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# FY25 Half Year Results

18 February 2025

**HUB** 24

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*



# HUB24 – Australia’s Best Platform 3rd year running



**Australia’s best platform**  
(3<sup>rd</sup> year running)<sup>1</sup>



**#1 managed account capability**  
(awarded to HUB24 in 8 of the last 9 years)<sup>1</sup>



**Most impactful new enhancement – advice fee consent<sup>2</sup>**



**#1 for annual platform and retail superannuation net inflows<sup>3</sup>**



**#1 net inflows across all superannuation funds from member switching<sup>4</sup>**



2024 Platform Competitive Analysis and Benchmarking Report

**Best Platform Overall**

HUB24



2024 Platform Competitive Analysis and Benchmarking Report

**Best Platform Managed Accounts Functionality**

HUB24



2024 Platform Competitive Analysis and Benchmarking Report

**Best in Product Offering**

HUB24



2024 Platform Competitive Analysis and Benchmarking Report

**Best in Decision Support Tools**

HUB24



2024 Platform Competitive Analysis and Benchmarking Report

**Best in Online Business Management**

HUB24



2024 Platform Competitive Analysis and Benchmarking Report

**Most Improved in 2024**

HUB24

1. Investment Trends Platform Competitive Analysis and Benchmarking Report 2024.

2. SuitabilityHUB 2025 Platform Market Wrap.

3. HUB24 ranked first for quarterly and annual platform net inflows. Latest available data, Strategic Insights Master Trusts, Platforms & Wraps, September 2024.

4. APRA, Annual fund-level superannuation statistics. Net flows for FY24. Retail superannuation net inflows and net inflows across all super funds from member switching are both adjusted to exclude successor fund transfers.






# Highlights & operating review

**Andrew Alcock**

CEO & Managing Director



# 1HFY25 financial highlights<sup>1</sup>

	Revenue	Underlying EBITDA <sup>2</sup>
 Total Group	\$195.2m ↑ 25%	\$77.6m ↑ 41%
 Platform	\$154.2m ↑ 29%	\$66.7m ↑ 39%
 Tech Solutions	\$38.0m ↑ 9%	\$13.8m ↑ 37%

Total FUA  
**\$120.9b**  
 ↑ 33%

Platform FUA  
**\$98.9b** ↑ 36%  
 \$102.6b as at 13 Feb 2025<sup>3</sup>

PARS FUA  
**\$22.0b**  
 ↑ 17%

Statutory NPAT **\$33.2m** Up 54%

Underlying NPAT<sup>2</sup> **\$42.6m** Up 40%

Interim Dividend **24.0cps** Up 30%  
 Fully franked<sup>4</sup>

Underlying EPS (diluted) **51.0cps** Up 41%

1. Comparisons are from 1HFY24, unless stated otherwise.  
 2. 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.  
 3. Unaudited.  
 4. 1HFY25 and 1HFY24 dividends both fully franked.

# 1HFY25 business highlights

## Market leadership

- Outperforming stronger industry growth with record half-year Platform net inflows of \$9.5 billion<sup>1</sup>
- Increased growth in advisers choosing HUB24 with 361 net additions in 1HFY25
- HUB24 Super selected as successor fund for ClearView WealthFoundations, with FUA to migrate to Discover<sup>2</sup>
- Building advocacy and leveraging group relationships with additional myprosperity enterprise agreements
- NowInfinity growing above system and Class growth increased<sup>3</sup>

## Innovation

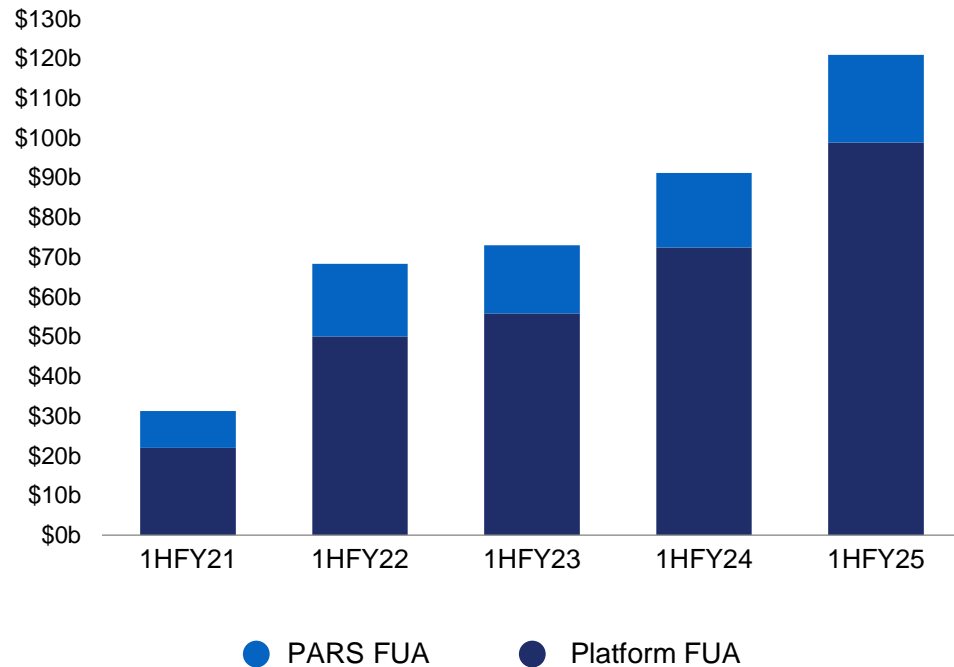
- Strategic alliance with Reach Alternatives to broaden access to alternative investments
- Engage, the next evolution of HUB24's client reporting capability (leveraging HUBconnect), now in pilot
- Continued enhancements to HUB24 platform to deliver adviser productivity, customer experience and choice
- Significant Class product enhancements, including registry feeds, property title search, and institutional document integrations

## Future-ready

- Investing in automation, to deliver quality, service & efficiency benefits
- Enhancing core infrastructure to support future growth, streamline processes, and maximise cost-effectiveness
- Investing in our people and culture, continuing to build our employer brand and enhance employee experience
- Investing in AI to solve key advice delivery and implementation challenges

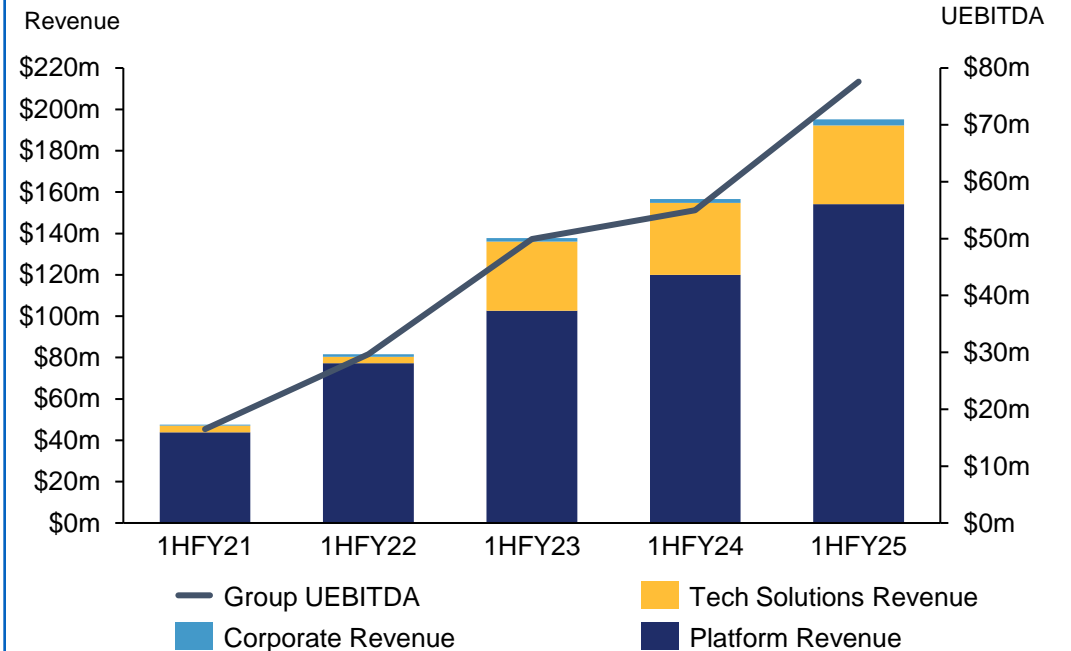
# Consistently delivering growth and shareholder value

## Funds under administration 4-YR CAGR +53%



## Group Revenue<sup>1</sup> 4-YR CAGR +42%

## Group UEBITDA<sup>1</sup> 4-YR CAGR +47%



1. Revenue and UEBITDA shown represents a continuing business view. Licensee impacts have been removed due to the sale of Paragem to Diverger in FY21.

