

ASX Release: 19 August 2025

HUB24 delivers record FY25 financial results with \$162.4 million Underlying EBITDA

HUB24 Limited (ASX: HUB) today announced its results for the year ended 30 June 2025 (FY25), reporting Underlying Group EBITDA of \$162.4 million (up 38% on FY24), Underlying Platform EBITDA of \$142.9 million (up 39% on FY24), and Underlying Tech Solutions EBITDA of \$27.2 million (up 23% on FY24).

The company recorded Statutory NPAT of \$79.5 million (up 68% on FY24) and Underlying NPAT of \$97.8 million (up 44% on FY24). Given the company's strong performance the Directors have determined a final dividend, fully franked, of 32 cents per share (cps), to be paid on 14 October 2025.

Total Funds Under Administration (FUA) of \$136.4 billion (up 30% on FY24) with Platform FUA increasing to \$112.7 billion (up 34% on FY24) (\$118.0 billion as at 14 August 2025) and Portfolio, Administration and Reporting Services (PARS) FUA increasing to \$23.7 billion (up 16% on FY24).

Key highlights for FY25:

- Record annual Platform net inflows of \$19.8 billion (up 25% on FY24)
- 1st for overall platform quarterly and annual net inflows for six consecutive quarters¹
- Platform segment revenue of \$323.3 million (up 28% on FY24) and UEBITDA of \$142.9 million (up 39% on FY24)
- Tech Solutions segment revenue of \$77.1 million (up 9% on FY24) and UEBITDA of \$27.2 million (up 23% on FY24)
- HUB24 Platform ranked first across adviser and industry surveys²
- Class reported the largest annual increase in accounts since FY20³
- Final dividend, fully franked, of 32.0 cps, bringing the full year dividend to 56.0 cps, fully franked (up 47% on FY24)

Total revenue for FY25 was \$406.6 million (up 24% on FY24), driven by strong growth in the Platform segment and consistent revenue growth in Tech Solutions. Operating expenses of \$244.2 million (up 17% on FY24) increased from variable expenses linked to higher FUA and employment related costs due to continued investment in technology, product and operations.

The UEBITDA margin grew to 39.9% (FY24: 36.1%), as a result of growth, scalability and strong financial management.

HUB24 Platform

During FY25, HUB24 delivered record net inflows of \$19.8 billion (up 25% on FY24), including \$4.0 billion from large migrations and was ranked first for both quarterly and annual net inflows for six consecutive quarters. The HUB24 Platform had the largest quarterly and annual organic market share gains of all platform providers, increasing market share to 8.7% as at 31 March 2025 (up from 7.2% as at 31 March 2024), and is ranked 7th overall.¹

In FY25, the number of active advisers using the Platform increased to 5,097 (up 13% on FY24) with 143 new distribution agreements signed.

During the year, the HUB24 Platform continued to receive industry recognition for delivering innovative solutions and customer service excellence, consolidating its position as Australia's #1 platform across industry and adviser surveys.²

HUB24 delivered a series of enhancements and new solutions during FY25 to increase productivity and provide advisers with a range of solutions to meet client needs across the customer lifecycle, including:

- Award-winning updates to our advice fee consent capability⁴
- The addition of five new portfolio managers to our Discover offer
- Additional client cash management capabilities and increased payment functionality
- Launching Engage, the next evolution of HUB24's market leading reporting
- Releasing HUB24 Private Invest, an innovative and unique wholesale client solution extending HUB24's leading High Net Worth (HNW) capability to meet the growing demand⁵
- A new alliance with Reach Alternative Investments including a minority equity holding, to provide access to private markets
- Continued investment in myprosperity, with seven enterprise agreements with large national advice networks

Class & NowInfinity

Class's continued focus on customer service excellence and investment in innovative solutions for accountants was recognised in the Investment Trends 2025 SMSF Adviser & Accountant Report. Class Super was ranked the most Feature Rich SMSF software provider, while NowInfinity was recognised as the most used legal document provider for SMSFs and ranked first for Innovation.⁶

During the year a range of new functionality and enhancements to increase efficiency for accountants and auditors were released, including:

- Additional integrations with Australia's leading property data providers
- New share registry feeds, including a market-first integration with Automic Group
- Additional directly sourced document feeds such as investor, tax, and bank statements
- Enhanced feature-rich Document Management
- The launch of an AI-powered Virtual Mailroom

Outlook

HUB24 is uniquely positioned with combined Group capabilities to capitalise on emerging opportunities and lead the wealth industry as the best provider of integrated platform, data and technology solutions. With positive momentum across all parts of the business we expect further growth moving into FY26.

Based on our expectations of ongoing strong net inflows onto the HUB24 Platform, the company is now targeting a Platform FUA range of \$148-162 billion for FY27 (excluding PARS FUA).⁷

Andrew Alcock, HUB24's Managing Director & CEO commented "Our strong financial performance during FY25 has delivered Underlying Group EBITDA of \$162.4 million – up 38% and a fully franked final dividend of 32.0 cps resulting in total FY25 dividends of 56.0 cps, up 47%.

We're proud to again be recognised as Australia's best platform and remain committed to empowering better financial futures for more Australians. Our integrated approach – combining

platform, technology and data solutions – together with our commitment to innovation and customer service excellence, has delivered another year of industry-leading platform net inflows. We are building on this momentum to deliver sustainable growth and long-term value for our customers and shareholders.”

1. Plan for Life data, March 2025. Based on Administrator View. Net inflow and market share rankings are for the period ending 31 March 2025. Adjusted to exclude the \$33.6 billion merger of BT Super to Mercer in the June 2023 quarter.
2. Best Overall Platform Investment Trends 2024 Platform Competitive Analysis and Benchmarking Report; #1 Overall Satisfaction Wrap Platforms, 2025 Adviser Technology Needs Report; HUB24 Platform #1 Overall Satisfaction and HUB24 Super ranked #1 Super Fund Satisfaction, 2025 Australian Financial Advice Landscape Report; #1 Overall Satisfaction and #1 Innovation, 2025 Investment Trends Managed Accounts report.
3. The number of accounts across Class Super, Class Portfolio and Class Trust products increased by 8,006 during FY25, the largest increase since FY20.
4. HUB24's advice fee consent capability was recognised as 'most impactful new enhancement' for advisers in SuitabilityHUB 2025 Platform Market Wrap.
5. HUB24 was ranked as the #1 platform in the HNW category in the Investment Trends 2024 Platform Competitive Analysis and Benchmarking Report.
6. Investment Trends 2025 SMSF Adviser & Accountant Report. Class's brand was viewed by accountants as the most associated with Feature Rich SMSF software solutions. NowInfinity's brand was viewed by accountants as the most associated with Innovation.
7. 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.

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About HUB24

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

This release is not financial product advice. Past performance is not indicative of future performance and any forward-looking statements in this release are not representations or guarantees as to future performance.

This announcement was authorised for release to the market by the HUB24 Board.

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

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