



PRESENTED BY  
Anthony Wamsteker CEO  
David Coulter CFO

# Quarterly Results to 31 March 2024 Financial Results Presentation

**At Praemium we acknowledge the Traditional Custodians of Country.  
We pay our respect to their Elders past, present, and emerging for they hold  
the memories, traditions, and culture of First Nations' People.**



# Disclaimer

The material contained in this document is a presentation of general information about the Praemium Group's activities current as at the date of this presentation (18 April 2024) and is supplementary to the Group's previous ASX filings as applicable.

It is provided in summary and does not purport to be complete. You should not rely upon it as advice for investment purposes as it does not take into account your investment objectives, financial position or needs. These factors should be considered, with or without professional advice when deciding if an investment is appropriate.

This presentation may contain forward-looking statements including statements regarding our intent, belief or current expectations with respect to Praemium's businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices. Readers are cautioned not to place undue reliance on these forward-looking statements.

Praemium does not undertake any obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date hereof to reflect the occurrence of unanticipated events. While due care has been used in the preparation of forecast information, actual results may vary in a materially positive or negative manner. Forecasts and hypothetical examples are subject to uncertainty and contingencies outside Praemium's control. Past performance is not a reliable indication of future performance.

To the extent permitted by law, no responsibility for any loss arising in any way (including by way of negligence) from anyone acting or refraining from acting as a result of this material is accepted by the Praemium Group or any of its related bodies corporate.

# Presenters



Anthony Wamsteker  
CEO



David Coulter  
CFO

- » Strategy Progress Update
- » FUA and Flows
  - » Total incl OneVue
  - » Platforms
  - » Non-custodial
- » Detailed Tables
- » Questions

# Strategy progress update

01.  
Next-generation  
Powerwrap &  
Non-custodial

Next-gen IDPS  
product launch in  
final stages.

VMAAS portfolio  
and FUA growth  
outstripping market

02.  
Operational  
transformation

#1 platform for  
Security, Data and  
Integration and  
Decision Tools.

SMA and SuperSMA  
pricing changes take  
effect from 1 April.

03.  
Group-wide  
service  
enhancements

All service teams  
brought together  
under Customer  
Experience  
for enhanced  
processes and  
client support.

Dispute resolution  
team bolstered.

