOOF branded diversified multi-asset and multi-manager investment solutions for both Insignia Financial’s internal platforms and external wholesale clients.

**Direct Asset Management Capability** – Managing assets on behalf of clients across a range of asset classes including Australian Equities, Australian Fixed Income, Global Equities, Global Private Equity, Alternatives and UK Unlisted Commercial Property.

Material net revenue drivers	Largely relates to contractual, fixed basis point fees charged on Funds Under Management (FUM)
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	Can be impacted by changes in the underlying cost to manufacture in Multi-Asset Portfolio Construction
	Can include performance fees from certain Direct Asset Management Capabilities
Material cost drivers	Largely relates to people costs of the investment teams and supporting product, distribution and services teams
	Other costs include: non-people costs such as investment data subscriptions, manager research fees, research house rating fees and investment platform fees

Asset Management net revenue, and average FUM for 1H24 can be found below.

	Average FUM \$'b	NR \$'m	NR %
<b>IOOF Multi-Asset</b>	<b>24.5</b>	<b>37.1</b>	<b>0.30%</b>
<b>MLC Multi-Asset</b>	<b>10.4</b>	<b>22.1</b>	<b>0.42%</b>
<b>Direct Asset Management</b>	<b>51.7</b>	<b>45.8</b>	<b>0.18%</b>
<b>Asset Management Total</b>	<b>86.6</b>	<b>105.4</b>	<b>0.24%</b>

**IOOF Multi-Asset** – includes IOOF MultiMix, IOOF MultiSeries, IOOF Balanced Investor Trust (MySuper) and Specialist Funds (tailored for licensees).

- During 1H24, Insignia Financial completed the sale of IOOF Ltd to Australian Unity and with it \$1.0bn in FUM associated with the IOOF WealthBuilder investment bond business. The FUM, net revenue and operating expenses in relation to the management of these investment options continued to be recognised in Asset Management up until the point of completion and are therefore included in the first half results for FY24
- As a result of bringing together the MLC and IOOF heritage investment teams and aligning investment strategies, various IOOF heritage investment options were rebranded during 1H24 under the MLC banner, including the flagship retail offerings IOOF MultiMix (rebranded MLC MultiActive) and IOOF MultiSeries (rebranded MLC MultiSeries)

**MLC Multi-Asset** – includes MLC Horizon Series, MLC Inflation Plus, MLC Index Plus, MLC Sector Funds and MLC Managed Accounts.

**Direct Asset Management** – includes Antares Fixed Income, Antares Equities, MLC Alternative Strategies, MLC Private Equity, Orchard Street Investment Management, Fairview Equity Partners and Intermede Investment Partners



**Total Assets Managed** – In addition to the \$85.5b in FUM directly recognised in the segment, the Asset Management division manages a further \$113.1b of multi-asset investment options (including MySuper) on behalf of Insignia Financial's Plum Super, MLC MasterKey and ANZ P&I master trust platforms. The FUM, net revenue and operating expenses in relation to the management of these investment options are recognised in the Platforms segment.

A reconciliation of reported Asset Management FUM to the total assets managed by the Asset Management business at 31 December 2023 can be found below.

\$'b	Total
Reported Asset Management FUM	85.5
Master Trust Platform FUM	113.1

Excluded Minority Interest FUM	8.7
<b>Total Assets Managed</b>	<b>207.3</b>

**Minority Interest Investments** – Included within Direct Asset Management are minority interest investments in several capabilities which are accounted for under the equity accounting methodology. Where Insignia Financial group entities are not the responsible entity and product issuer, FUM is recognised at Insignia Financial’s equity percentage ownership, to reflect the economic interest Insignia Financial has in those businesses.

Capability	Key Facts	
Fairview Equity Partners	Asset Class	Australian Equities (small caps)
	FUM	\$0.5b (at 100%)
	Ownership	40%
	Location	Australia
	Accounting	Equity accounted (share of associate’s profit)
	Intermede Investment Partners	Asset Class
	FUM	\$14.8b (at 100%)
	Ownership	40%
	Location	UK/US
	Accounting	Equity accounted (share of associate’s profit)

## Corporate

The corporate segment comprises group functions required to support the Group and operating segments. Activities performed by the segment are of a strategic, shareholder or governance nature and reflect centralised corporate expenses. The segment also includes the financial results from the Group’s divestment program.

Key corporate expenses currently include:

- Shared service costs including: IT, Legal, Finance, Company Secretary, Risk and Compliance
- Interest expenses on Group debt
- Gains and losses from business divestment