# Recognised for innovation, customer service and product leadership



2024 Platform Competitive Analysis and Benchmarking Report

**Best Platform Overall**

HUB24

**#1 Best Overall Platform<sup>1</sup>**  
3 years running

**#1 Best Platform Managed Accounts Functionality<sup>1</sup>**

- #1 Best in Product Offering<sup>1</sup>
- #1 Best in Online Business Management<sup>1</sup>
- #1 Best in Decision Support Tools<sup>1</sup>
- Most Improved Platform in 2024<sup>1</sup>



2024 Adviser Technology Needs Report

**Overall satisfaction: Wrap Platform**

HUB24

**#1 Overall Satisfaction Wrap Platforms<sup>2</sup>**

**#1 Platform advocacy<sup>2</sup>**

- **#1 NPS for platform users<sup>2</sup>**
- #1 Tax Optimisation tools<sup>2</sup>
- #1 Contact Centre Support<sup>2</sup>
- #1 Practice Management Reporting<sup>2</sup>
- #1 Regulatory Support Tools<sup>2</sup>
- #1 Online Transaction Capabilities<sup>2</sup>
- #1 Demonstrating Client Value<sup>2</sup>
- #1 Range of investment Options<sup>2</sup>



- **Overall Best Advice Platform<sup>3</sup>**
- **Overall Satisfaction<sup>3</sup>**
- Best Adviser Experience<sup>3</sup>
- Best Client Experience<sup>3</sup>
- Ease of Onboarding<sup>3</sup>
- Best Investment Options<sup>3</sup>
- Best Online/Call Centre Support<sup>3</sup>
- Best BDM Support<sup>3</sup>



- **#1 Overall Satisfaction<sup>4</sup>**
- **#1 Platform Offering<sup>4</sup>**
- #1 BDM Support<sup>4</sup>
- #1 Reporting & Communication<sup>4</sup>
- #1 IT/Web functionality<sup>4</sup>
- #1 Brand Image and Reputation<sup>4</sup>

1. Investment Trends Platform Competitive Analysis and Benchmarking Report 2024.

2. Investment Trends 2024 Adviser Technology Needs Report.

3. Adviser Ratings Financial Advice Landscape Report 2024.

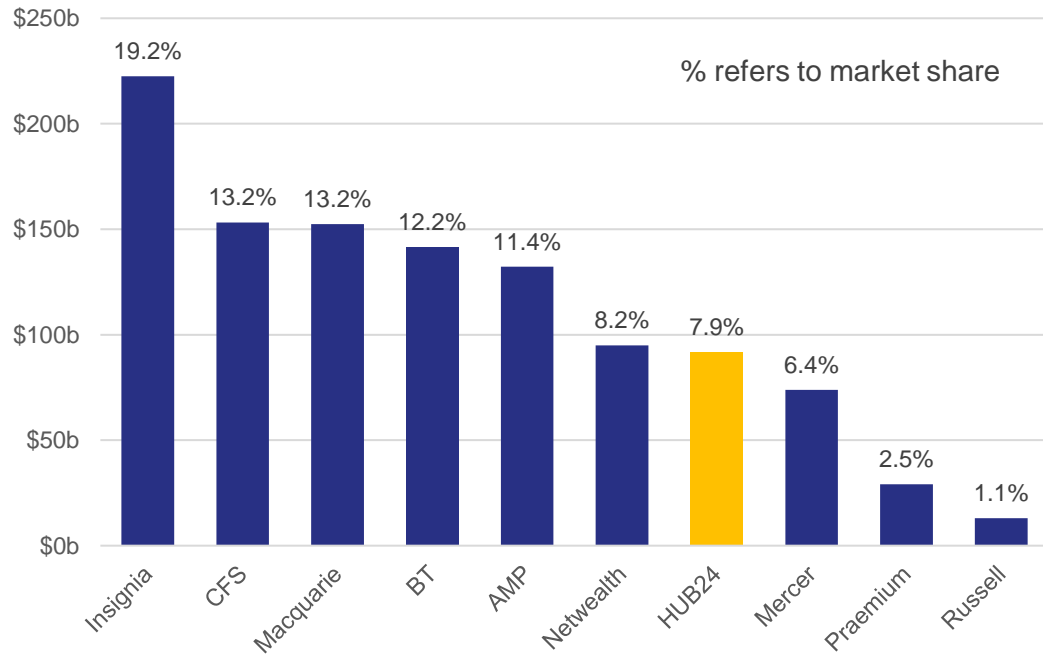
4. 2024 Wealth Insights Platform Service Level Report.



# Growing our market share

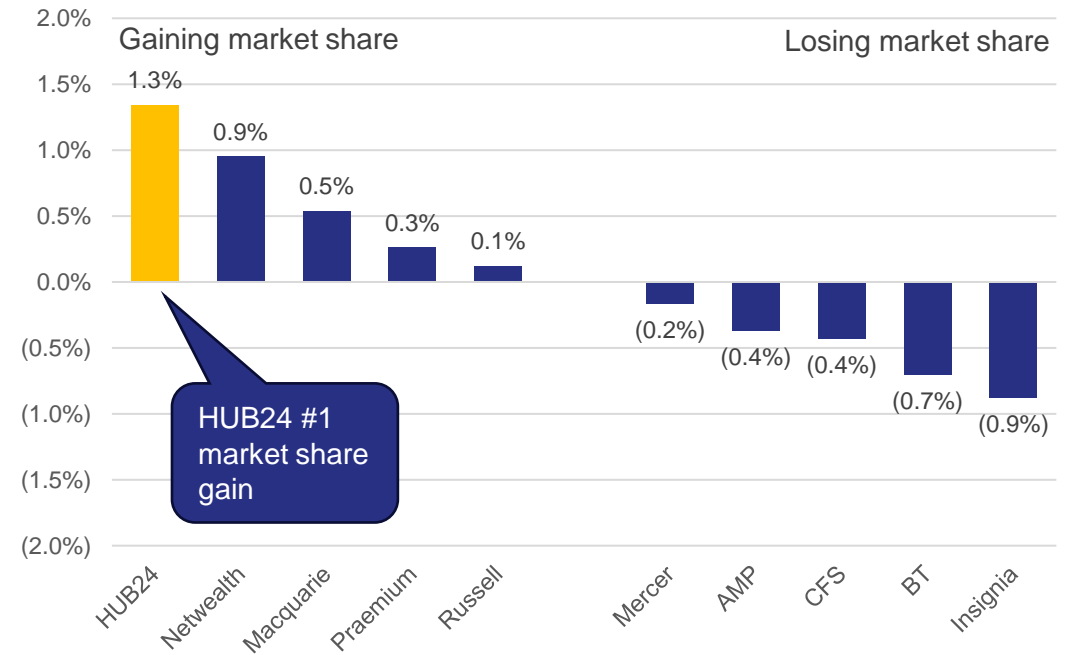
HUB24 ranked #7 by FUA as at September 2024

Top 10 platforms by FUA as at September 2024<sup>1</sup>



HUB24 increased market share 6.6% to 7.9% over last 12 months<sup>1</sup>

12-month change in market share of top 10 platforms<sup>1</sup>



Strong industry growth over last 12 months<sup>1</sup>



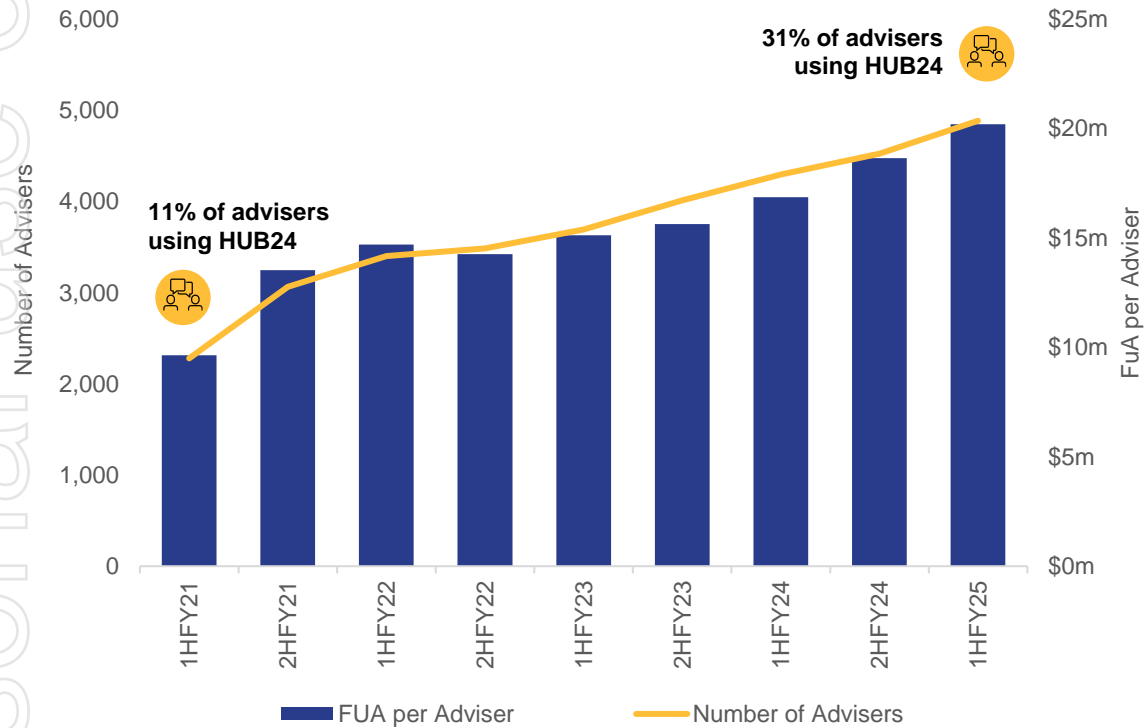
+17% system FUA growth (PCP: +7%)<sup>1</sup>