04.  
Superannuation  
advances

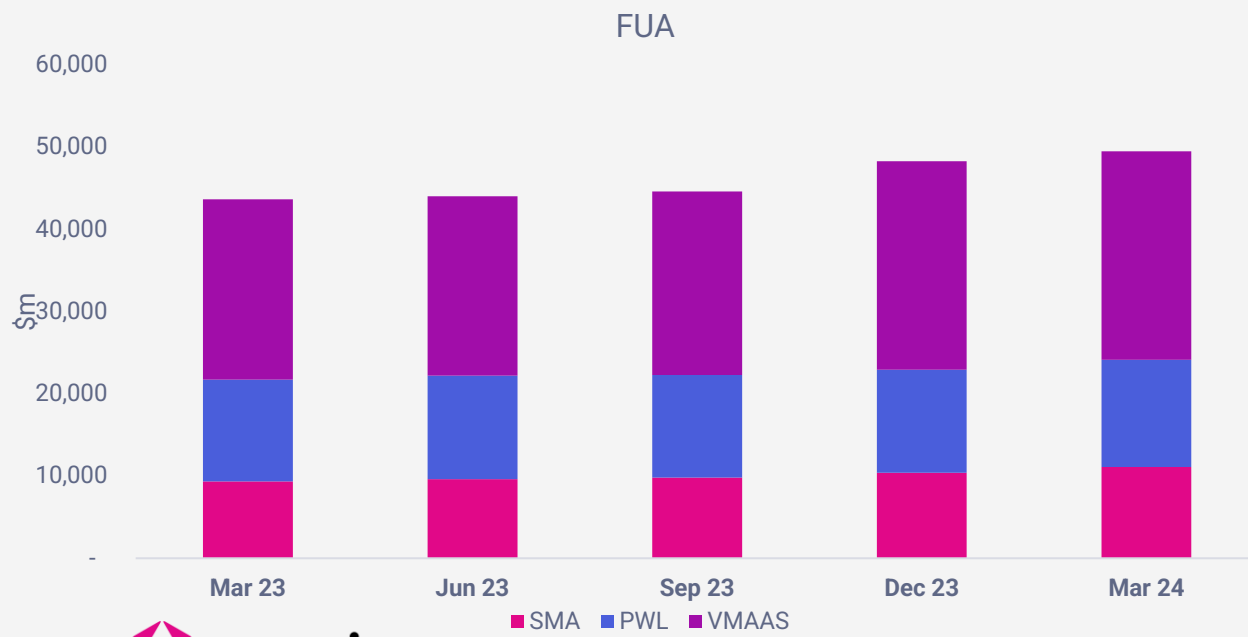
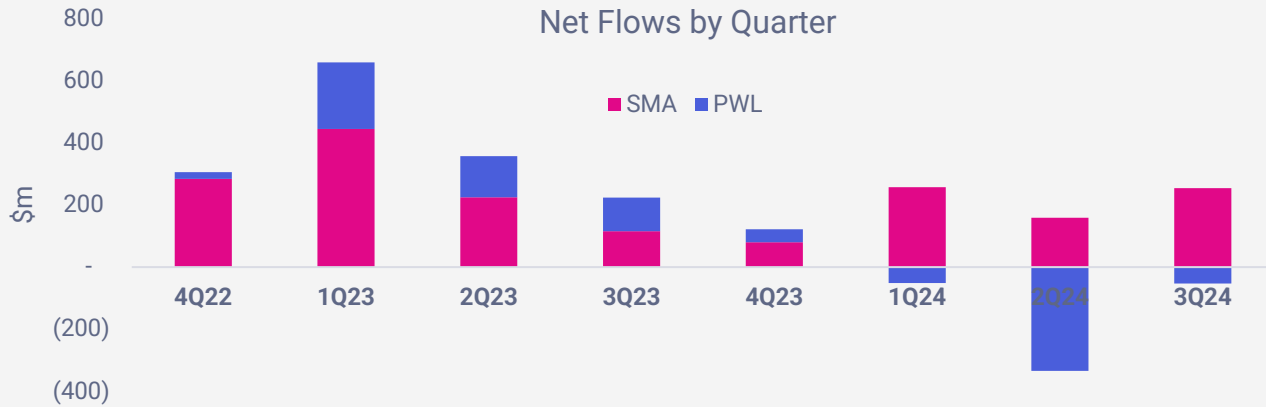
Enhanced service  
with upskilling and  
improved reporting  
and analytics on  
service provider.

New functionality  
for money in and  
money out phases.