# Growing adviser base and increasing FUA per adviser

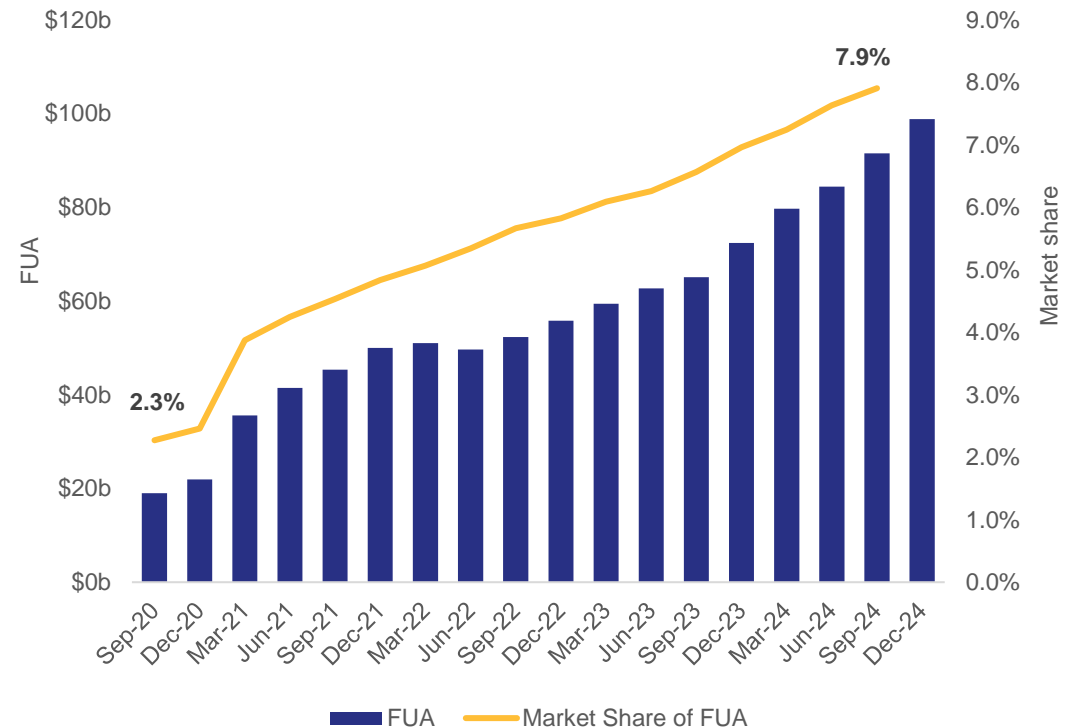
**Advisers 4-YR CAGR +22%**  
**31% of advisers use HUB24<sup>1</sup>**

**Market share increased from ~2% to ~8% over last 4 years<sup>2</sup>**  
**#1 market share gains over last 12 months<sup>2</sup>**

**Advisers using HUB24 and FUA per adviser<sup>1</sup>**



**HUB24 custody FUA and market share<sup>2</sup>**



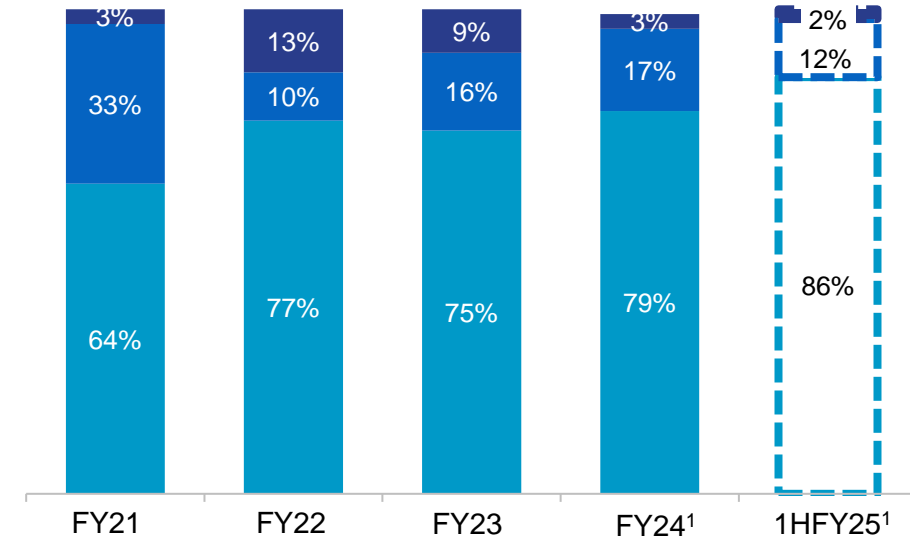
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1. HUB24 market share of advisers in 1HFY25 is based on Adviser Ratings Musical Chairs Q3 2024.  
 2. Latest available data, Plan for Life Master Trusts, Platforms & Wraps, September 2024.

# 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



HUB24 has access through relationships to more than **77%** of the total adviser market<sup>2</sup>



- Active advisers using HUB24<sup>2</sup> (31% of market)
- Advisers covered by a HUB24 distribution agreement who are not using the platform (46% of the market)<sup>2</sup>

361 adviser net additions in 1HFY25 (prior three years first half average was 277)

FUA per adviser at 1HFY25 was \$20m, up from \$10m in 1HFY21

Industry average FUA per adviser estimated to be \$75m per adviser, providing further opportunity for growth<sup>4</sup>

11% of advisers using the platform at 1HFY25 have more than \$50m FUA on HUB24, up from 9% in 1HFY24

New adviser relationships deliver transition/flow benefits for up to 6 years<sup>5</sup>

1. Excludes Equity Trustees (EQT) large migration.

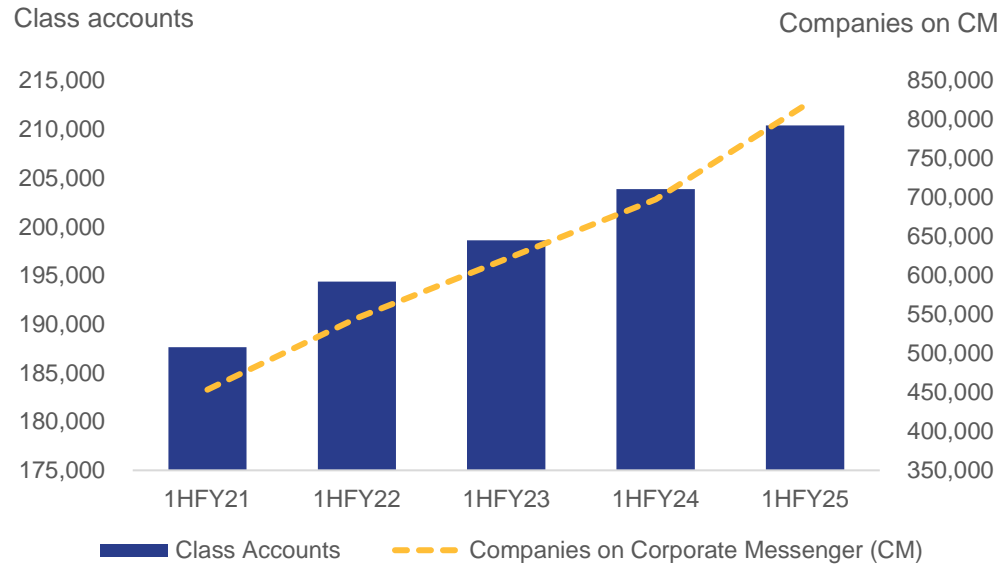
2. HUB24 analysis based on ASIC - Financial Adviser dataset and number of advisers based on Adviser Ratings, Musical Chairs Report Q3 2024. Includes access to private label products.

3. Adviser Ratings Musical Chairs Q3 2024. As at 30 September 2024.

4. Industry average per adviser as at 30 September 2024 based on total platform market and total number of advisers. Plan for Life Master Trusts, Platforms & Wraps data, September 2024. Adviser Ratings Adviser Musical Chairs Report Q3 2024.

5. Based on HUB24 internal analysis.

# Tech Solutions & myprosperity delivering consistent growth



Class SMSF market share 30.4% and growing with system<sup>1</sup>

More than 210,000 total Class accounts

More than 818,000 Companies on Corporate Messenger and growing at 1.7x system<sup>2</sup>



**~93k households<sup>3</sup>**

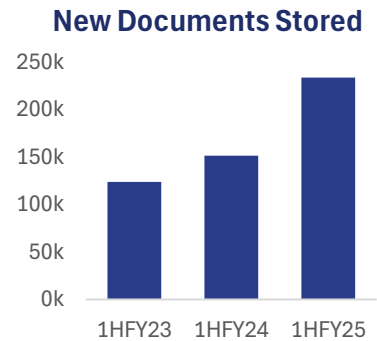
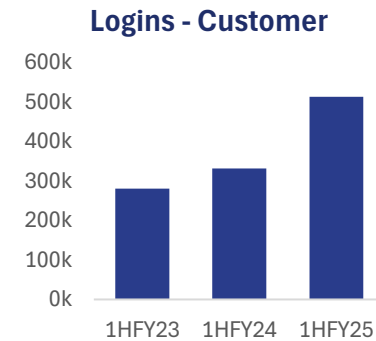
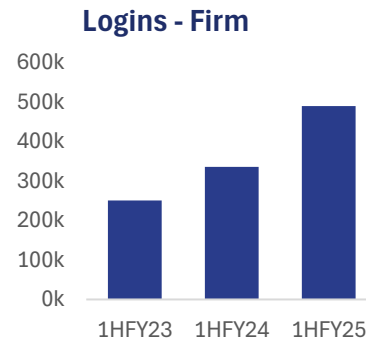
+18k households in 1HFY25