05.  
Acquisition  
opportunities

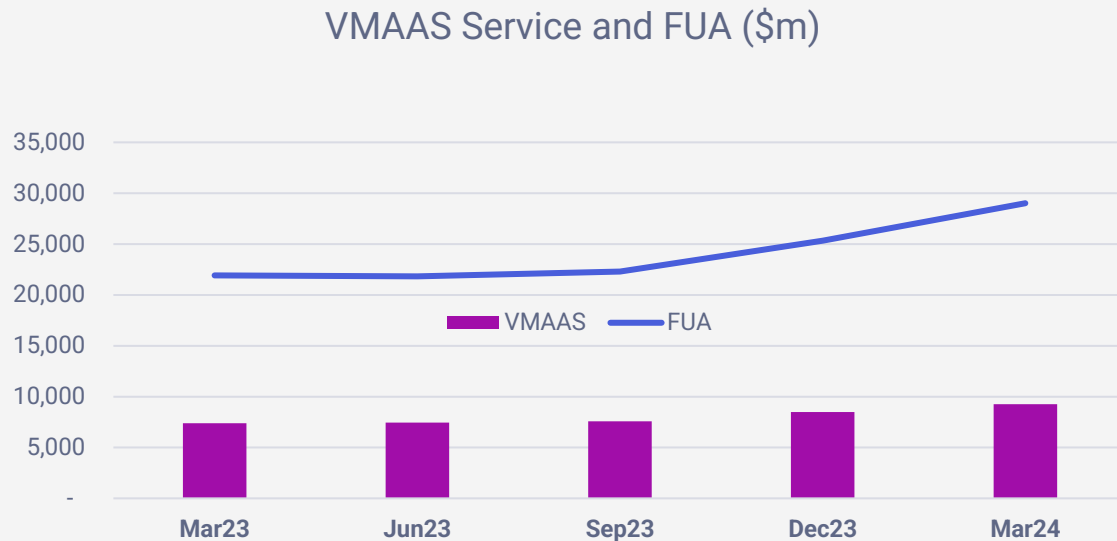
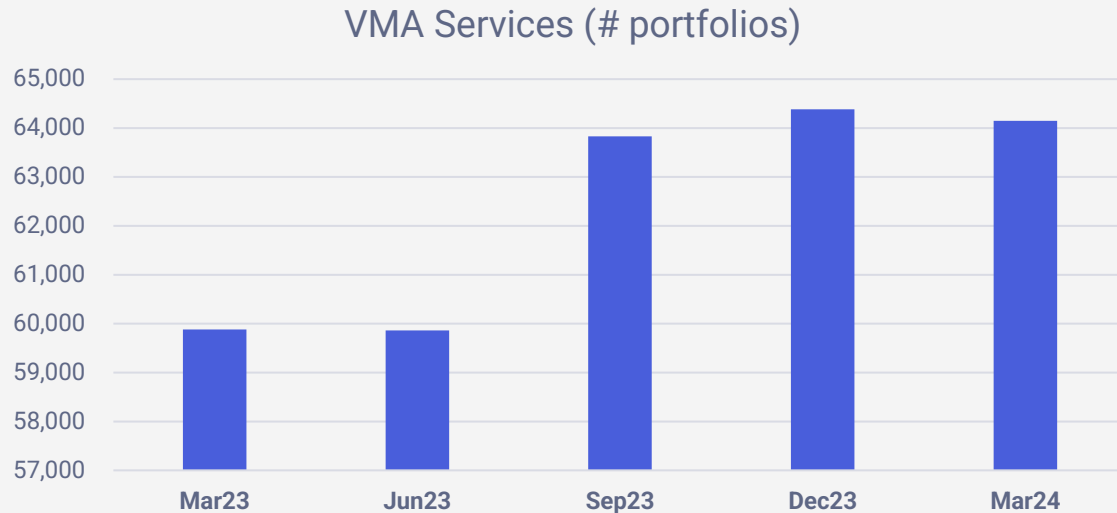
OneVue Platform  
purchase  
completed 15 April.

# Net flows and FUA



- » FUA \$53.3b - up 22% vs March 23
- » Addition of \$4.1b OneVue FUA in April brings total to \$57.4b
- » Platform FUA \$24.3b – up 22%
  - » Total SMA \$11.2b - up 19%
  - » Powerwrap \$13.0b – up 5%
- » VMAAS \$29.0bn – up 32%
- » Net Flows Q3 FY24
  - » Platform \$201m
    - » SMA \$254m inflow
    - » Powerwrap \$(53m) outflow
  - » Market movement \$1,124 m increase

# Accounts and FUA – non-custody



- » Reinvigorated growth in non-custodial services with 36 new client firms ytd
    - » VMA 64,149, up from 59,880
    - » VMAAS 9,267, up from 7,397
    - » VMAAS FUA \$29.0b - up 32%
- All comparisons v March 23

- » Clear market leader
- » Platform cross-selling opportunities being realised
- » Mercer service a significant win