**520 wealth practices<sup>3</sup>**

+23 practices in 1HFY25

**Increased engagement and usage as value proposition resonates with financial professionals**



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# Financial results

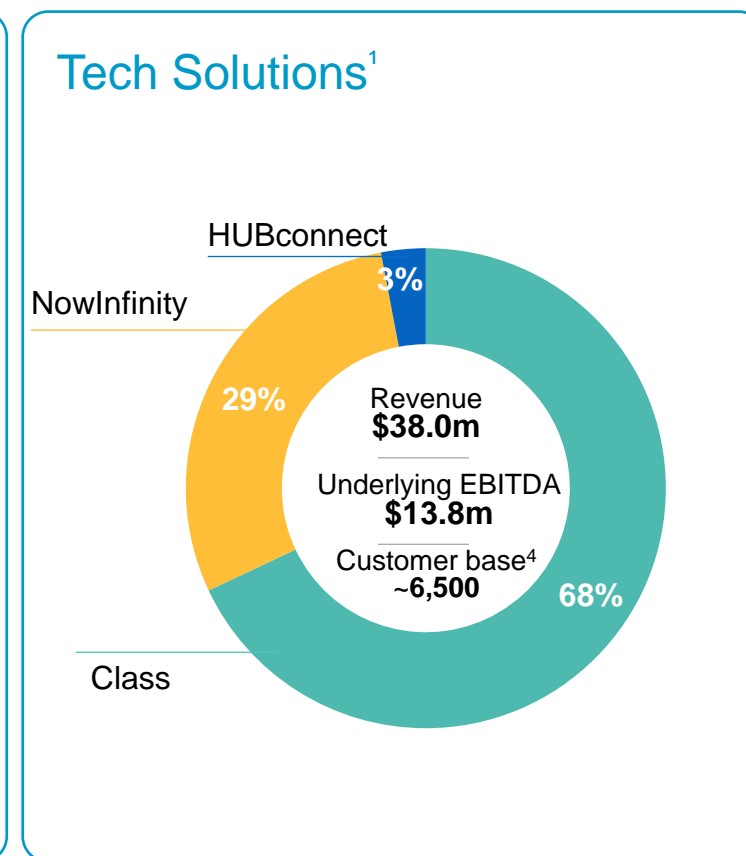
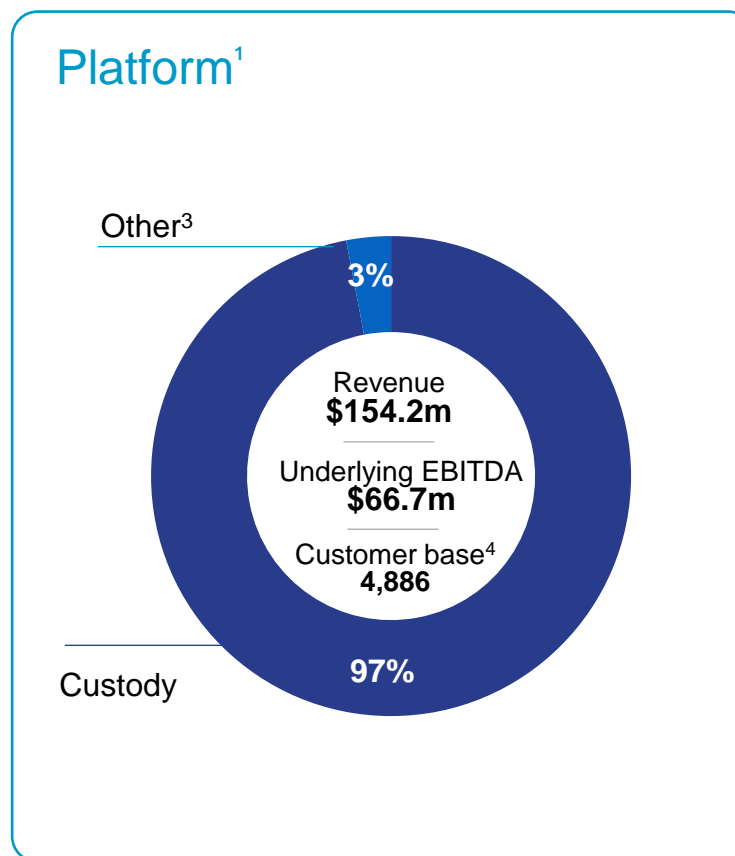
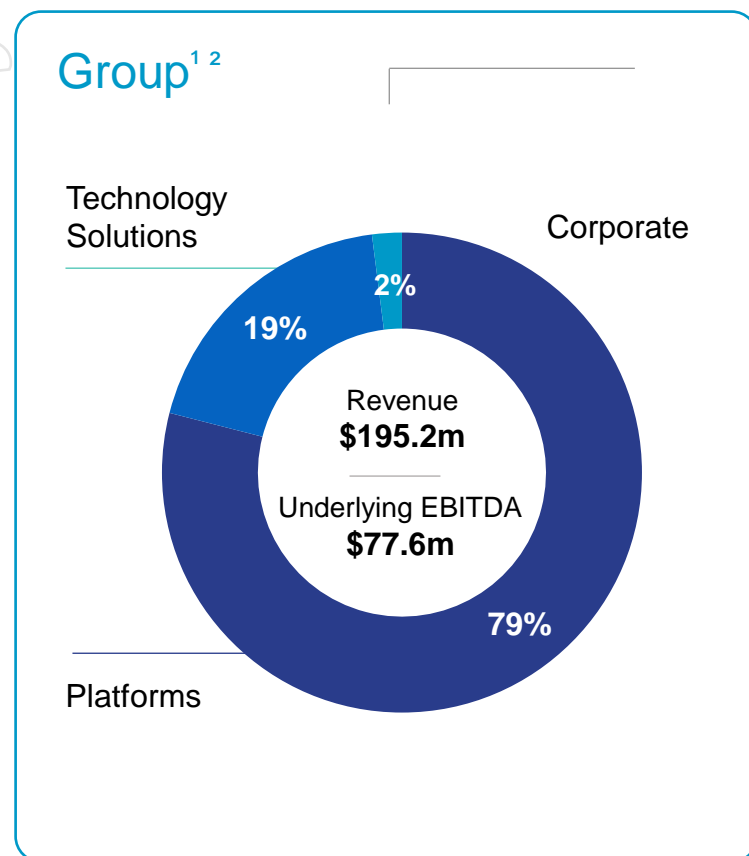
**Kitrina Shanahan**

Chief Financial Officer



# Group snapshot as at 31 December 2024<sup>1</sup>

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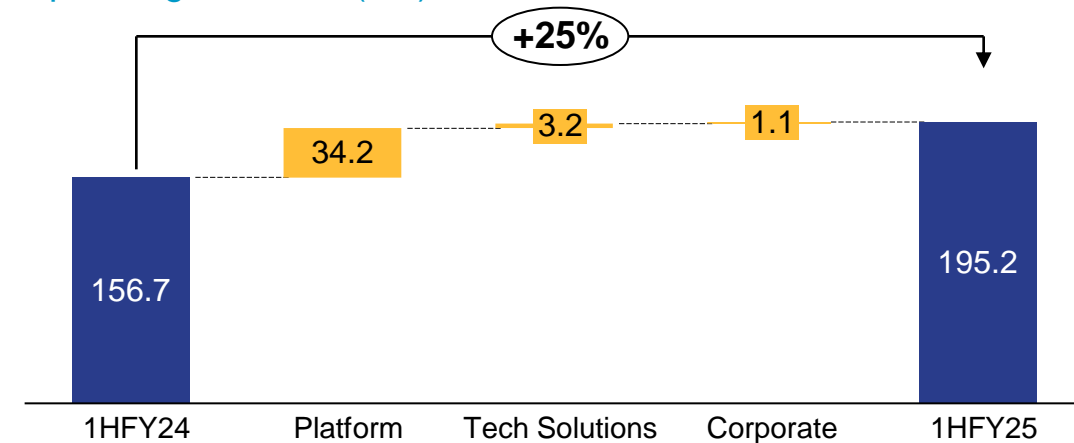


1. The percentages in graphs represent the revenue as a % of total.
2. Per the Financial Report and Analyst and Investor Pack, Class is included in the Tech Solutions segment.
3. Other includes Non-custody and myprosperity revenue.
4. HUB24 customer base represents Financial Advisers as at 31 December 2024 and Class customer base represents practices as at 31 December 2024.

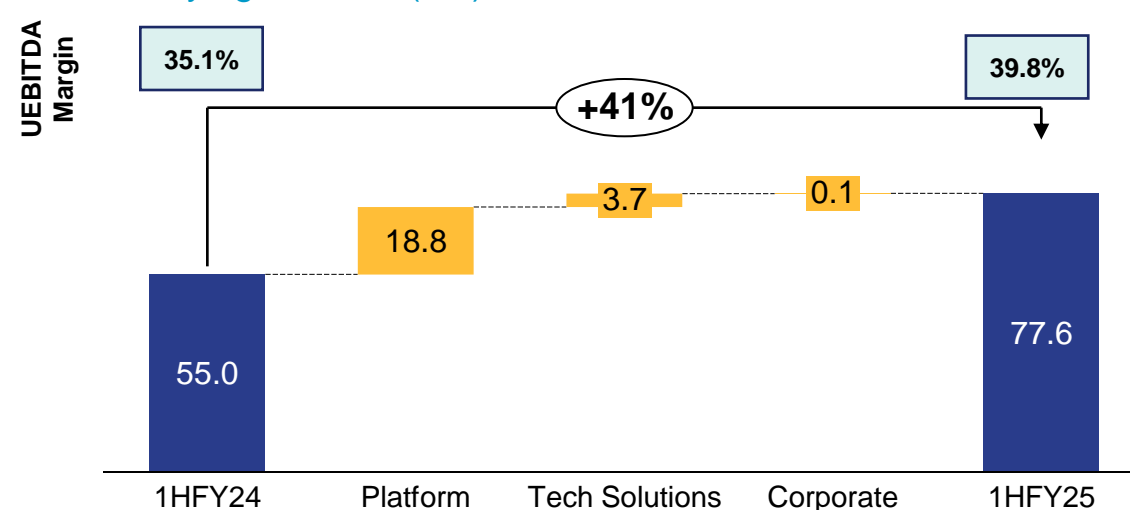
# Group financial results

	1HFY25	1HFY24	Change
Operating Revenue (\$m)	195.2	156.7	25%
Operating Expenses (\$m)	(117.6)	(101.7)	16%
Underlying EBITDA (\$m) <sup>1</sup>	77.6	55.0	41%
<b>Underlying EBITDA margin (%)<sup>1</sup></b>	<b>39.8</b>	<b>35.1</b>	<b>4.7</b>
EBITDA (\$m)	70.9	49.2	44%
Underlying NPAT (\$m) <sup>2</sup>	42.6	30.4	40%
Statutory NPAT (\$m)	33.2	21.5	54%
<b>Fully Franked Interim Dividend (cents per share)</b>	<b>24.0</b>	<b>18.5</b>	<b>30%</b>
<b>Underlying Diluted Earnings per share (cents)</b>	<b>51.0</b>	<b>36.2</b>	<b>41%</b>