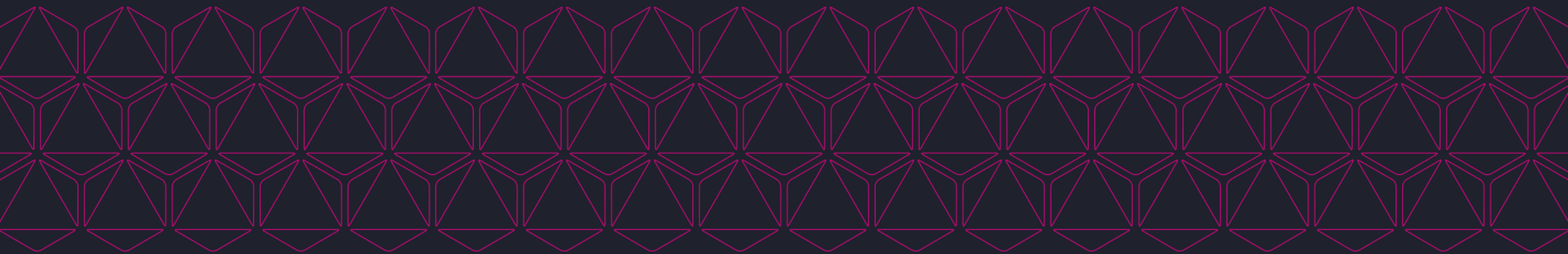
# Detailed tables

Quarterly Platform flows (\$m)	Mar 23	Jun 23	Sep 23	Dec 23	Mar 24	Platform FUA Movement (\$m)	Mar 23	Jun 23	Sep 23	Dec 23	Mar 24
Praemium SMA	470	547	640	593	638	Opening Platform FUA	20,918	21,722	22,201	22,284	22,928
Powerwrap	679	783	641	520	543	Praemium SMA	115	80	257	159	254
<b>Gross inflows</b>	<b>1,149</b>	<b>1,330</b>	<b>1,241</b>	<b>1,113</b>	<b>1,181</b>	Powerwrap	108	42	(51)	(334)	(53)
Praemium SMA	(355)	(467)	(383)	(434)	(384)	<b>Net inflows</b>	<b>223</b>	<b>122</b>	<b>206</b>	<b>(175)</b>	<b>201</b>
Powerwrap	(571)	(741)	(692)	(854)	(596)	Market revaluation / other	581	357	(123)	819	1,124
<b>Gross outflows</b>	<b>(926)</b>	<b>(1,208)</b>	<b>(1,075)</b>	<b>(1,289)</b>	<b>(980)</b>	<b>Closing Platform FUA</b>	<b>21,722</b>	<b>22,201</b>	<b>22,284</b>	<b>22,928</b>	<b>24,253</b>
Praemium SMA	115	80	257	159	254						
Powerwrap	108	42	(51)	(334)	(53)						
<b>Net inflows</b>	<b>223</b>	<b>122</b>	<b>206</b>	<b>(175)</b>	<b>201</b>						

FUA (\$m)	Mar 23	Jun 23	Sep 23	Dec 23	Mar 24
Praemium SMA	9,350	9,621	9,807	10,403	11,218
<i>Net Flow % of opening FUA</i>	1.3%	0.9%	2.7%	1.6%	2.4%
Powerwrap	12,372	12,580	12,476	12,524	13,034
<i>Net Flow % of opening FUA</i>	0.9%	0.3%	-0.4%	-2.7%	-0.4%
<b>Australia Platform FUA</b>	<b>21,722</b>	<b>22,201</b>	<b>22,284</b>	<b>22,928</b>	<b>24,253</b>
VMAAS	21,930	21,823	22,305	25,340	29,016
<b>TOTAL FUA</b>	<b>43,652</b>	<b>44,024</b>	<b>44,589</b>	<b>48,268</b>	<b>53,269</b>



# Questions





## contact us

Level 19, 367 Collins Street,  
Melbourne, VIC 3000  
Ph: 1800 571 881

E: [support@praemium.com.au](mailto:support@praemium.com.au)  
[praemium.com.au](http://praemium.com.au)



[twitter.com/praemium](https://twitter.com/praemium)



[linkedin.com/praemium](https://www.linkedin.com/company/praemium)