## Operating Revenue (\$m)



## Underlying EBITDA (\$m)

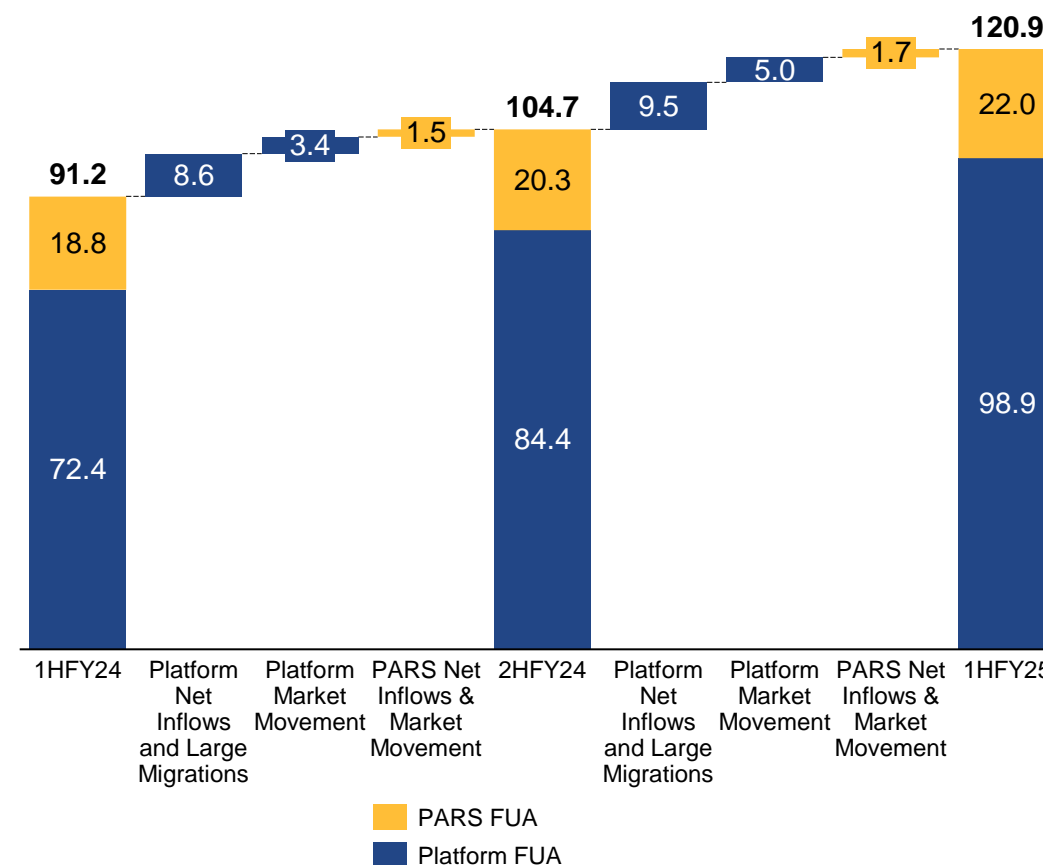


# Platform financial results

- Strong Platform FUA growth driven by record half-year of net inflows of \$9.5b and positive market movements
- Platform custody FUA growth of 36% to \$98.9b, with 66% of the growth driven by net inflows and 34% driven by market performance
- Expanding UEBITDA margin to 43% in 1HFY25

	1HFY25	1HFY24	Change
Platform FUA (\$b)	98.9	72.4	36%
PARS FUA (\$b)	22.0	18.8	17%
Total FUA (\$b)	120.9	91.2	33%
Platform Net Inflows (\$b)	9.5	7.2	31%
<b>Revenue (\$m)</b>	<b>154.2</b>	<b>120.0</b>	<b>29%</b>
<b>Operating Expenses (\$m)</b>	<b>(87.5)</b>	<b>(72.1)</b>	<b>21%</b>
<b>Underlying EBITDA (\$m)<sup>1</sup></b>	<b>66.7</b>	<b>47.9</b>	<b>39%</b>
<b>Underlying EBITDA margin (%)<sup>1</sup></b>	<b>43.2</b>	<b>39.9</b>	<b>3.3</b>

Funds Under Administration (\$b)

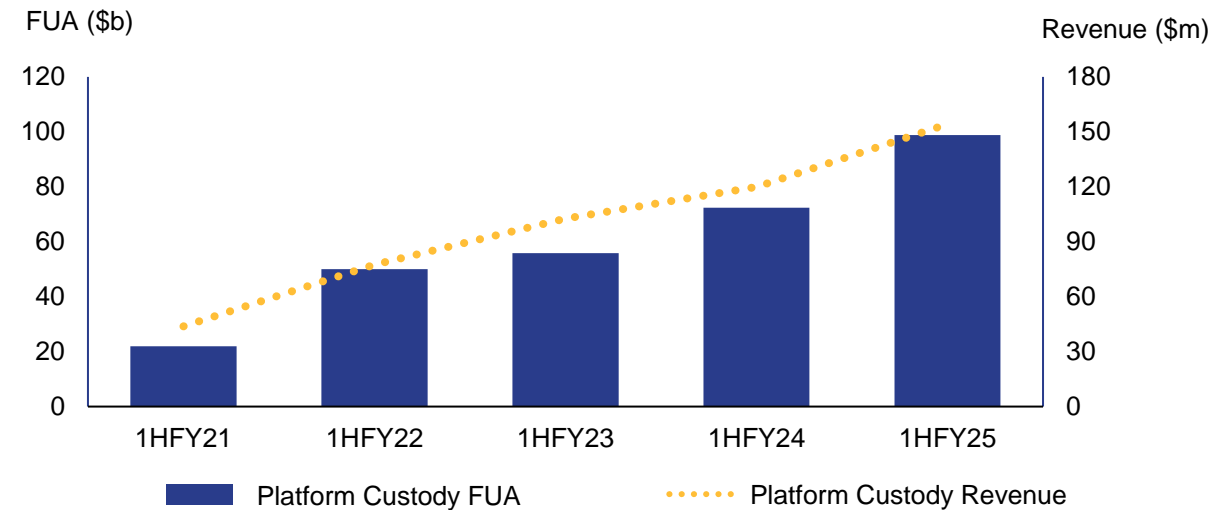




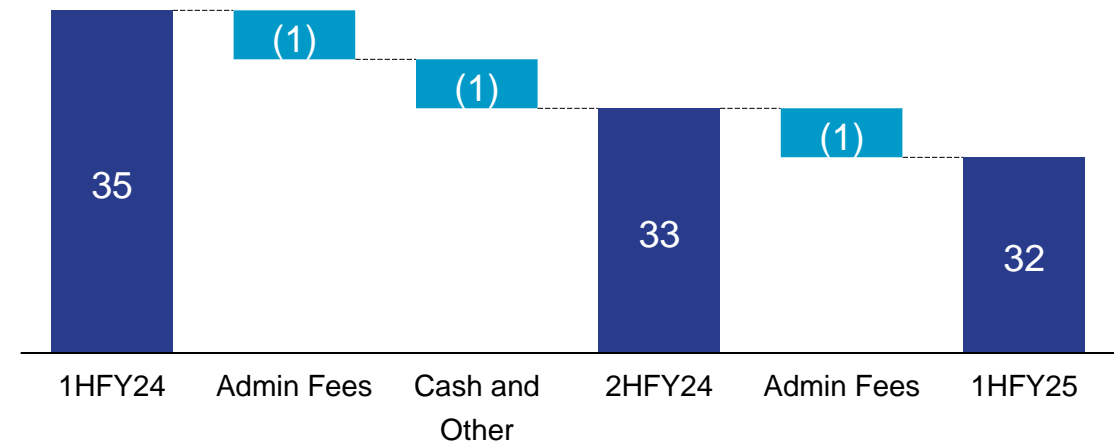
# Platform custody revenue and revenue margin

- Platform revenue up 29% to \$154m in 1HFY25 driven by growth in FUA and an uplift in trading volumes
- Platform revenue margin of 32bps in 1HFY25
  - 1bp decline on 2HFY24 due to lower admin fee margin from tiering & capping impacts
  - 3bps decline on 1HFY24 due to lower admin fee margin (2bps) from tiering & capping and a small impact from revisions to published rate cards; and a lower contribution from the cash management fee margin (1bp) due to lower average cash as a % FUA
  - Average cash as a % FUA in 1HFY25 was 7.0%, down from 1HFY24 (7.8%) and stable on 2HFY24 (7.0%)
- The number of accounts on the Platform for 1HFY25 were up 23% year on year

Platform FUA and Custody Revenue<sup>1</sup>



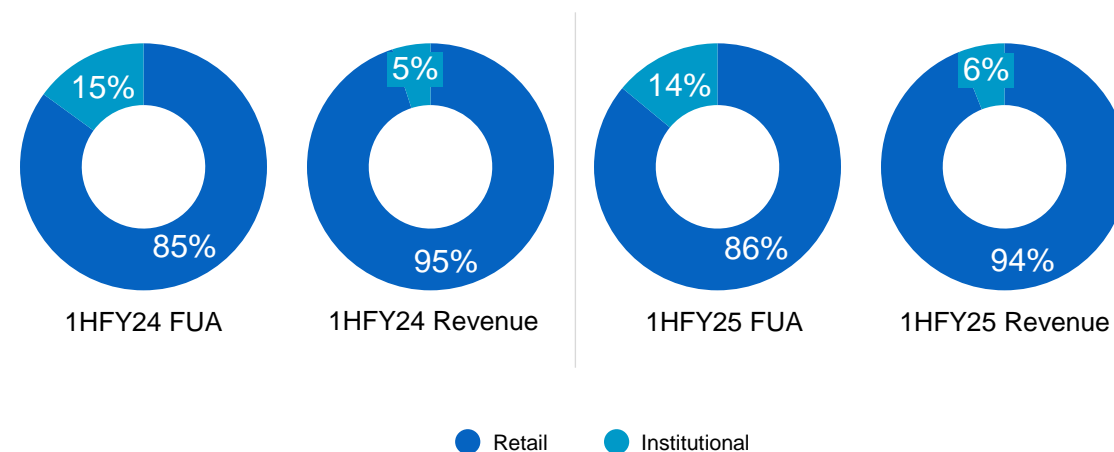
Platform Revenue Margin (bps)<sup>2</sup>



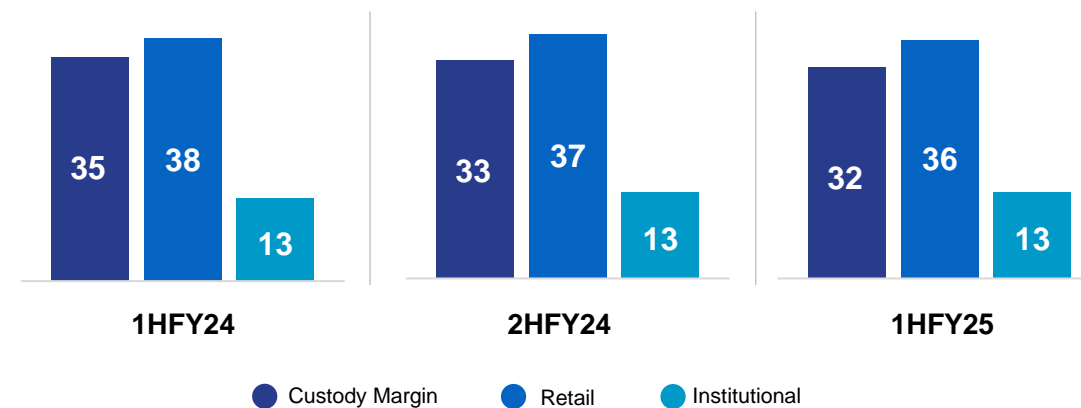
# Composition of platform revenue

- Increase in portion of FUA classified as Retail FUA driven by strong Retail net inflows which offset the impact of \$4.1b of Equity Trustees large migrations<sup>1</sup>
  - Retail represents 86% of Platform FUA (85% 1HFY24) and 94% of revenue (95% 1HFY24)
  - Institutional represents 14% of Platform FUA (15% 1HFY24) which includes High-Net-Wealth clients and Private Labels which attract high value portfolios at wholesale pricing reflecting scale efficiencies
  - Mix of portfolios and timing of migrations impacts revenue composition across Retail and Institutional
- PARS revenue growing in line with PARS accounts which increased 5% compared to 1HFY24

Portfolio composition of custody FUA and revenue (%)



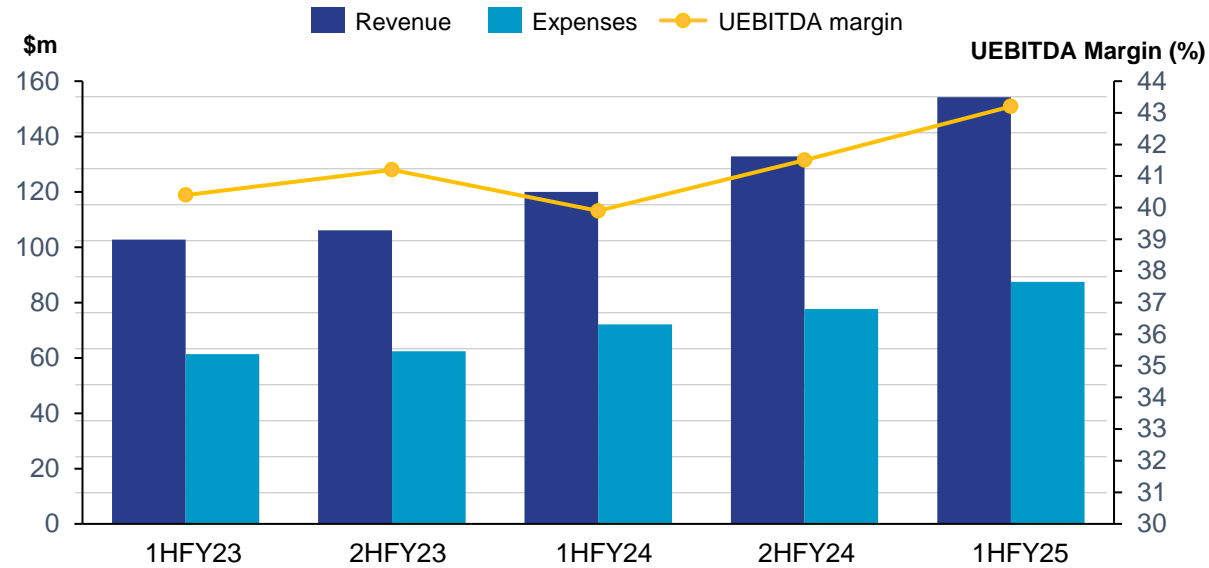
Custody revenue margin by channel (bps)<sup>1</sup>



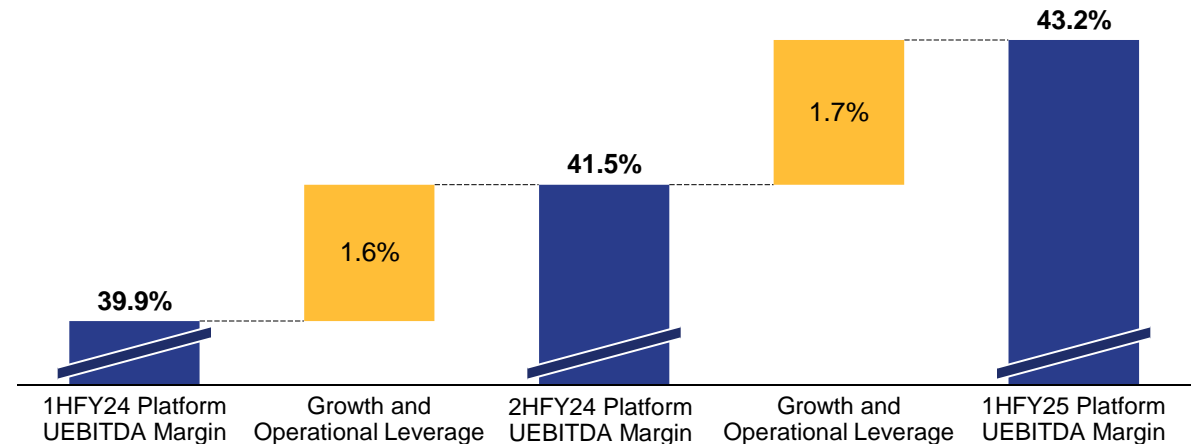
# Platform UEBITDA and margins

- Platform UEBITDA growth of 39% on 1HFY24 to \$66.7m in 1HFY25
  - Higher Platform net inflows, growth in FUA and associated revenues
  - Continued investment in people and resources to support growth
- Delivering consistent growth with Platform UEBITDA 4-year CAGR of 40%
- Platform UEBITDA margin increased 3.3% on 1HFY24 to 43.2% in 1HFY25 benefiting from scale and investment in operating efficiency delivering results

## Platform Revenue and Expenses



## Platform UEBITDA margin (%)

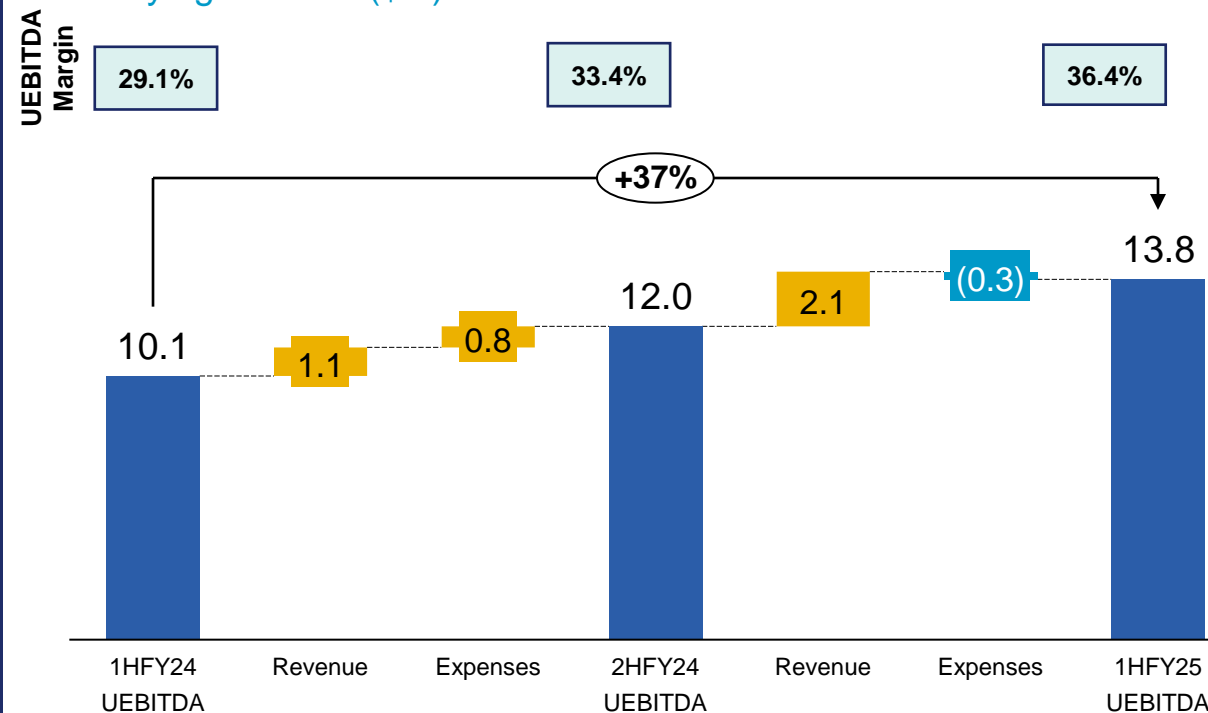


# Tech Solutions financial results

- Tech Solutions UEBITDA \$13.8m for 1HFY25, up 37% YoY
- UEBITDA margin 36.4%, up 7.3% to due to:
  - Revenue growth of 9% driven by price increases and growth in Class accounts and companies on NowInfinity
  - Operating expenses decreased 2% driven by expense management and group synergies

	1HFY25	1HFY24	Change
Class accounts <sup>1</sup>	210,414	203,860	3%
Class Document Orders <sup>2</sup>	200,440	182,204	10%
Companies on Class Corporate Messenger <sup>3</sup>	818,486	697,573	17%
<b>Revenue (\$m)</b>	<b>38.0</b>	<b>34.8</b>	<b>9%</b>
<b>Operating Expenses (\$m)</b>	<b>(24.2)</b>	<b>(24.7)</b>	<b>(2%)</b>
<b>Underlying EBITDA (\$m)</b>	<b>13.8</b>	<b>10.1</b>	<b>37%</b>
<b>Underlying EBITDA margin (%)</b>	<b>36.4%</b>	<b>29.1%</b>	<b>7.3</b>

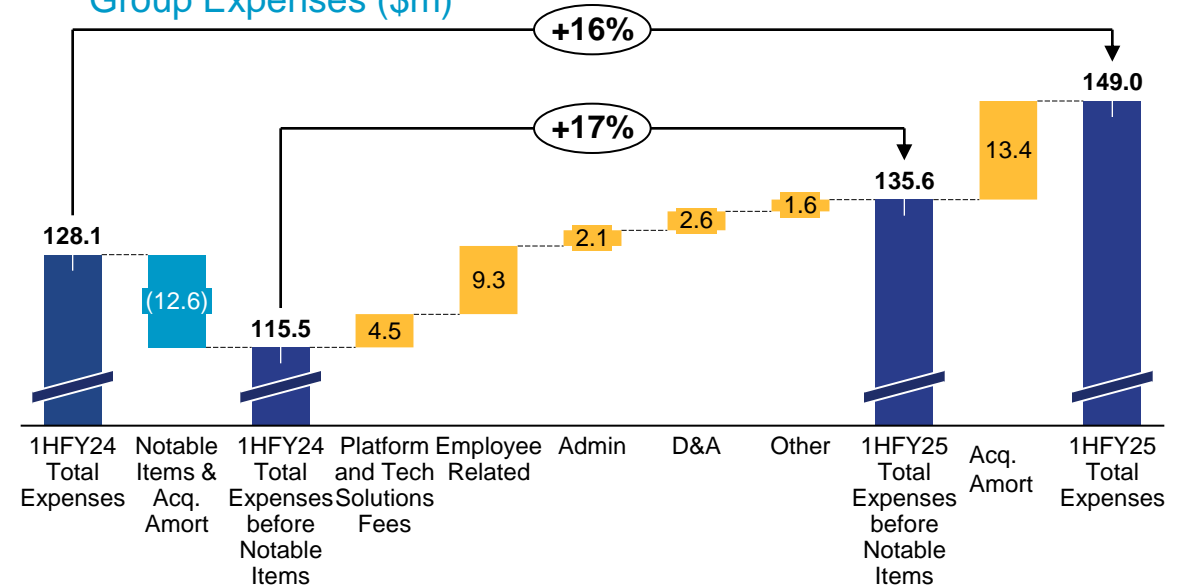
Underlying EBITDA (\$m)



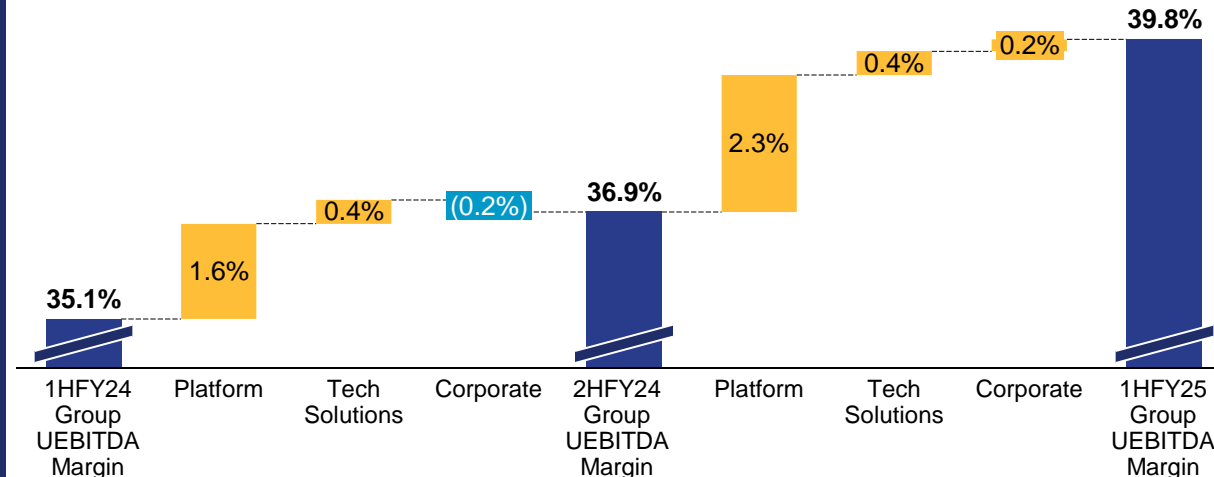
# Group expenses and margins

- Investing to support both increased scale and strategic growth objectives
- Group Total Expenses before Notable Items increased 17% on 1HFY24 driven by higher variable expenses linked to higher FUA and higher employment related costs due to continued investment in people in product and operations
- Group FTE stable at 882 (1HFY24: 883) reflecting the addition of customer facing (20) and corporate (9) roles offset by the reduction of project roles related to the integration and migration activities (~30)
- UEBITDA margin up 4.7% on 1HFY24 to 39.8% demonstrating scalable operating model and benefits of investment in automation
- Disciplined management of costs facilitates investment alongside UEBITDA margin expansion
  - Investing across business to maintain leadership and capitalise on the current market opportunity
  - Scalable operations leveraging innovative technologies to support further efficiencies

Group Expenses (\$m)



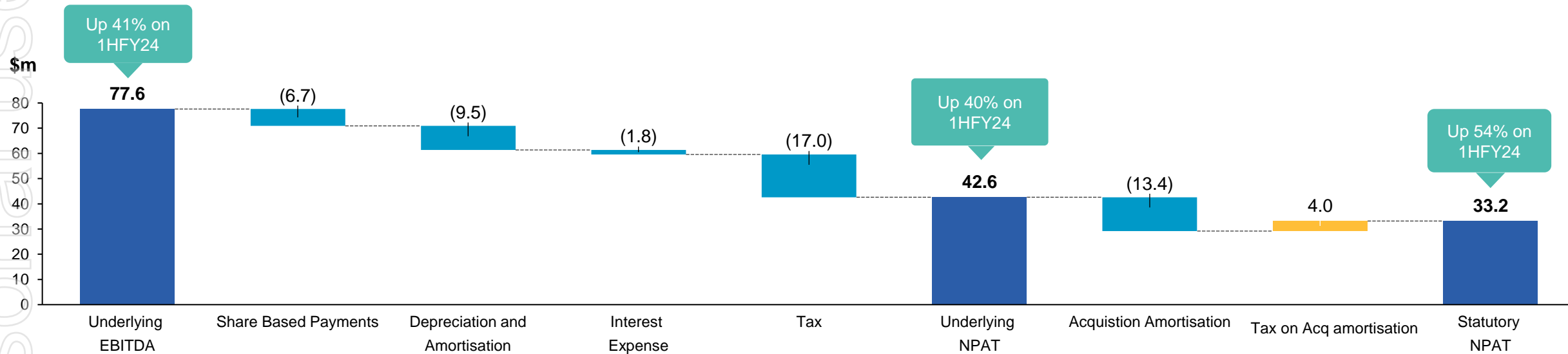
UEBITDA margin (%)



# Increasing profitability

## Statutory NPAT up 54% and Underlying NPAT up 40%

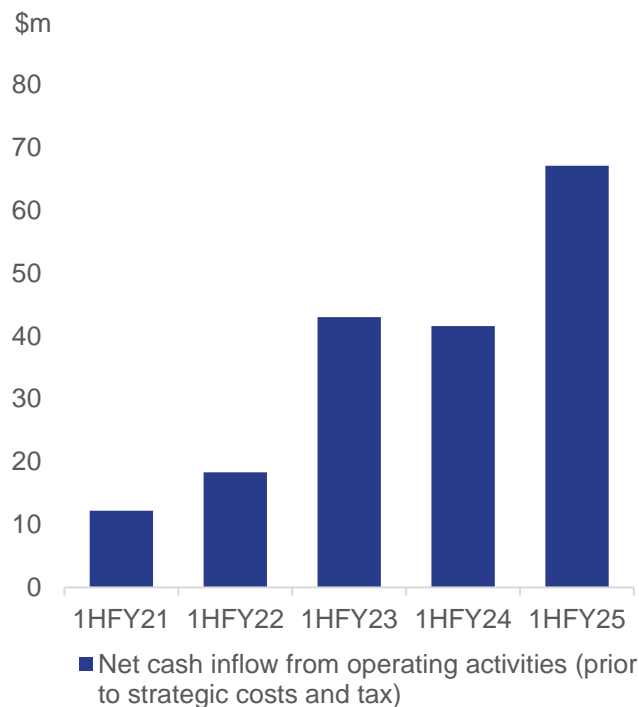
- Higher depreciation and amortisation in 1HFY25 as amortisation tracks towards capex levels and increase from new premises (FY25 expected to be \$19-21m pre-tax)
- Higher acquisition amortisation due to alignment of useful lives of acquired intangibles in FY24 (FY25 expected to be ~\$26m pre-tax)<sup>1</sup>
- Effective tax rate of ~28% (1HFY24: ~25%) impacted by movements in deferred tax balances related to timing of purchases and utilisation of treasury shares



# 1HFY25 strong financial performance and capital management

- ➔ Fully franked interim dividend of 24.0 cps up 30% on 1HFY24
- ➔ Strong operating cashflows of \$67.1m with 86% correlation between UEBITDA and operating cashflows<sup>1</sup>
- ➔ Ongoing investment with \$10m of capex (~\$20m expected in FY25)
- ➔ Strong balance sheet with net cash of \$73m (\$30m of debt maturing in June 2026)
- ➔ Mitigating dilution from Employee Share Schemes (ESS) with \$20m of treasury shares purchased on-market in 1HFY25
- ➔ Potential for Operational Risk Financial Requirement (ORFR) changes to require loan from HUB24 to super trustee
- ➔ Opportunities for small bolt on acquisitions (eg Reach Alternatives)

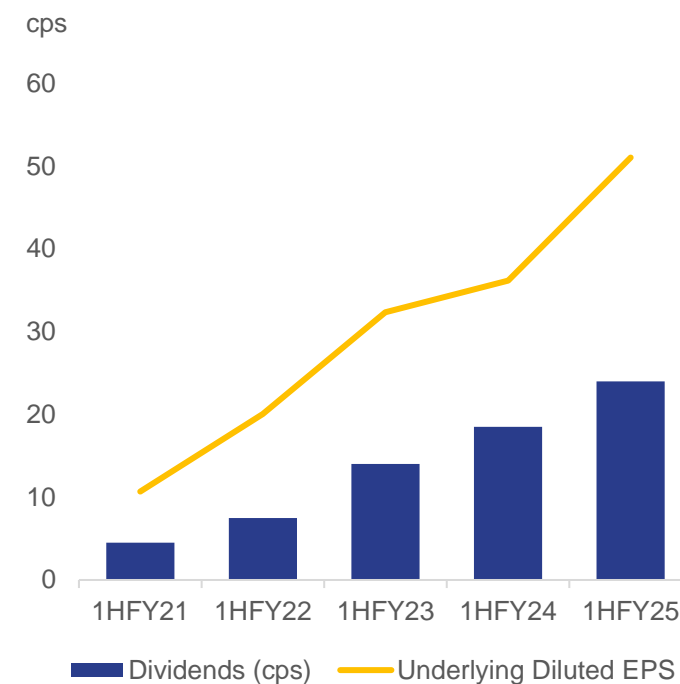
**Group Operating Cashflow**  
4-YR CAGR +53%<sup>1</sup>



**Dividends (cps)**  
4-YR CAGR +52%



**Underlying Diluted EPS (cps)**  
4-YR CAGR +48%





# Strategy & outlook

**Andrew Alcock**

Managing Director





# HUB24 is uniquely positioned to capture significant opportunity arising from new wave of transformation

## Industry continues to transform, driving need for innovative wealth solutions

- Emergence of advice networks to leverage scale and build sustainable business models
  - Separation of aligned advisers to privately owned groups
  - Lack of investment in advice infrastructure following WEXIT
  - Continued uncertainty of ownership and strategy of institutionally owned platforms
  - Cyber security risks driving demand for secure client solutions
- Demand for advice is increasing, supply is limited
  - Inefficiency & regulation is increasing the cost of advice delivery
  - Client demographics driving need for new products and single view of wealth
  - Data integration & quality alongside disparate tech solutions causing inefficiency
  - Increasing demand for managed portfolios to deliver productivity & customer value

**2.3m**

Australians with unmet advice needs<sup>1</sup>

**3.6m**

Australians to transition from accumulation to retirement phase over next decade<sup>2</sup>

**\$4.9tr**

Intergenerational wealth transfer<sup>3</sup>

**90%**

Advisers now at privately owned licensees (up from 52% at Dec 2017)<sup>4</sup>

1. 2.3 million Australians who are unadvised and thinking about getting advice. Adviser Ratings Australian Financial Advice Landscape 2024.  
2. Deloitte, Dynamics of the Australian Superannuation System, March 2024.  
3. \$4.9 trillion assets held by Baby Boomers which are expected to transfer to the next generations. Core Data Research cited in JBWere, The Growth of Women and Wealth, March 2024.  
4. HUB24 internal analysis. Estimate of advisers at privately owned licensees (including stockbrokers) as at September 2024, adjusted to reflect separations post September 2024. Based on data from Adviser Ratings Musical Chairs Q3 2024

# Growing market leadership while transforming the industry and enhancing shareholder value



**Strong growth outlook in existing established businesses**



**Create additional shareholder value through tech solutions**

## HUB24 Platform

Market leadership with significant opportunity to capture further market share

- Market leading platform, managed accounts and client portal capability
- Ranked #1 for net inflows<sup>1</sup>
- Strong and growing relationships with advisers including privately owned groups
- Well positioned to increase market share from current ~8%
- Continue to benefit from industry transformation

## Class & NowInfinity

Delivering consistent and sustainable growth

- Leading SMSF and Corporate Compliance solutions
- Class growing with system with NowInfinity growing above system, supported by structurally growing markets (SMSFs and company registrations)
- Ongoing investment in customer solutions to enable market share gains and ARPU growth<sup>2</sup>

## Technology & data solutions

Building solutions that create value and strengthen competitive advantage

- Leveraging Group capabilities to build solutions that drive efficiencies for financial professionals and their clients - HUBconnect, client portals, Engage
- Harnessing Group footprint to deliver more products to more customers
- Strengthening customer relationships and driving advocacy for HUB24 and Class

**Creating growth synergies**

# 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

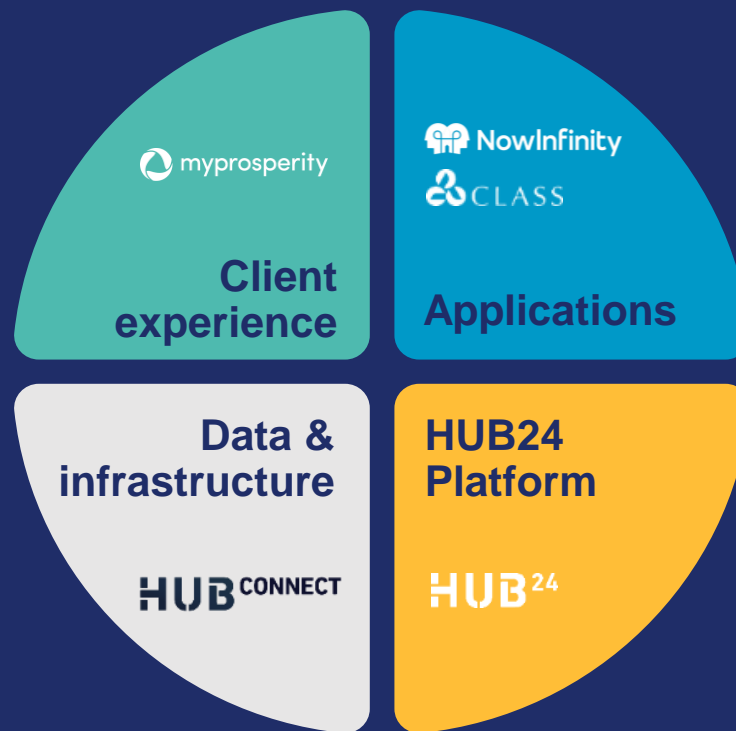
Collaborating to shape the future of the wealth industry



## 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



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

# Investing to extend leadership & maximise opportunities

## Delivering solutions for evolving customer needs



- Enhancing retirement functionality with flexible pension payments and seamless transition from super to retirement
- Further enhancing integrated custody and non-custody offer enabling 'whole of wealth' view
- Enhancing our HNW offer with innovative wholesale solution to expand addressable market
- Broadening access to alternative asset classes
- Enhancing investment options for Discover

## Enabling productivity for financial professionals



- Continuing to deliver HUB24 Platform enhancements
  - Evolving our market leading reporting capability with Engage, to enable efficient reporting for advisers & their clients
  - Enhancing payments functionality
- Additional data feeds & integrations for Class products
- Collaborating with customers and integrating with leading providers to enable open architecture wealth ecosystem
- Leveraging AI, robotics & automation to
  - Enable advice networks & practices with insights, benchmarking and enable proactive compliance monitoring (powered by HUBconnect)
  - Deliver solutions for practices to reduce manual tasks & increase productivity

# Significant opportunity for growth and value creation for customers and shareholders



Leverage structurally growing markets and demand for integrated solutions



Strong and reliable growth from both existing and new customer relationships



HUB24 Platform positioned to significantly grow market share



Platform FUA target (excluding PARS FUA)

**\$123b-\$135b**

for FY26<sup>1</sup>

Platform FUA target comprises

- Strong start to 1HFY25 (flows & markets)
- Net inflows ~\$11-15b p.a. ex large migrations
- Known large migrations (e.g. Equity Trustees, ClearView)<sup>2</sup>
- Potential outflows from Xplore MDA discontinuation<sup>3</sup>
- Range of market growth assumptions



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



Scalable operations and growth enabling both UEBITDA margin expansion and ongoing investment



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



1. HUB24 expects strong growth moving forward subject to consistent and stable investment markets and HUB24 terms of business that may affect platform FUA and revenue.

2. HUB24 expects total migrations of approximately \$5b from Equity Trustees with \$2.6b in FY24 and the remainder expected to migrate in FY25 (\$1.5b migrated in 1HFY25). HUB24 Super has been selected as the successor fund for ClearView WealthFoundations, with up to \$1.3 billion of FUA (subject to client retention and market movements) planned to be migrated to Discover on HUB24 Super in 2HFY25.

3. Following a review, HUB24 has announced the planned closure of the Xplore Wealth Managed Discretionary Account (MDA) services, by 31 March 2026. There is approximately \$2 billion of FUA within Xplore Wealth MDA and given the nature of this solution there is potential for outflows as a result of the closure. The contribution of Xplore Wealth MDA to Underlying EBITDA is immaterial.



# 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.

## RISK OF INVESTMENT

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

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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](http://www.HUB24.com.au)